

requirements. By integrating with your other access control systems, it helps improve productivity and contain costs. It supports multiple scenarios simultaneously, including:

- Device administration: Authenticates administrators, authorizes commands, and provides an audit trail
- Remote Access: Works with VPN and other remote network access devices to enforce access policies
- Wireless: Authenticates and authorizes wireless users and hosts and enforces wireless-specific policies
- Network admission control: Communicates with posture and audit servers to enforce admission control policies

Section 5, Network Management

To empower City personnel to manage and maintain this VCS after deployment, we responded to the LMS requirements in the RFP with the CiscoWorks LAN Management Solution (LMS). CiscoWorks is a suite of powerful management tools that simplify the configuration, administration, monitoring, and troubleshooting of Cisco networks. It integrates advanced capabilities like:

- A centralized system for sharing device information across all LAN management applications, improving manageability, and increasing systemwide awareness of network changes
- Network discovery, topology views, end-station tracking, and VLAN management
- Real-time network fault analysis with easy-to-deploy, device-specific, best-practice templates
- Hardware and software inventory management, centralized configuration tools, and syslog monitoring
- Monitoring and tracking of network response time and availability
- Real-time device and link management, as well as port traffic management, analysis, and reporting
- A flexible Web portal for launching and navigating network management functionality
- A workflow engine that provides step-by-step wizards for system setup and device troubleshooting

Section 6, Ongoing Maintenance

Typically with City Government customers that deploy Cisco's various Unified Communications platforms, Cisco SMARTnet Service is a simple and cost-effective way to initiate ongoing support. Therefore, we provided this service on all major system components, and leveraged Cisco's lifetime warranties where possible, in tandem with a "sparing strategy."

Cisco SMARTnet is an award-winning technical support service that offers direct, anytime access to Cisco engineers and an extensive range of technical resources. SMARTnet delivers rapid issue resolution, flexible device-by-device coverage, and premium service options to help maximize operational efficiency. It provides the following:

- Around-the-clock, global access to the Cisco Technical Assistance Center (TAC)
- Access to the extensive Cisco.com knowledgebase and tools
- Next-business-day advance hardware replacement (premium options available for business-critical devices, such as 2-hour replacement and onsite parts replacement and installation)
- Ongoing operating system software updates and upgrades
- Cisco OS software support to extend the life of Cisco devices with improved security, increased performance, bandwidth management, new protocol support, and greater interoperability
- Proactive diagnostics and real-time alerts on select devices with Smart Call Home

Section 7, Network Cabling

With the information provided by the City in this RFP process, We've concluded that a nominal amount of structured cabling be added to the design:

- **Task 1:** Provide labor and material to install (120) Network Station outlets to customer specified locations.
 - (24) locations configured as (1) Network cable only (Fire Station)
 - (48) locations configured as (1) Network cable only (Police Station)
 - (48) locations configured as (1) Network cable only (Fire Department 3)
- **Task 2:** Provide labor and material to Build-out customers equipment room (MC) for Network Cable termination.
 - Install (1) 24-port, Category 6 patch panel (Fire Station)
 - Install (1) 48-port, Category 6 patch panel (Police Station)
 - Install (1) 48-port, Category 6 patch panel (Fire Department 3)
 - Install (2) 2U horizontal wire managers.
 - Install (1) 2" EMT sleeve from cabinet to ceiling area.
 - Provide and install (1) #6 GND from cabinet to nearest suitable ground.

SOLUTION SUMMARY

Call Processing

- (3) Redundant Cisco MCS-7825 Servers
- Unified Communications Manager (UCM) that will redundantly support all City Phones
- Geographic redundancy with (2) UCM's at City Hall and (1) at PD



Applications

- Cisco Unified Workspace Licensing (CWL) Licensing for ALL Unified Messaging with ALL features
- Full Presence Capabilities
- Mobility (single number reach) for ALL users
- Soft Clients - Cisco Unified Personal Communicator
- Video Telephony support for ALL users



IP Phones

- 7945 Color GE IP Phones - 2 lines
- 7965 Color GE IP Phones - 5 lines
- High Resolution, Wideband Audio



7945 High Resolution GE IP Phone - 2 lines
7965 High Resolution GE IP Phone - 5 lines



Prepared by Cisco Systems Inc. for CULVER CITY

REV 1 Version 2.0

REFERENCE ARCHITECTURE - Cisco City-Wide Design

June 2009

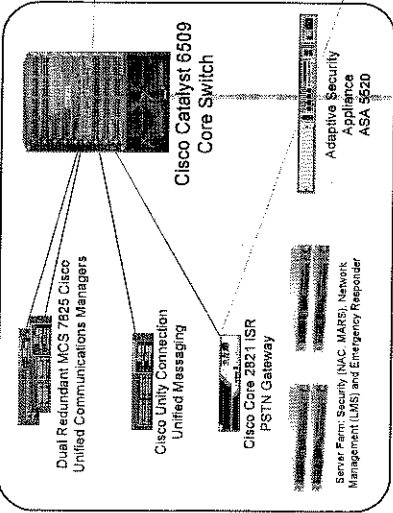
NDA

THE HEART OF SCREENLAND

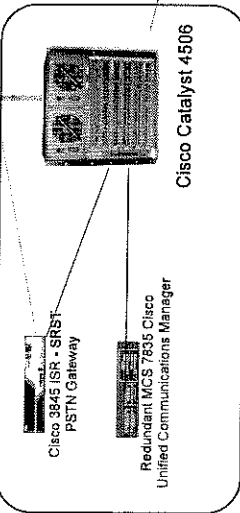
Culver City is a midsize residential/business community located just outside of Los Angeles. A Charter City which incorporated in 1917, the City has a Council/City Manager form of government and provides a full range of municipal services. The City has almost 900 employees and a current operating budget of \$184.3 million.

Culver City prides itself in having stable, delightful neighborhoods with numerous parks, excellent schools and a diversified economic base. Deeply rooted in the entertainment industry, the City is home to major movie studios and postproduction houses. In addition, traditional manufacturing, grocery retail and health care industry support the diversified portfolio. A flourishing economic environment and ideal location have made the City one of the most desirable places to reside in Southern California. With a population of approximately 40,000, Culver City is committed to providing the highest level of services to its residents and businesses at the lowest possible costs.

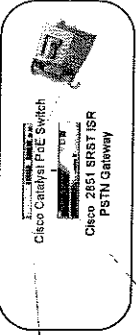
City Hall



Police Department



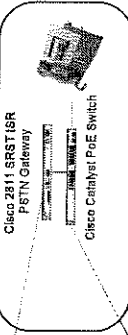
Transportation, Fire Station 1, Public Services



VMC Tower, Senior Center



Fire Station 2, Fire Station 3, Drill Yard



Teen Center, Plunge, Transfer Station



CISCO VOICE MARKET LEADERSHIP - ABOUT CISCO

- 100,000+ Cisco IP Communications Customers
- 23M+ IP Phones shipped, 15M+ Unified Messaging seats
- Cisco was the pioneer of IP Communications and created the market. 12 yrs of experience, #1 overall Voice Vendor in the world, 39.4% of overall revenue
- Over 150 local Cisco IP Communications PUBLIC SECTOR customers in Southern California
- Highest Customer Satisfaction Rating in the Industry - 4.46 on a 5.00 scale
- World renowned & award winning Cisco TAC (Technical Assistance Center) 24x7x365
- Over \$6B in annual R&D investment, over \$1B annually on IP Communications R&D



at&t

Master Unified Communications Specialist

SOLUTION SUMMARY

Cisco Catalyst Switches

Cisco Catalyst switches provide Gigabit PoE ports to power all phones and connect the City Computers.

They contain integrated security technologies that protect the network itself, as well as ease of use and manageability features meant to streamline deployment & maintenance.

In addition they support technologies such as Cisco EnergyWise, which can help lower energy costs.

Redundant Voice Gateways

- All large sites include fully survivable SRST Voice Gateways
- In the event of a WAN network failure, Gateways assume call processing role to ensure no business impact



Unified Messaging Solution

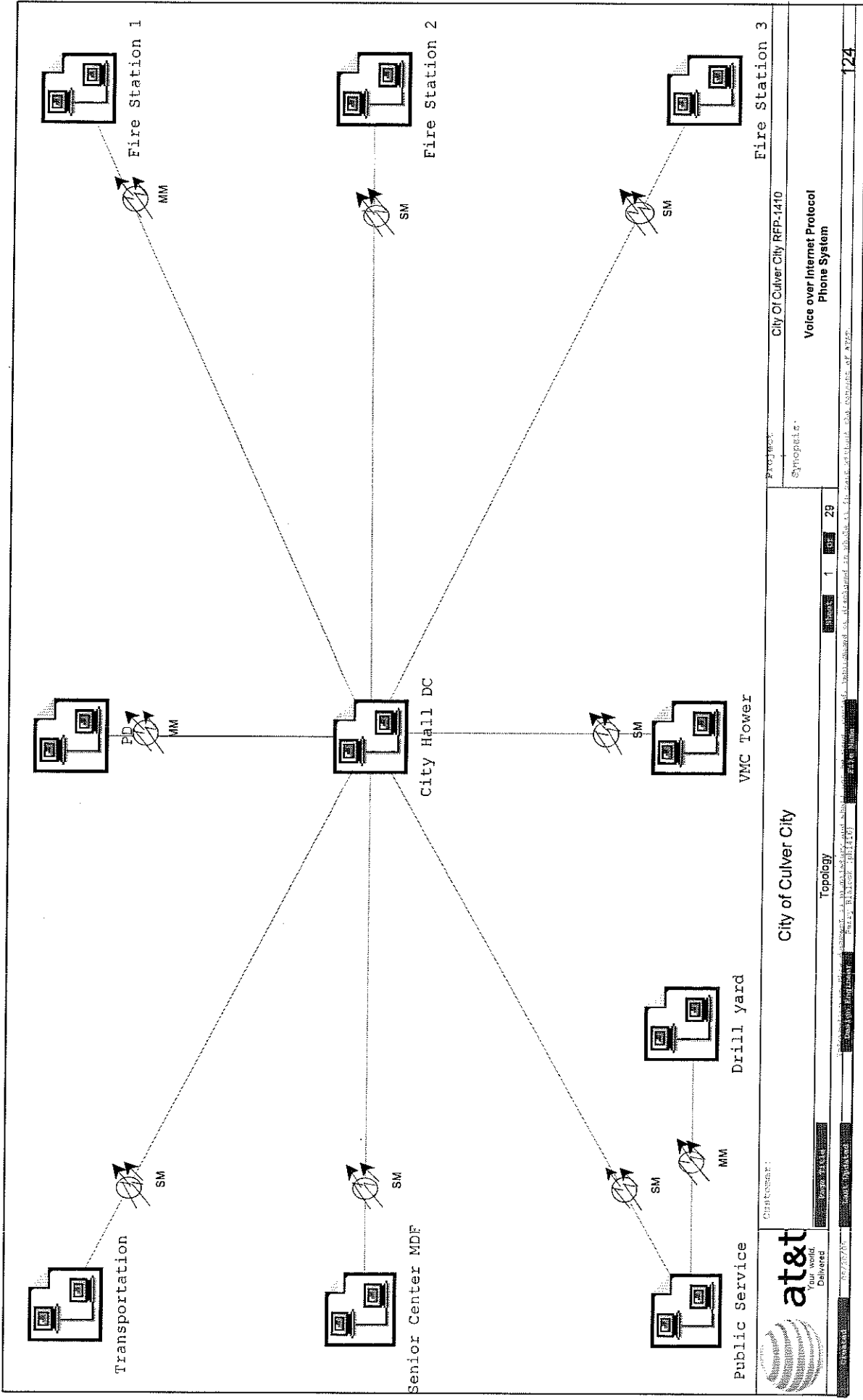
- Cisco Unity Connection with Unified Messaging capabilities included (entire City)
- ALL features included such as Automatic Speech Recognition (ASR), Text to Speech (TTS), Visual Voicemail, Cisco Fax Server, TDD/TTY, Cisco Security Agent, Secure Private Messaging, Unlimited Auto Attendant, etc.

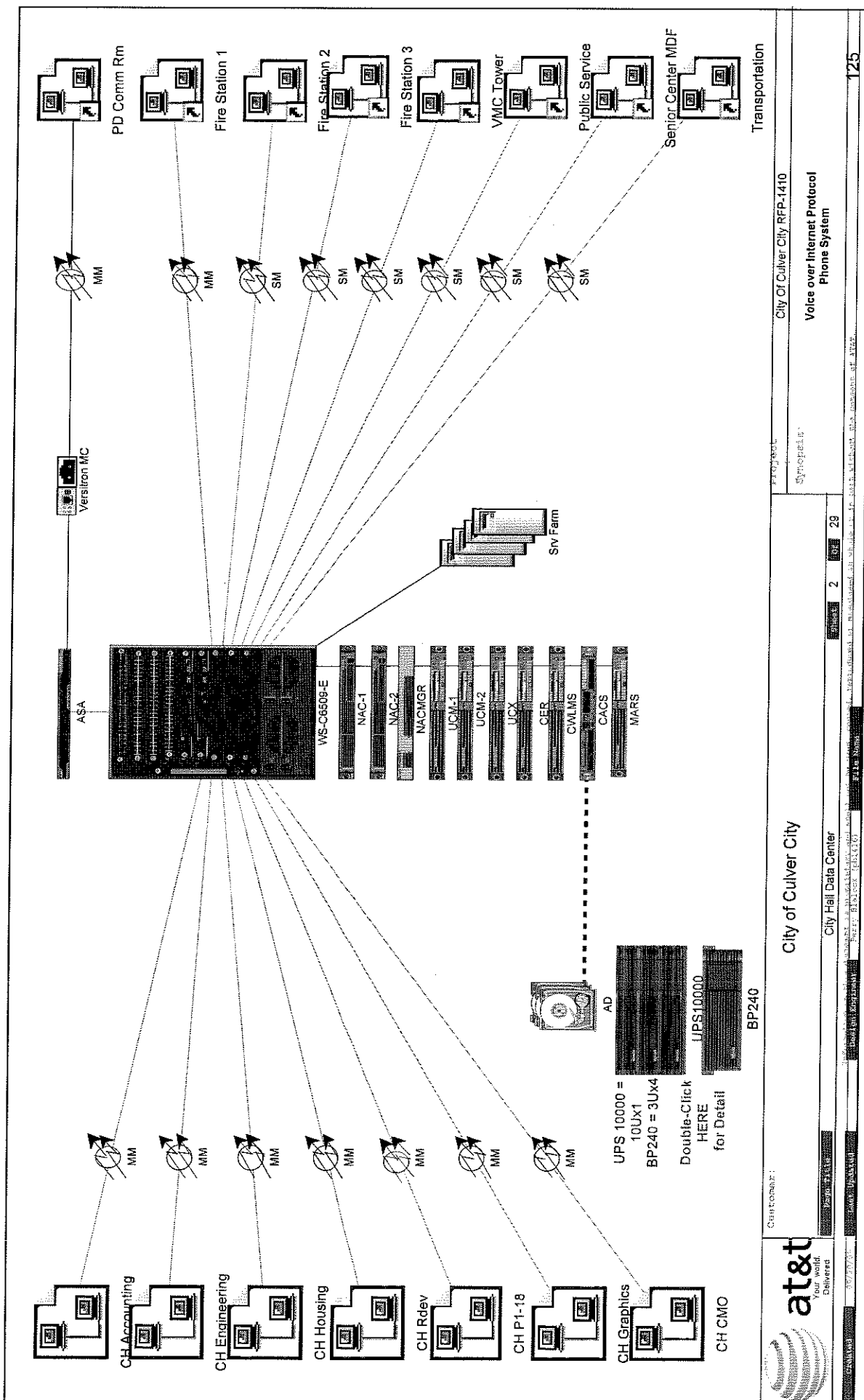


Cisco Unity Connection - 28477465

Maintenance & Software Subscription

- Annual Maintenance & Software Subscription is included in design
- All major and minor software updates are NO CHARGE





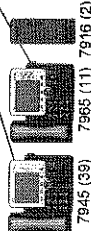


City Hall DC



3560G-48PS-S

3560G-48PS-S



7945 (39)

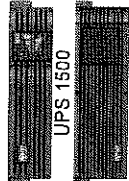
7965 (11)

7916 (2)



UPS = 2Ux1
BP = 3Ux1

Double-Click
HERE
for Detail



UPS 1500

BP48



110 BLK



Analog



FAX

Cat 3 From VG224 @ P1-18

Data Ports: Total \$6



City of Culver City

City of Culver City

06/17/99

City Hall Accounting

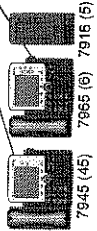
Sheet 3 of 29

Synoptical

City of Culver City RFP-1410
Voice over Internet Protocol
Phone System



City Hall DC



UPS = 2Ux1
BP = 3Ux1

Double-Click
HERE
for Detail



Analog



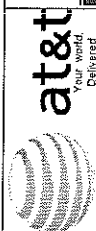
FAX



110 BLK

Cat 3 From V63224 @ P1-18

Data Ports Total: 96



Customer:

City of Culver City

City Hall Engineering

Per: Walter H. H. H.

Project:

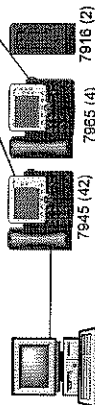
Synopsis:

City of Culver City RFP-1410
Voice over Internet Protocol
Phone System

Sheet 4 of 29

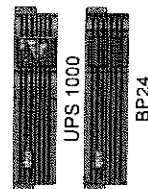


City Hall DC

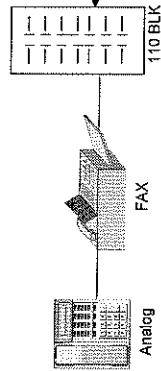


UPS = 2Ux1
BP = 2Ux1

Double-Click
HERE
for Detail



Data Ports: Total 96



Customer:

City of Culver City

City Hall Housing

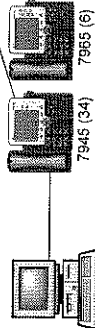
Synopsis:

City Of Culver City RFP-1410
Voice over Internet Protocol
Phone System

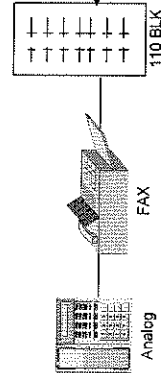
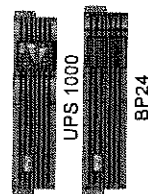
Page 5 of 29



City Hall DC



UPS = 2Ux1
BP = 2Ux1
Double-Click
HERE
for Detail



Cat 3 From VG224 @ P1-18

Data Ports: Total 96



Circle 10 on map

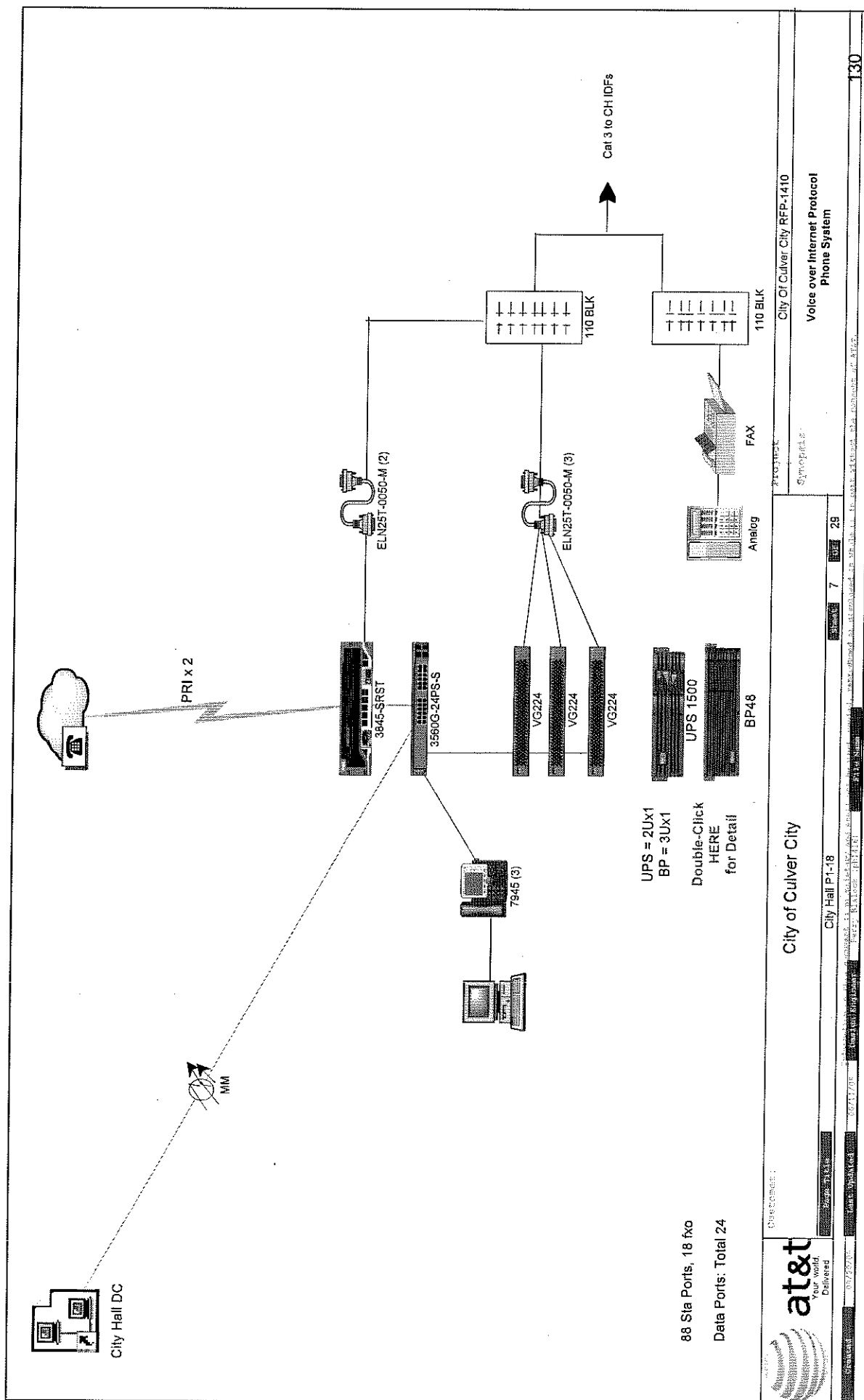
City of Culver City

City Hall Rdev

Sheet 6 of 29

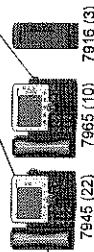
City of Culver City RFP-1410

Voice over Internet Protocol
Phone System

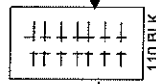
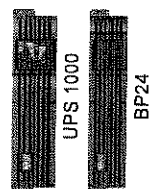




City Hall DC



UPS = 2Ux1
BP = 2Ux1
Double-Click
HERE
for Detail



Cal 3 From VG3224 @ P1-18

Data Ports: Total 72



Class of Service:

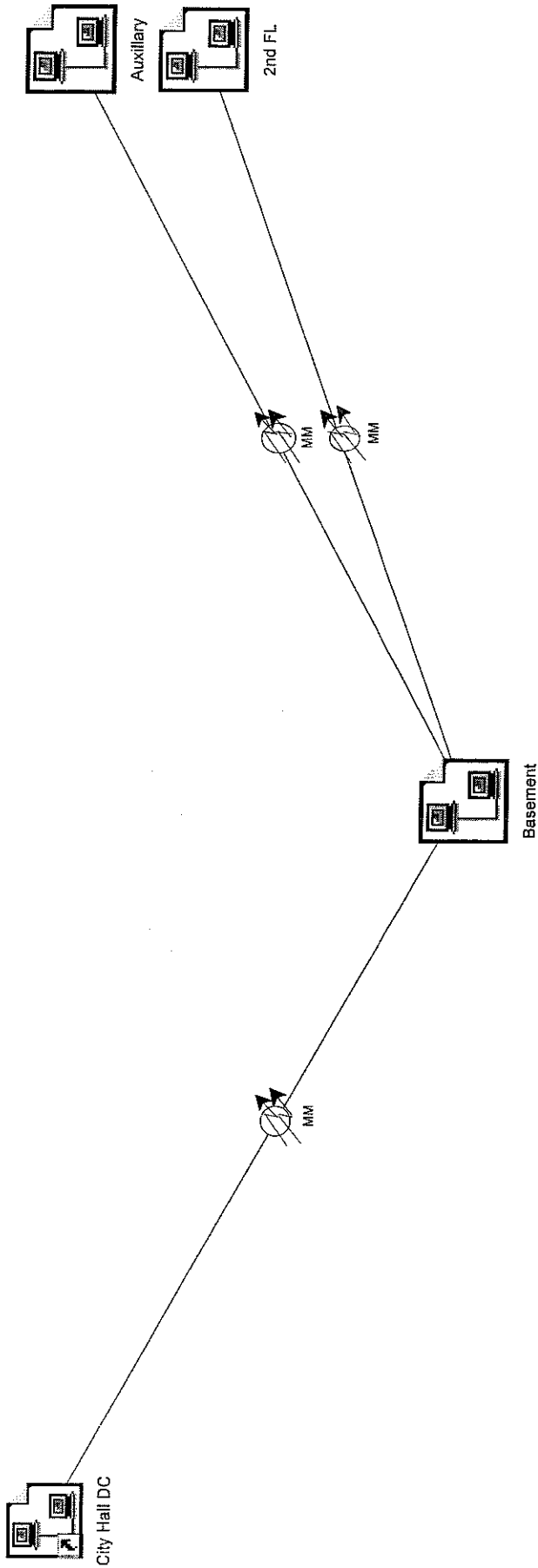
City of Culver City

City Hall CMO

9 34 29

City Of Culver City RFP-1410
Voice over Internet Protocol
Phone System

City of Culver City RFP-1410



DATE: 07/17/06

TIME: 10:02

BY: [Signature]

FOR: [Signature]

RE: [Signature]

CC: [Signature]

City of Culver City

PD Top Level DWG

Project: City of Culver City RFP-1410

Subject: Voice over Internet Protocol Phone System

Project:

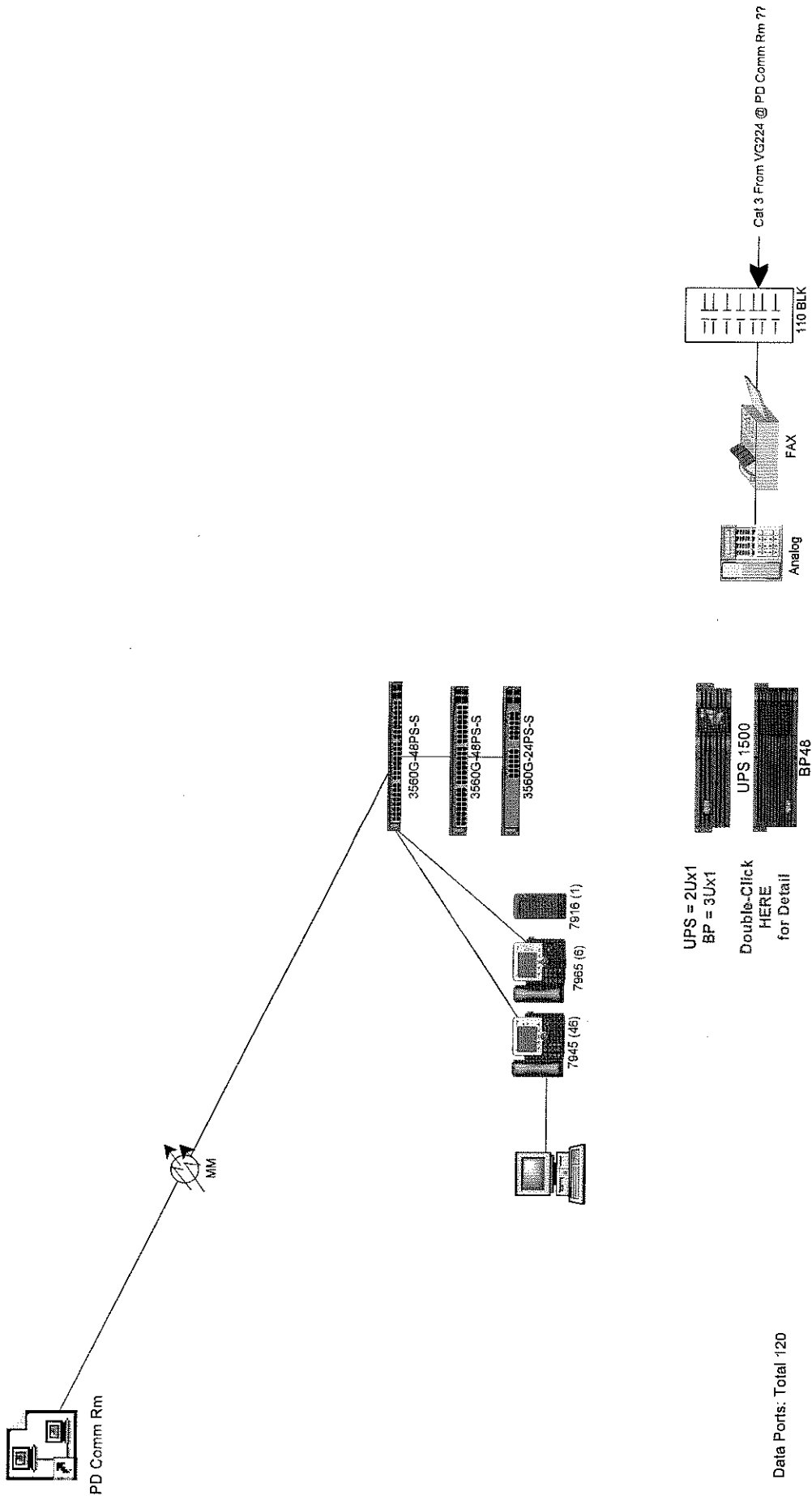
Synopsis:

10

29

28

133



Data Ports: Total 120

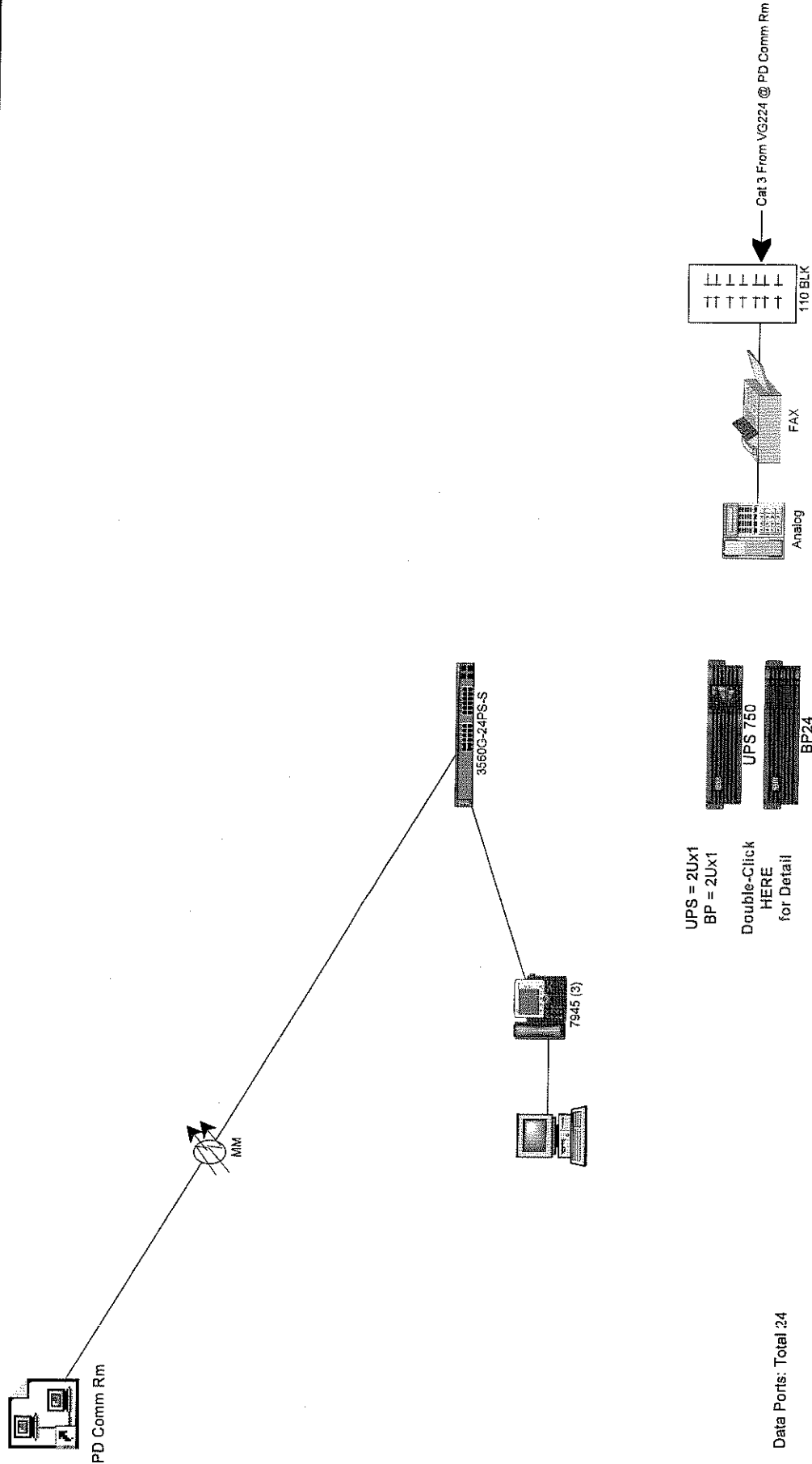
at&t
Global
Diversified

Customer:
City of Culver City

Project:
City of Culver City RFP-1410
Voice over Internet Protocol
Phone System

PD 2nd Floor

Sheet 11 of 29



Data Ports: Total 24

City of Culver City

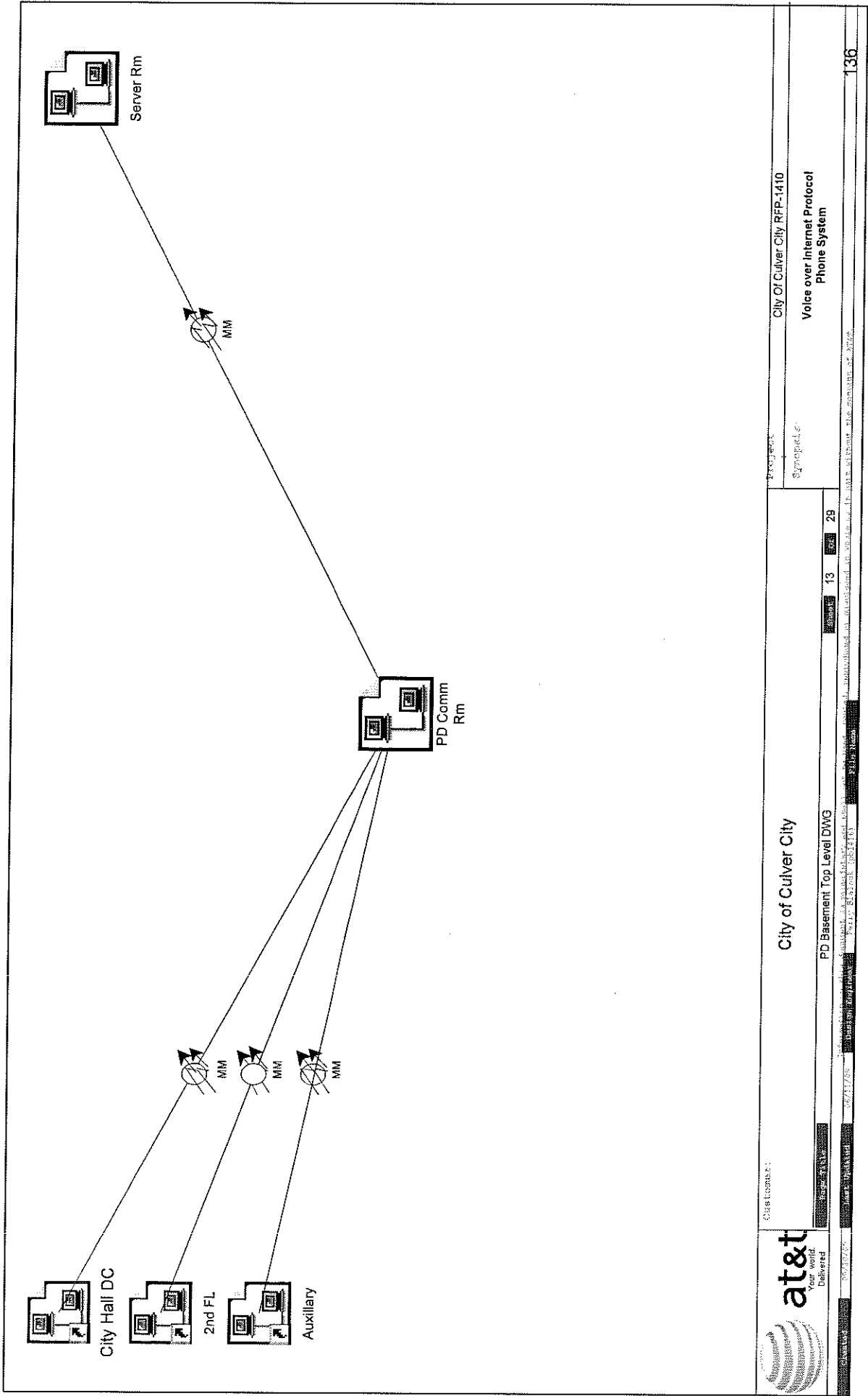
City Of Culver City RFP-1410

Voice over Internet Protocol
Phone System

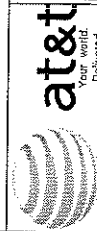
PD Auxiliary

12 29

City of Culver City RFP-1410



Customer:



City of Culver City

PD Basement Top Level DWG

Sheet 13 of 29

Project: City Of Culver City RFP-1410

Synopsis: Voice over Internet Protocol

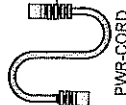
Phone System

Not to be used without the owner's approval.



PD Comm Rm

Copper
Cat5



PWR-CUBE (1)

7945 (1)



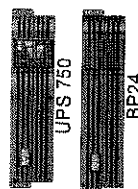
3560G-24TS-S



Srv Farm

UPS = 2Ux1
BP = 2Ux1

Double-Click
HERE
for Detail



UPS 750

BP24



Analog



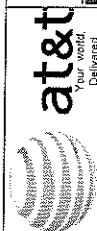
FAX



110 BLK

Cat 3 From VG224 @ PD Comm Rm

Data Ports: Total 24



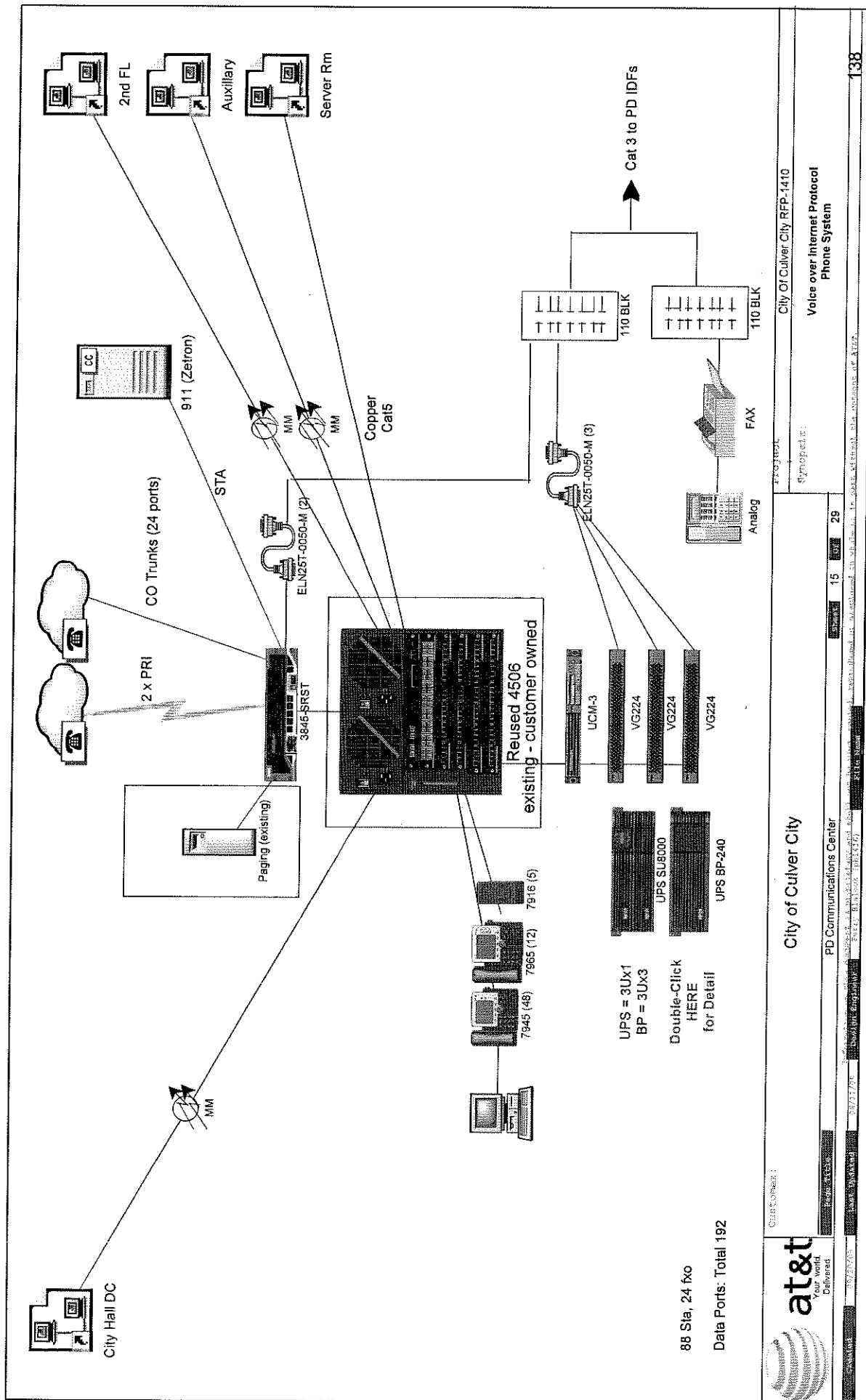
021850700.E.1

City of Culver City

PD Server Room

Synopsis:

Voice over Internet Protocol
Phone System



88 Sta, 24 fco

Data Ports: Total 192



CUSTOMER :

City of Culver City

PD Communications Center

SYNOPSIS:

City of Culver City RFP-1410

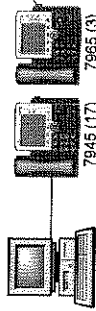
Voice over Internet Protocol Phone System

15

29



Fire Station 1



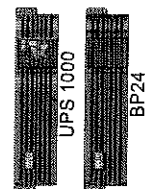
7965 (3)



7945 (17)

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BP = 2Ux1

Double-Click
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for Detail



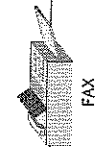
UPS 1000
BP24



110 BLK



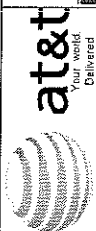
Analog



FAX

Cat 3 From VG224 @ FS1 MDF

Data Ports: Total 24



Customer:

City of Culver City

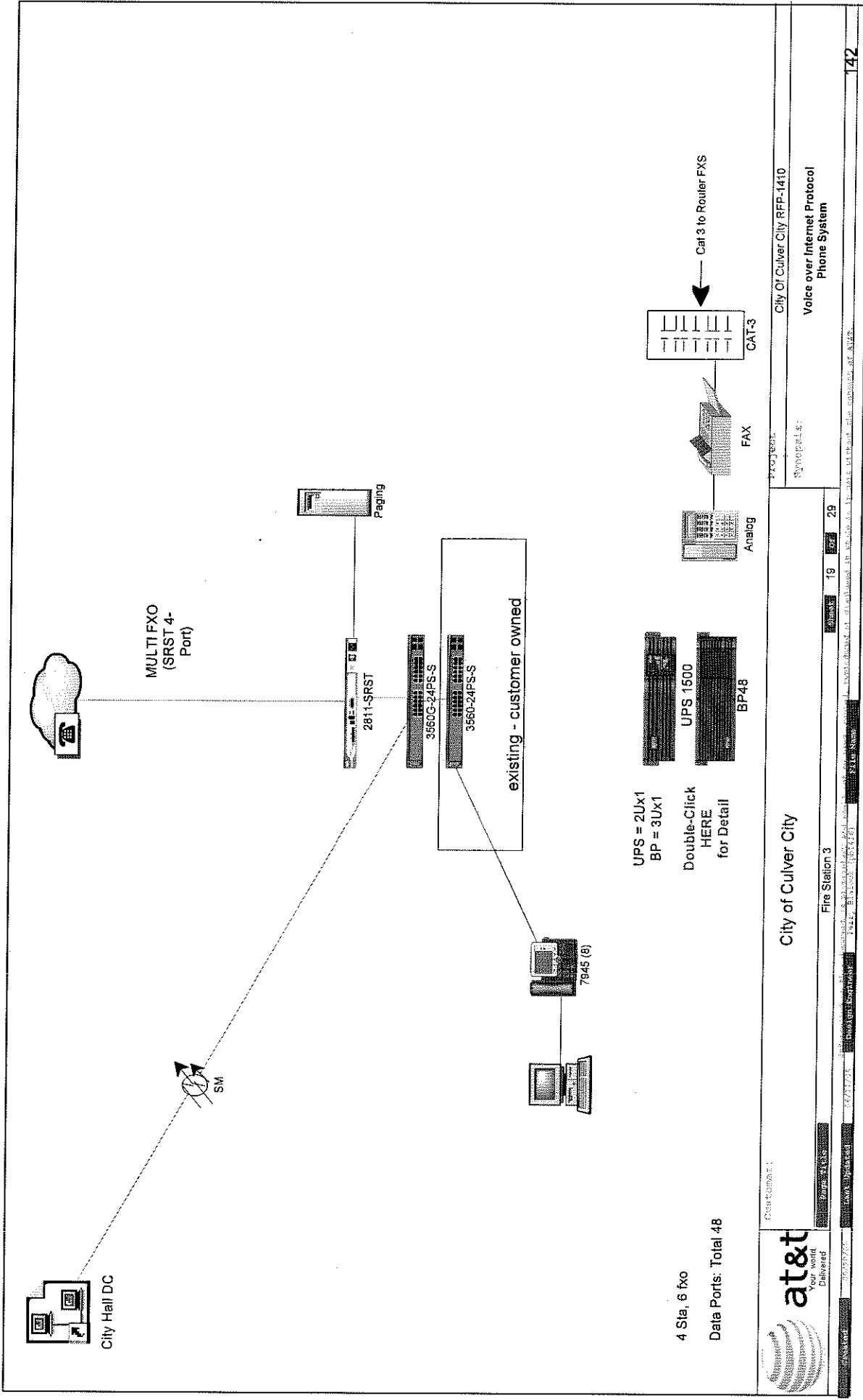
Fire Station 1 Garage

Sheet 17 of 29

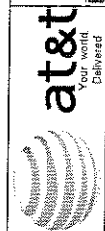
Synopsis

Voice over Internet Protocol
Phone System

City of Culver City RFP-1410



4 Sta, 6 fxo
Data Ports: Total 48



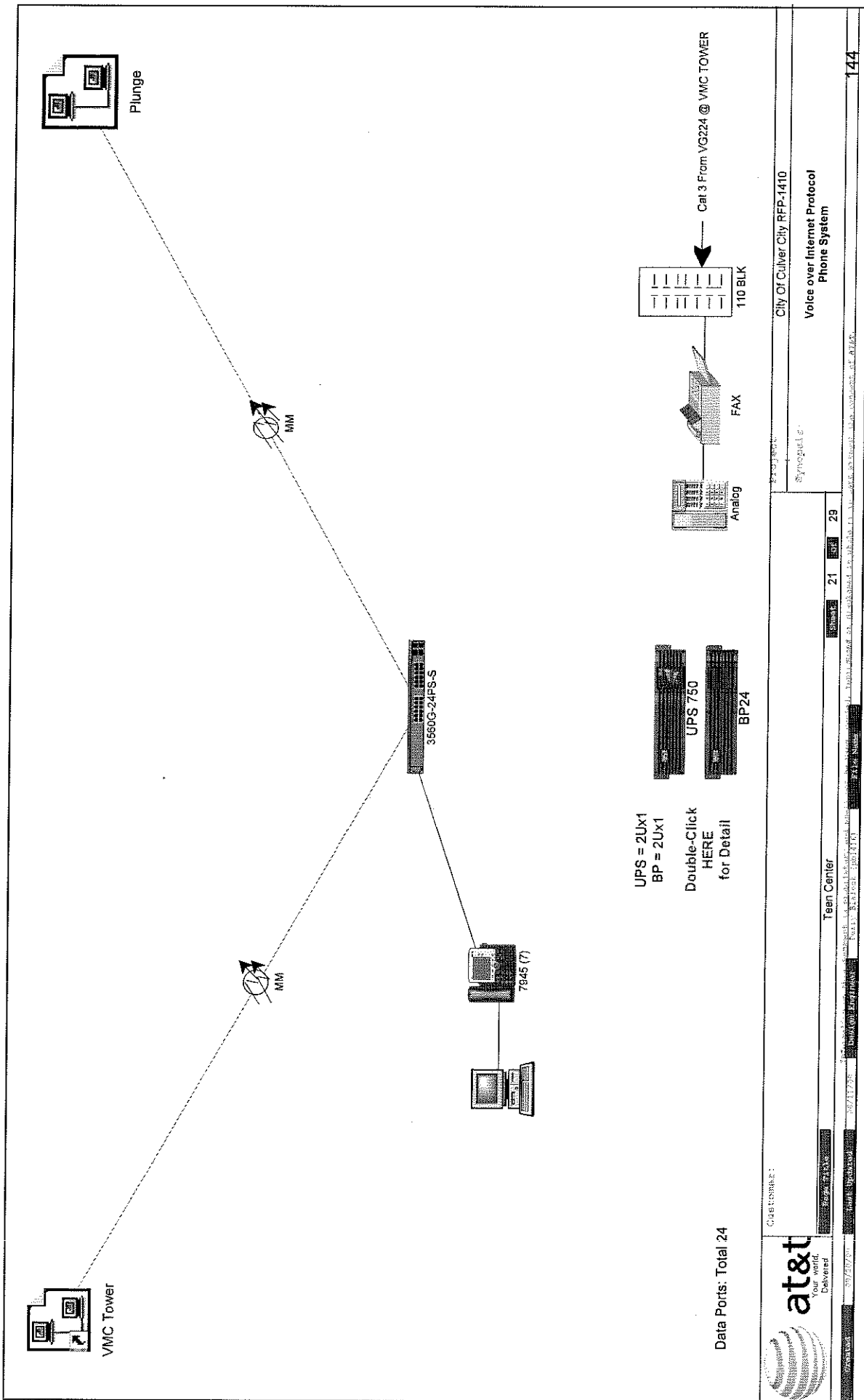
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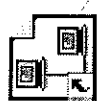
City of Culver City

Fire Station 3

19 29

City Of Culver City RFP-1410
Voice over Internet Protocol
Phone System





Teen Center

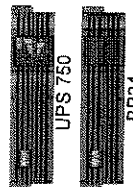


3560G-24PS-S



7945 (4)

UPS = 2Ux1
BP = 2Ux1
Double-Click
HERE
for Detail

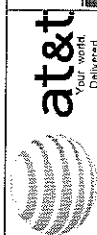


Analog



Cat 3 From VG224 @ VMC TOWER

Data Ports: Total 24



Customer:

City of Culver City

Plunge

Project

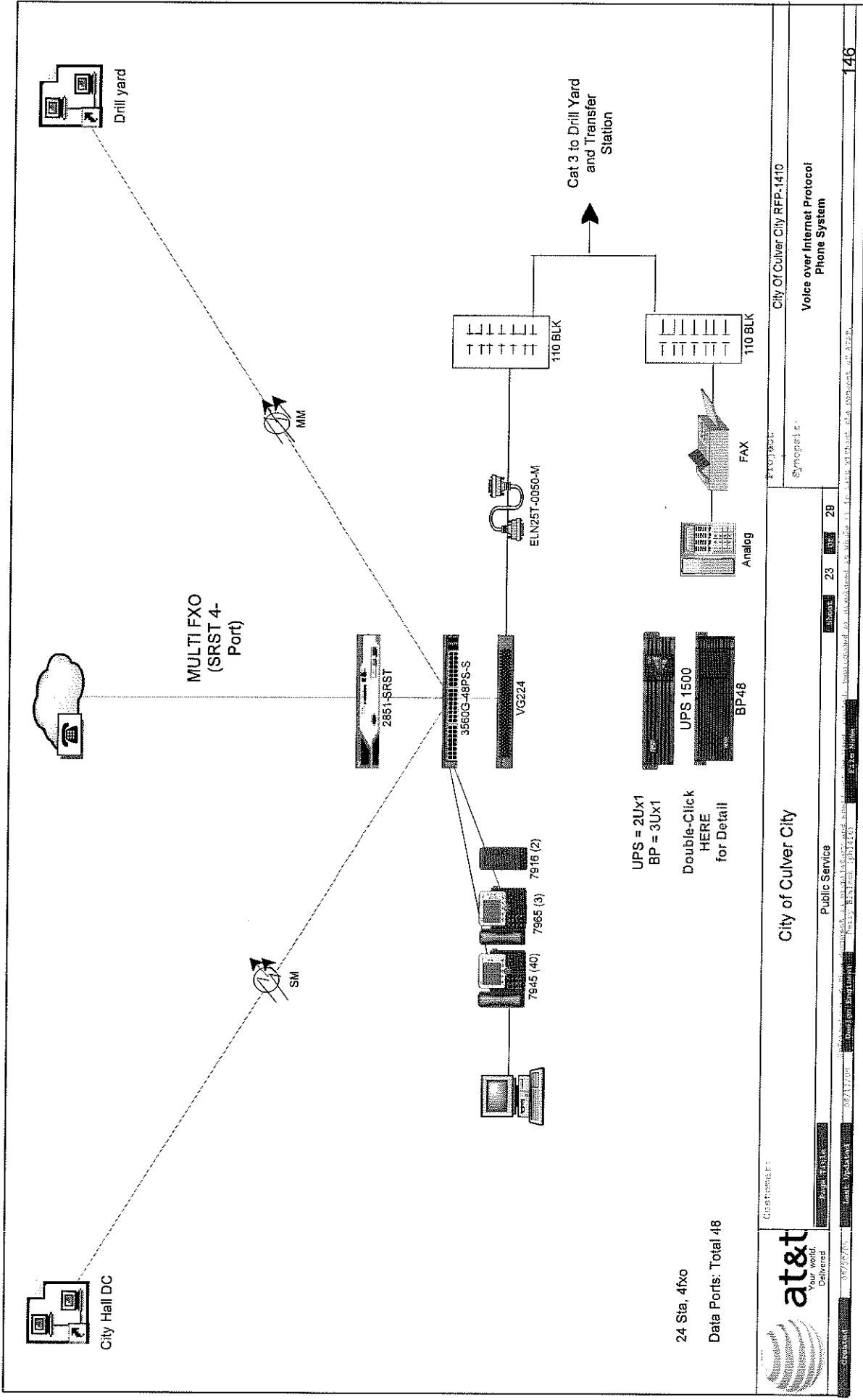
Synopsis:

City Of Culver City RFP-1410

Voice over Internet Protocol
Phone System

Block 22 of 29

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24 Sta, 4fxo

Data Ports: Total 48



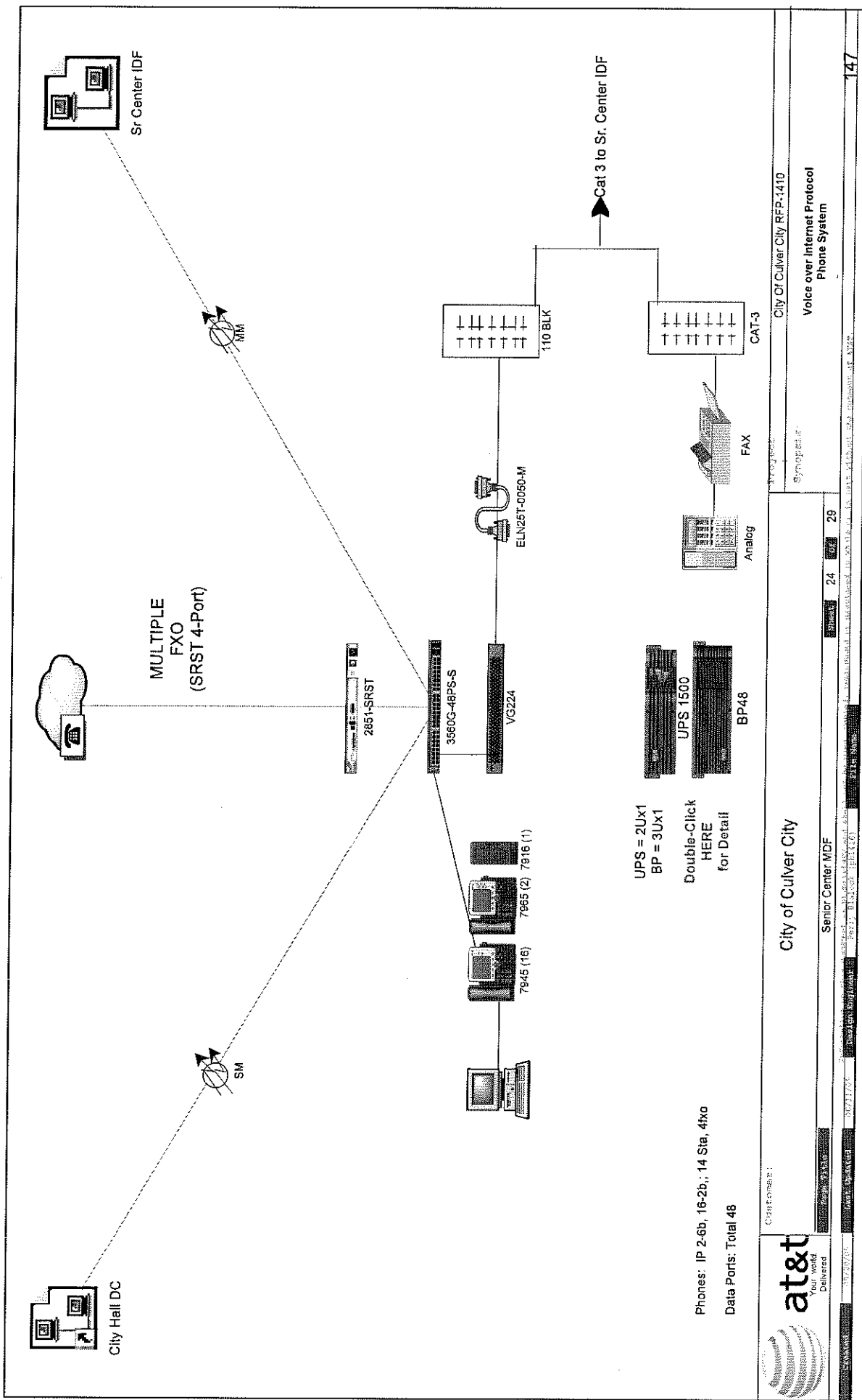
Customer:

City of Culver City

Public Service

Book 23 Page 29

City of Culver City RFP. 1410
Voice over Internet Protocol
Phone System





Senior Center MDF



3560G-24PS-S

7945 (14) 7965 (2)



UPS = 2Ux1
BP = 2Ux1

Double-Click
HERE
for Detail

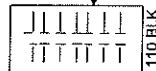


UPS 750



BP24

Data Ports: Total 24



110 BLK



Analog



FAX

Cat 3 From VG224 @ Sr. Center IDF

Customer:



City of Culver City

Senior Center IDF

Project:

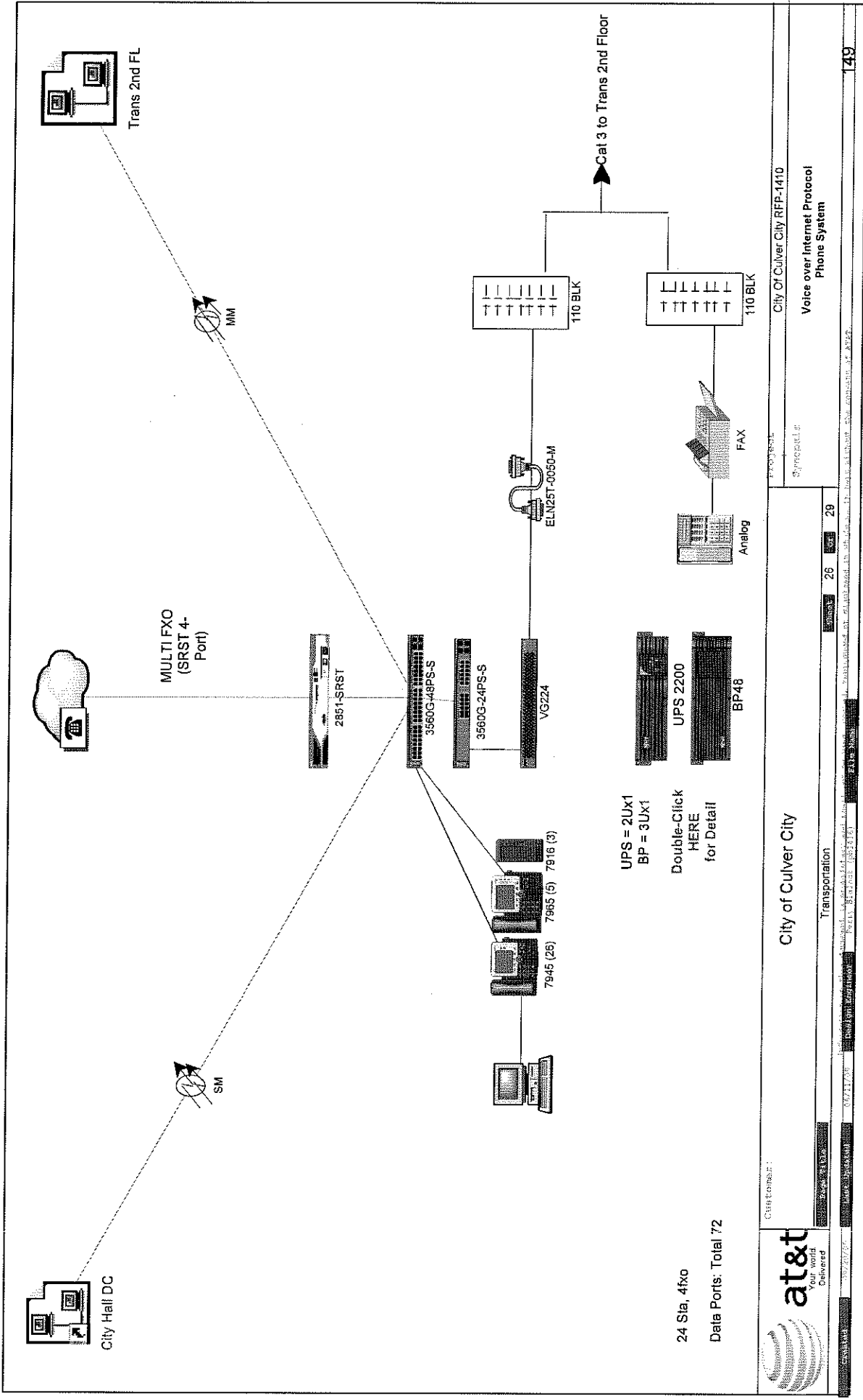
Synopsis:

City Of Culver City RFP-1410

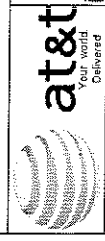
Voice over Internet Protocol
Phone System

Sheet 25 of 29

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24 Sla, 4fxo
Data Ports: Total 72



Customer:

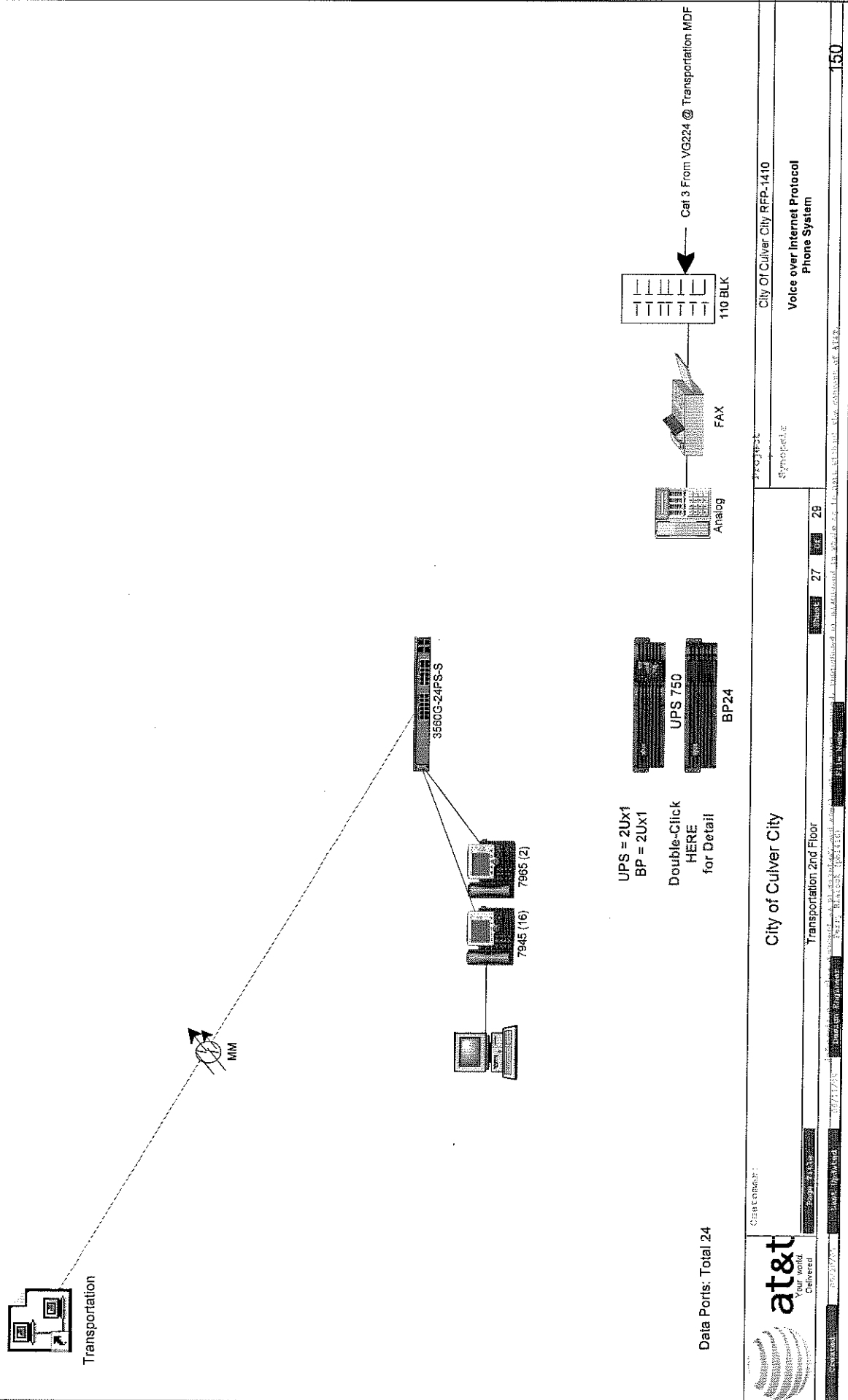
City of Culver City

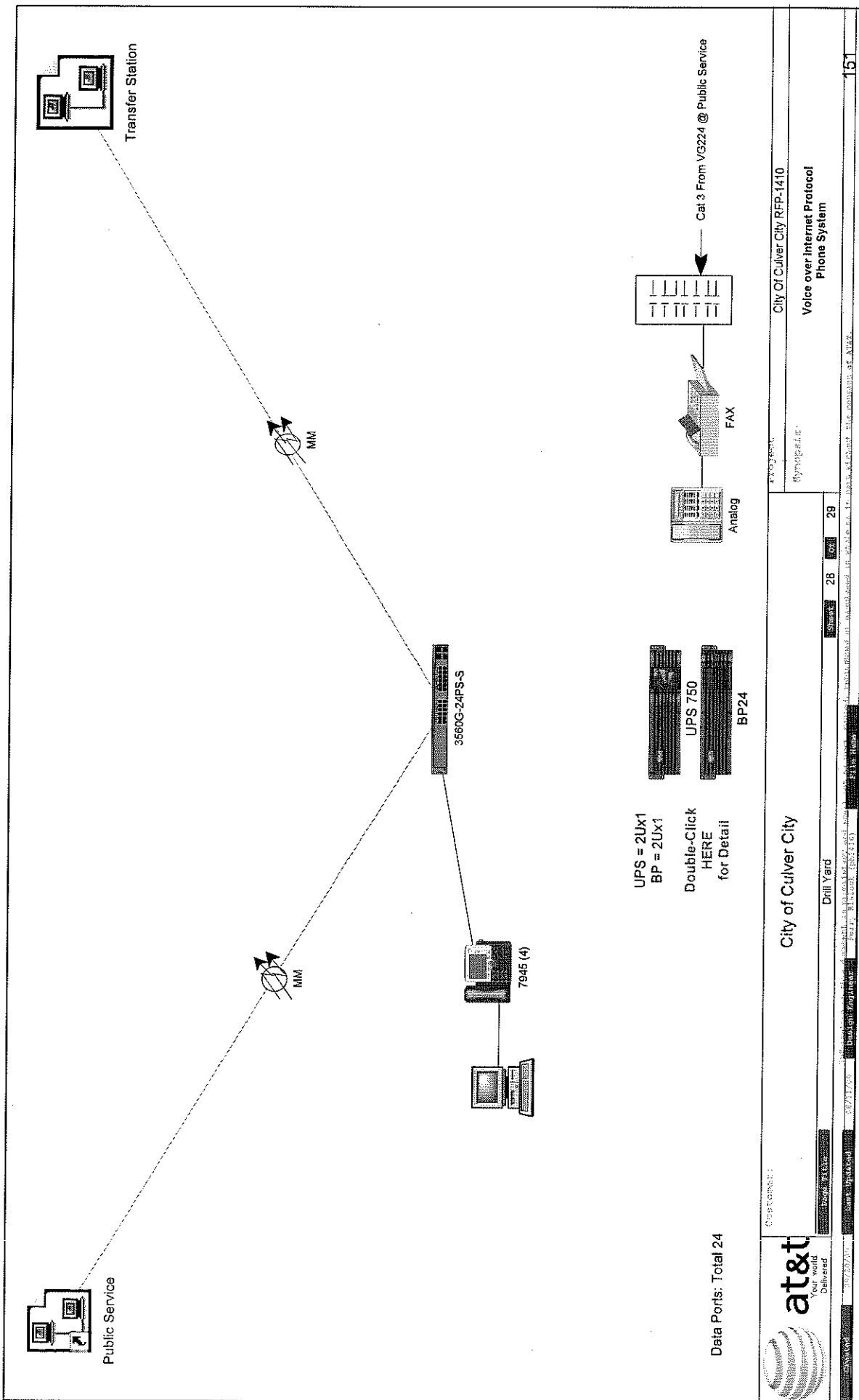
Transportation

04/27/2004 08:27:04 04/27/2004 08:27:04 04/27/2004 08:27:04 04/27/2004 08:27:04

Sheet 26 of 29

City Of Culver City RFP-1410
Voice over Internet Protocol
Phone System







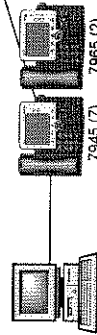
Drill yard



MM



3580G-24PS-S



7945 (7)

7965 (2)

UPS = 2Ux1
BP = 2Ux1

Double-Click
HERE
for Detail



UPS 750



BP24



110 BLK



Analog



FAX

City of Culver City RFP-1410
Voice over Internet Protocol
Phone System

Data Ports: Total 24



Customer:

City of Culver City

Transfer Station

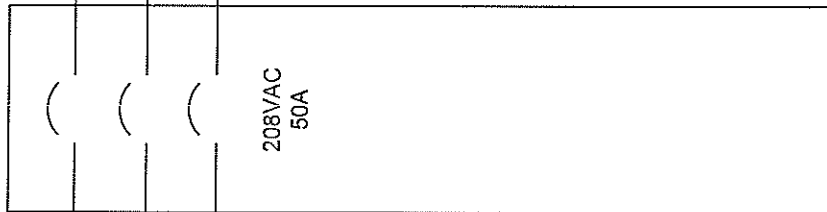
Project:

SYNOPSIS:

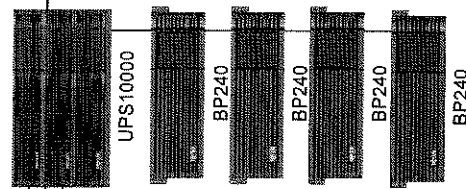
City of Culver City RFP-1410
Voice over Internet Protocol
Phone System

Project: SYNOPSIS: City of Culver City RFP-1410 Voice over Internet Protocol Phone System

PWR PANEL



ELECTRICAL
UPS 10000

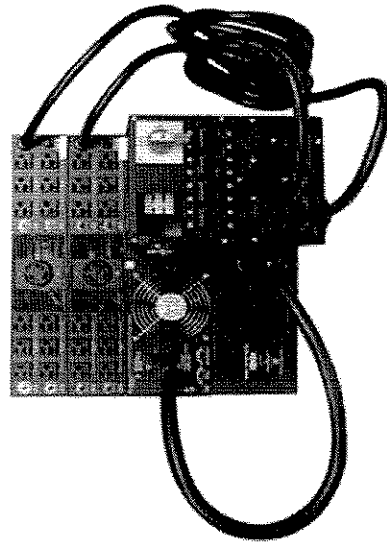
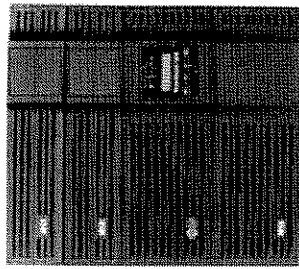


UPS = 10Ux1
BP240 = 3Ux4
Total = 22RU

NETWORK
EQUIPMENT

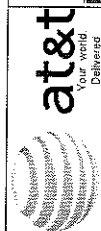


ITEM IMAGES



SU10000RT3U2TF
3U power module with detachable hot-swap PDU input/output panel and manual bypass switch
3U external battery pack
2 x 2U step-down transformers
Two sets of 4-post rackmount rails (one for each 3U component); one set of tower stands for upright tower installation
PowerAlert Software, complete data cabling, user manual with warranty information
Output: 2 NEMA L6-30R, 4 L6-20R and 24 5-15/20R output receptacles
Input: Hardwired; 3 wire single phase input, 208VAC, CKT Breaker 50A

Customer:



City of Culver City

City Of Culver City RFP-1410

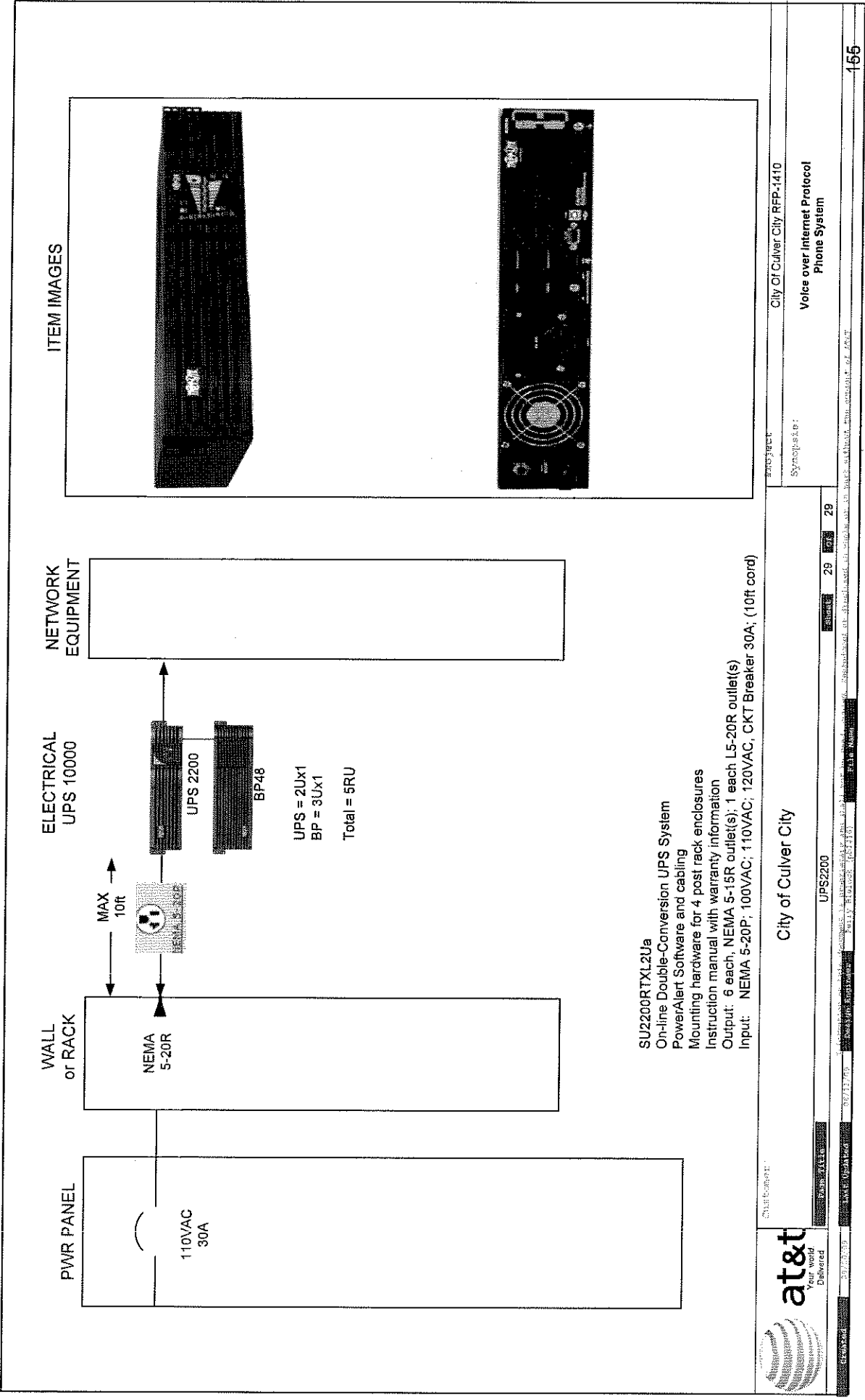
Subject:

Voice over Internet Protocol
Phone System

UPS10000

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City of Culver City RFP-1410



ITEM IMAGES

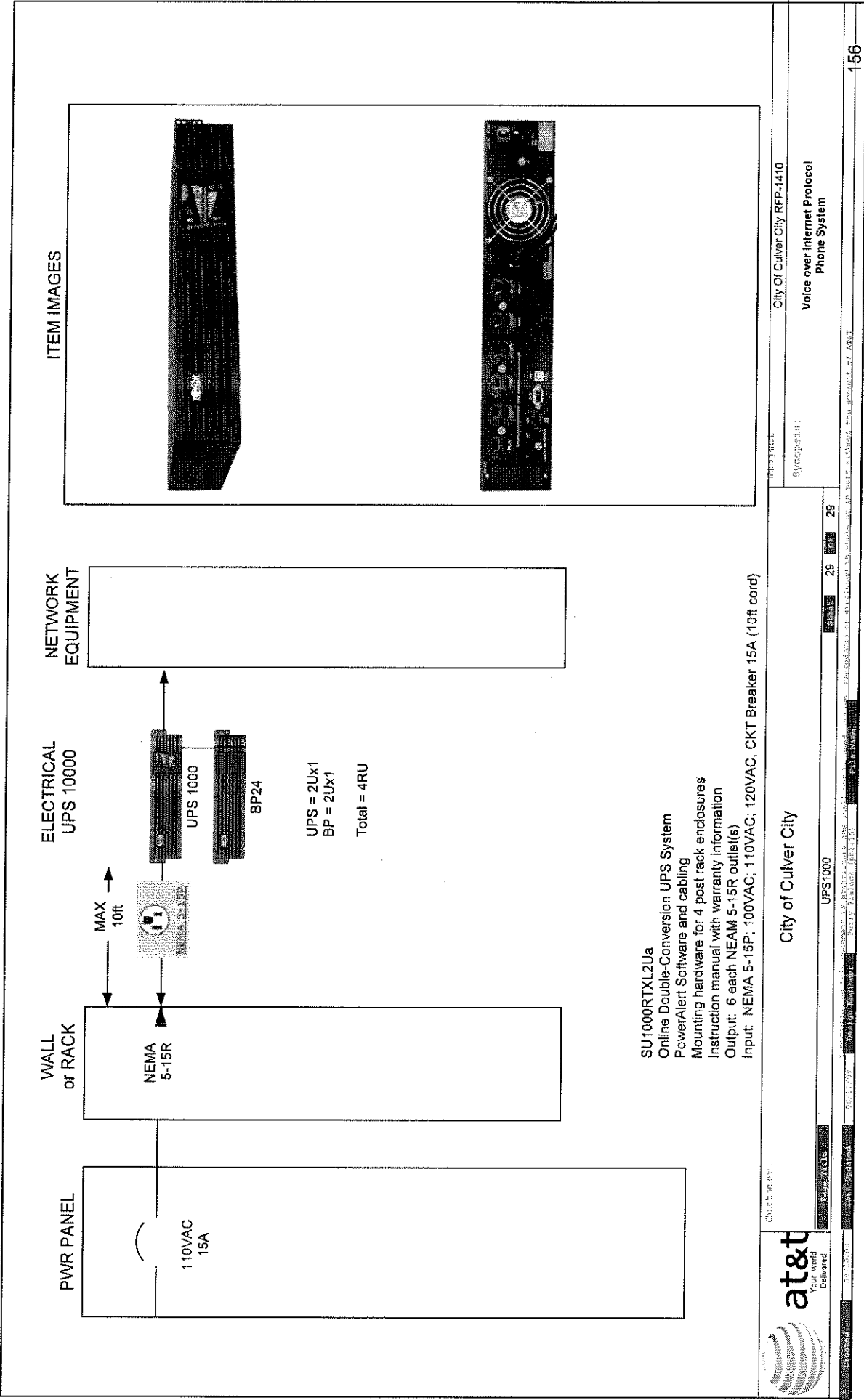
NETWORK EQUIPMENT

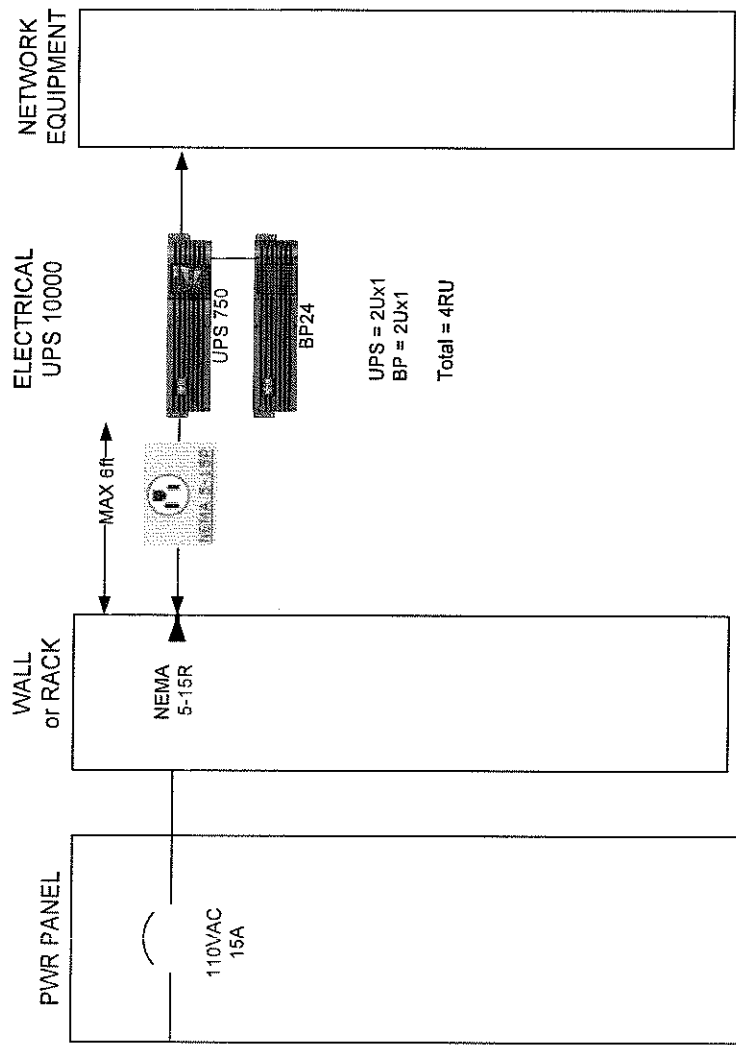
ELECTRICAL UPS 10000

WALL or RACK

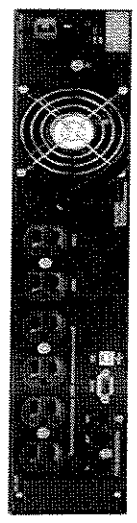
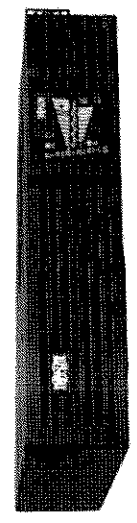
PWR PANEL

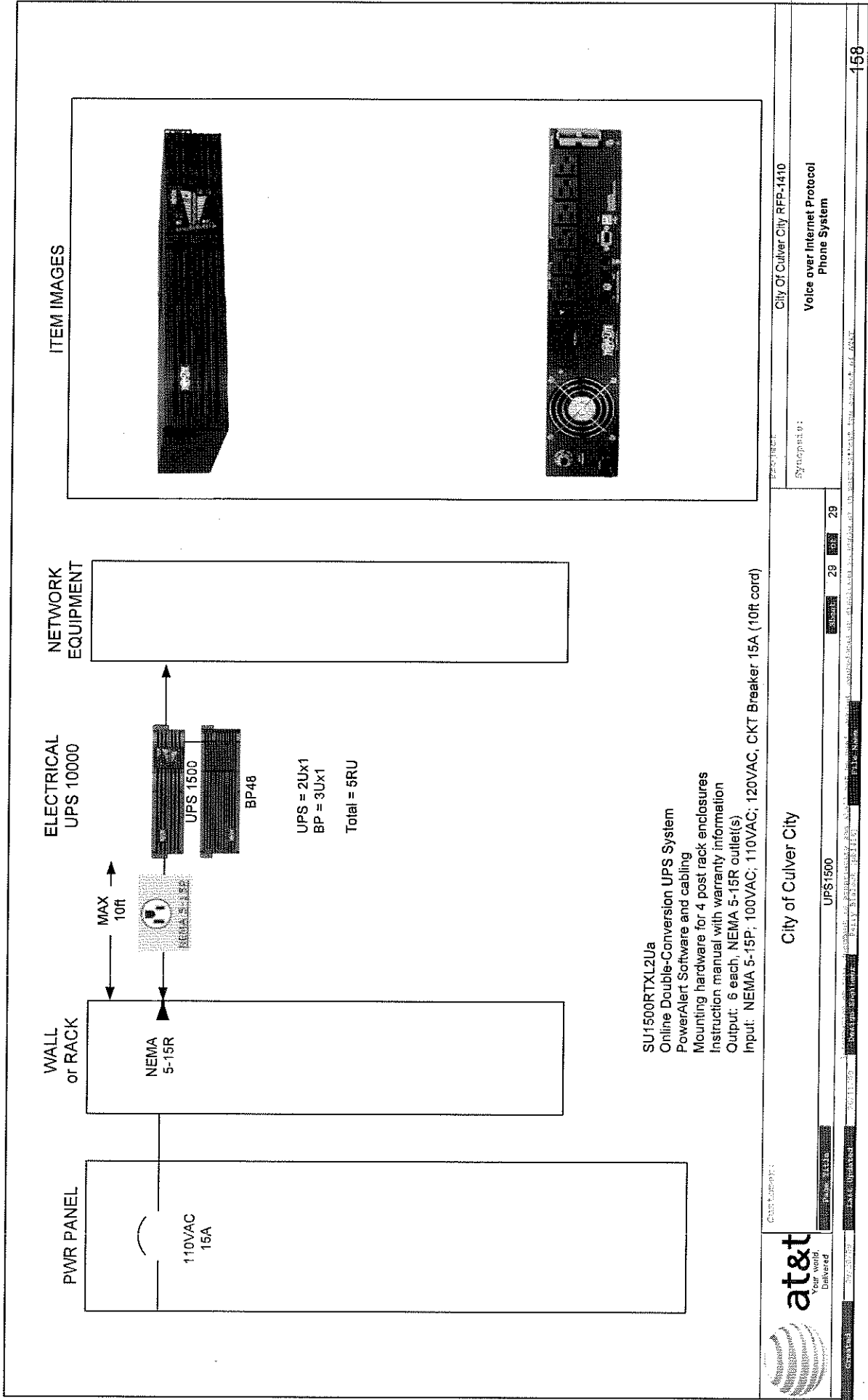
SU2200RTXL2Ua
On-line Double-Conversion UPS System
PowerAlert Software and cabling
Mounting hardware for 4 post rack enclosures
Instruction manual with warranty information
Output: 6 each, NEMA 5-15R outlet(s); 1 each L5-20R outlet(s)
Input: NEMA 5-20P; 100VAC; 120VAC, 110VAC, 120VAC, 30A; (10ft cord)





SU750RTLX2U
Online Double-Conversion UPS System
PowerAlert Software and cabling
Mounting hardware for 4-post rack enclosures
Instruction manual with warranty information
Output: 6 each, NEMA 5-15R outlet(s)
Input: NEMA 5-15P, 100VAC; 110VAC; 120VAC





Contract #071

City of Culver City

UPS1500

28 29

Project:

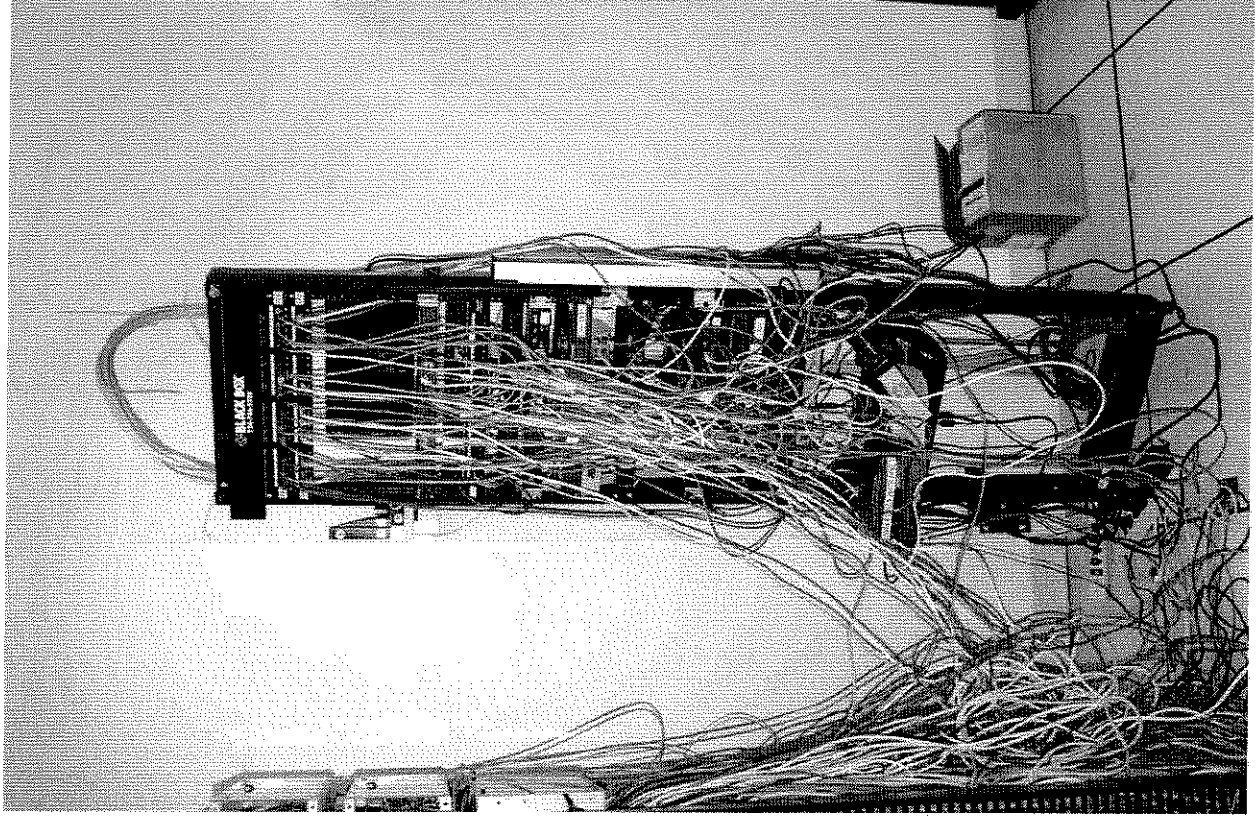
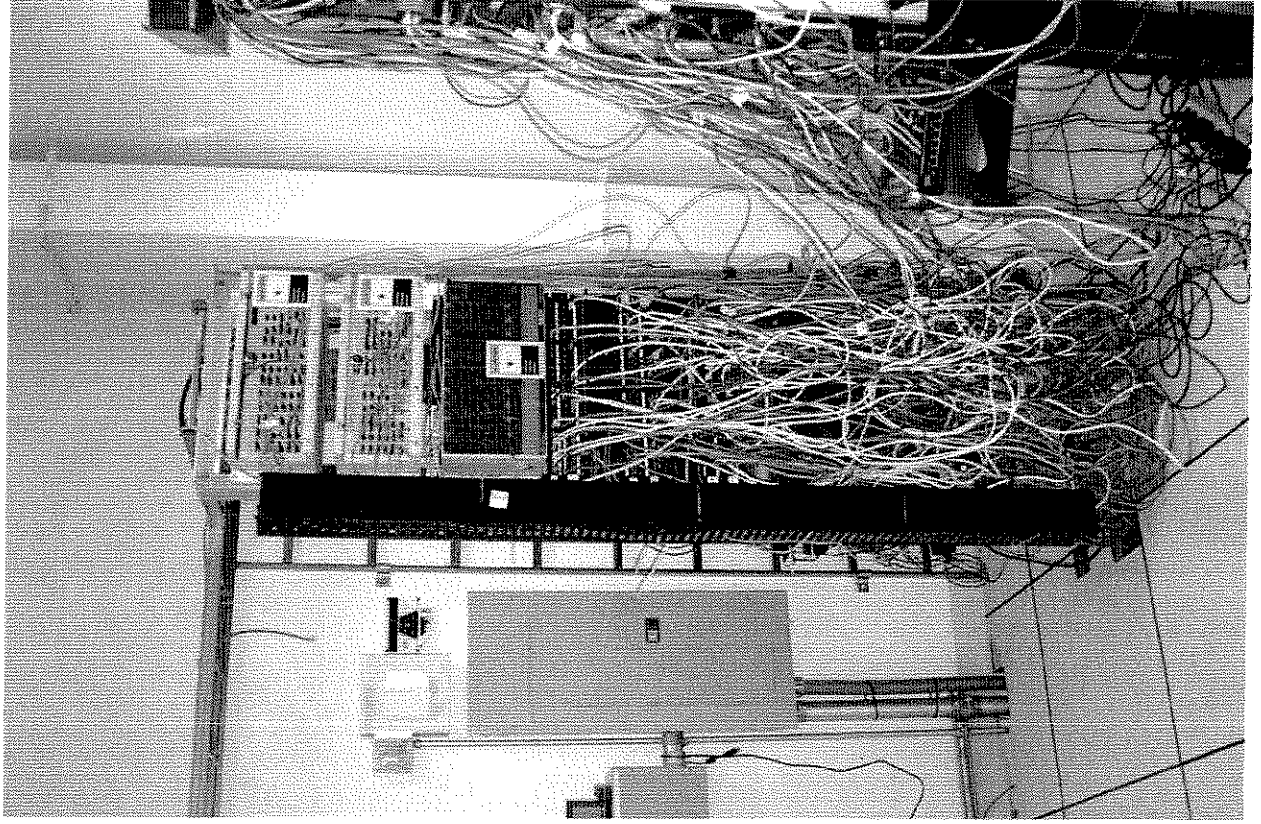
Synopsis:

City Of Culver City RFP-1410

Voice over Internet Protocol
Phone System

City of Culver City RFP-1410

Data Center





2011 Palomar Airport Road, Suite 200
 Carlsbad, CA 92011
 Tel: (800) 543.5598
 Fax: (760) 603-8577

(FORMERLY ADVANCED CABLE SYSTEMS, INC.)

REVISED MAY 26, 2009

**CITY OF CULVER CITY
 SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
 (BIDS A031809.3, A032509.2 & A031909.3)
 REQUEST FOR PRICE**

NOTE

This revised bid consolidates the following three (3) bids, previously submitted, into a single bid:

- | | |
|--|-----------------|
| 1. culver city single mode fiber placement-2b rev 03.25.09 | (BID A031809.3) |
| 2. culver city data center-2c rev 03.31.09 | (BID A032509.2) |
| 3. culver city data center additional rack-1a rev 03.31.09 | (BID A031909.3) |

NARRATIVE – SINGLE MODE FIBER PLACEMENT PROJECT

It is the intent of this bid to serve as pricing of single-mode fiber optic cable to support the City's migration from Legacy (analog) telephones to VoIP. Because of the distances from the Main Computer Room in City Hall out to Public Services and Transportation on W. Jefferson Blvd. and Veterans Park and the Senior Center on Overland Ave, it will be necessary to supplement the city's existing 62.5/125 multi-mode fiber optic network with new 8.3 single-mode fiber to accommodate the distances. Based upon a site survey conducted with Ruben Arellano on Thursday, March 12, 2009, the following design criteria will be followed:

- (1) 48-strand 8.3/125 loose tube, indoor / outdoor, single-mode fiber optic cable to be run from the Computer Room at City Hall (9770 Culver Boulevard, Culver City, CA 90232) to the existing pull box located at the NE corner of Jefferson Boulevard & Duquesne Avenue (Jefferson & Duquesne Consolidation Point), to be distributed as follows:
 - 24-strands to Public Services (9505 W. Jefferson Blvd, Culver City, CA 90232)
 - 24-strands to Transportation (9815 W. Jefferson Blvd, Culver City, CA 90232)
- (1) 48-strand 8.3/125 loose tube, indoor / outdoor, single-mode fiber optic cable to be run from the Computer Room at City Hall (9770 Culver Boulevard, Culver City, CA 90232) to the existing pull box located at the on the South side of Culver Boulevard, W of Overland Avenue (Culver & Overland Consolidation Point), outside of the Veterans Memorial Park Auditorium, to be distributed as follows:
 - 24-strands to Veterans Memorial Park (4117 Overland Ave, Culver City, CA 90232)
 - 12-strands to Senior Center (4095 Overland Ave, Culver City, CA 90232)
 - 12-strand to remain "dark" in the splice enclosure

**CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 2**

NARRATIVE – SINGLE MODE FIBER PLACEMENT PROJECT (CONTINUED)

Eliminate 12-strand fiber to the Fire Drill Yard, disconnect the existing 12-fiber multi-mode cable running to the Fire Drill Yard at the Jefferson & Duquesne pull box and reroute it into Public Services. Replace the 1-U fiber patch panel in Public Services with a 2-U patch panel and add (1) 12-port “ST” multi-mode coupler panel to allow reuse of customers existing fiber cable.

Conduit space from City Hall to the first pull box on Duquesne seems sufficient to support both 48-strand fibers. From there, there appears to be sufficient conduit space from City Hall to the pull box serving Veterans Memorial Park and the Senior Center to support the new services. Additionally, the conduits running South on Duquesne to the Jefferson & Duquesne pull box seem adequate to support the new services. From the Jefferson & Duquesne pull box, the route to

NARRATIVE – CITY HALL DATA CENTER PROJECT

The intent of this document is to offer a solution for the City of Culver City in cleaning up the existing 1st floor, City Hall, Computer Room / Data Center.

This bid will address adding (1) new 7’ rack (#2 on the attached drawing) in proximity to the existing 7’ rack (#1 on the attached drawing), migrating all equipment from the existing 7’ “swing-gate” rack (#4 on the attached drawing) and removing the “swing-gate” rack. For purposes of this proposal, the following abbreviations for the racks will be utilized:

- Existing 7’ Fiber & Equipment Rack (#1 on the attached drawing) **FR (Fiber Rack)**
- New 7’ rack closest to FR to accommodate patch panels and devices (#2 on the attached drawing) **RR (Relay Rack)**
- New 7’ rack adjacent to RR (#3 on the attached drawing) **DR (Device Rack) (Deleted at customer’s request)**

Racks will be equipped with new Panduit 7’ (H) x 6” (W) x 12” (D) vertical Front / Back Vertical wire managers with hinged doors, as identified on the attached drawing. Each Vertical wire manager is approximately 6” wide x 12” deep with 6” to the front for patch cords and 4” to the back for cables. Additionally, (2) CPI 12853-702 15 amp, 38” Single-Input Vertical Power Strips will be installed on FR and RR to accommodate customer appliances. Each 38” strip is equipped with a NEMA 5-15P plug for connection to conventional power and (10) NEMA 5-15R receptacles for connection of customer devices. All racks will be secured and grounded in compliance with all applicable codes.

The current tie-cables running between the existing FR and the existing “swing-gate” rack and its associated 24-port patch panel will be relocated to the new RR. In addition, a new 48-port patch panel will be added to both FR and RR bringing the total available ports between FR and RR to 72-ports. This is intended to support all current and future requirements and leave adequate room for growth for the City. **In addition, customer’s existing 12-port patch panel in the “swing-gate-rack will be spliced in accordance with standards and extended to the RR rack.**

After the new rack 2 (RR) has been installed and prior to any other work being performed, a thorough inventory of all connections currently running between FR and the “swing-gate” rack will be performed, as well as identifying any other cables coming into the “swing-gate” rack that will need to be relocated to the new RR.

**CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 3**

NARRATIVE – CITY HALL DATA CENTER PROJECT (CONTINUED)

At the request of the customer, Red and Blue patch cords, in the quantities shown in the Scope Of Work, have been included.

This bid does not include the addition of any new cabling out to the customer's existing Data cabinets within the Data Center.

Bid revised to replace Chatsworth Vertical wire managers with Panduit and to replace Panduit horizontal managers with Chatsworth at the request of the customer.

**CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 4**

I-A. SCOPE OF WORK – SINGLE MODE FIBER PLACEMENT PROJECT

- Task 01: Furnish and install (2) Corning FREEDM® Gel-Free, 48-strand, loose tube 8.3 / 125 single-mode fiber optic cables from City Hall, through existing conduit, to each of (2) locations to be utilized as Fiber Splice Consolidation Points as follows:
- Jefferson & Duquesne Consolidation Splice (approximately 3360')
 - Culver & Overland Consolidation Splice (approximately 4620')
- Task 02: Furnish and install (1) Corning FREEDM® LST™ Gel-Free, 24 strand, loose tube 8.3 / 125 single-mode fiber optic cable from the Jefferson & Duquesne Consolidation Splice to the Public Services Com Room (9505 W. Jefferson Blvd, Culver City, CA 90232), through existing conduit (approximately 525' from Jefferson & Duquesne pull box);
- Task 03: Furnish labor and miscellaneous material only to disconnect the existing 12-strand, loose tube, 62.5 / 125 multi-mode fiber optic cable currently running to the Fire Drill Yard Com Room (9275 W. Jefferson Blvd, Culver City, CA 90232), at the splice at the Jefferson & Duquesne pull box and reroute to the Public Services Com Room;
- Task 04: Furnish and install (1) Corning FREEDM® LST™ Gel-Free, 24 strand, loose tube 8.3 / 125 single-mode fiber optic cable from the Jefferson & Duquesne Consolidation Splice to the Transportation Com Room (9815 W. Jefferson Blvd, Culver City, CA 90232), through existing conduit (approximately 683' from Jefferson & Duquesne pull box);
- Task 05: Furnish and install (1) Corning FREEDM® LST™ Gel-Free, 24 strand, loose tube 8.3 / 125 single-mode fiber optic cable from the Culver & Overland Consolidation Splice to the Veterans Memorial Park Com Room (4117 Overland Avenue, Culver City, CA 90232), through existing conduit (approximately 420' from Culver & Overland pull box);
- Task 06: Furnish and install (1) Corning FREEDM® LST™ Gel-Free, 12 strand, loose tube 8.3 / 125 single-mode fiber optic cable from the Culver & Overland Consolidation Splice to the Senior Center Com Room (4095 Overland Avenue, Culver City, CA 90232), through existing conduit (approximately 578' from Culver & Overland pull box);
- Task 07: Furnish and install (2) Corning SCF-4C18-01 4 x 18 fiber splice enclosures (accommodates up to (6) 0.2" trays / (72) single splices) (1) in the Jefferson & Duquesne pull box and (1) in the Culver & Overland pull box, equipped as follows:
- Jefferson & Duquesne 48-fibers in / 2 x 24 fibers out
 - Culver & Overland 48-fibers in / 1 x 12 and 1 x 24 fibers out, 12 fibers spare
- Task 08: Furnish and install (48) fusion splices in the Jefferson & Duquesne pull box;
- Task 09: Furnish and install (36) fusion splices in the Culver & Overland pull box;
- Task 10: Furnish and install (180) Corning UNICAM® "LC" fiber optic connectors to terminate all strands on the cables installed in Tasks 01 through 06;
- Task 10a: Furnish and install (12) Corning UNICAM® multi-mode "ST" fiber optic connectors to terminate all strands on the cables rerouted in Task 03;
- Task 11: Furnish and install (1) rack mount Corning CCH-04U, 12 panel fiber optic patch panel loaded with 96 "LC" single-mode ports to accommodate the cables installed in Task 01 in the City Hall Computer Room. Panel will mount into customer's existing Data racks. Panel has been sized to accommodate additional fiber cables added in the future;
- Task 12: Furnish and install (1) rack mount Corning CCH-01U, 2 panel fiber optic patch panels, each loaded with 12 "LC" single-mode ports to accommodate the cables installed in Task 06 in the Senior Center Com Room;

**CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 5**

**I-A. SCOPE OF WORK – SINGLE MODE FIBER PLACEMENT PROJECT
(CONTINUED)**

- Task 13: Furnish and install (2) rack mount Corning CCH-01U, 2 panel fiber optic patch panel, loaded with 24 "LC" single-mode ports to accommodate the cable installed in Tasks 04 and 05, (1) in the Veterans Memorial Park Com Room and (1) in the Transportation Com Room;
- Task 13a: Furnish and install (1) rack mount Corning CCH-02U, 4 panel fiber optic patch panel, loaded with 24 "LC" single-mode ports and 12 "ST" multi-mode ports to accommodate the cable installed in Task 06 and the multi-mode cable pulled back and rerouted in Task 02 in the Public Services Com Room;
- Task 14: Furnish and install (1) wall mount Corning WCH-02P, 2 panel fiber optic patch panel, loaded with 12 "LC" single-mode ports to accommodate the cable installed in Task 03 in the Fire Drill Yard Com Room;
- Task 15: Furnish and install miscellaneous fiber materials and perishables to facilitate the installation of the items identified in Tasks 01 through 15;
- Task 16: Furnish bi-directional O.T.D.R. testing of all fibers at 1310/1550 nm. Provide test results in disk format;
- Task 17: Label all fibers and components in accordance with TIA / EIA 606 industry standards and customer requirements.

I-B. SCOPE OF WORK – CITY HALL DATA CENTER PROJECT

- Task 01: Furnish and install (1) 7' x 19" CPI Black Data rack (RR) to accommodate equipment currently installed in the existing "swing-gate" rack and other new and existing equipment within the customer's existing Data Center;
- Task 02: Furnish and install Panduit front / back vertical wire management units with hinged covers on both sides of FR and on both sides of RR;
- Task 03: Furnish and install (4) CPI 125 Volt, 15 Amp 38" (H) Power Strips, each equipped with (10) NEMA 5-15R power outlets, (2) to be mounted on Rack FR and (2) to be mounted on Rack RR;
- Task 04: Furnish and install (2) Panduit 48 port Category 5e 110 patch panels, (1) in FR and (1) in RR to support to support customer requirements;
- Task 05: Furnish and install (8) 25 pair / 24 ga. Category 5e non plenum cables from RR to FR to provide connect the patch panels installed in Task 04;
- Task 05a: Furnish labor and miscellaneous material required to relocate customer's existing 12-port patch panel from the existing "swing-gate" rack to the new RR, including splicing of cable in accordance with all ANSI/TIA/EIA standards;**
- Task 06: Furnish and install (4) CPI 2U front / back horizontal wire management units, 1 above and 1 below each patch panel identified in Task 04 to support cabling and patching;
- Task 07: Furnish and install miscellaneous Clear ladder rack, as required, to provide seismic / structural support and to dress in the cables installed to the racks installed in Task 01;
- Task 08: Provide Category 5e and / or Category 6 certification in hard copy or disk format for all cables installed or re-terminated in Task 05 and 05a;

**CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 6**

I-B. SCOPE OF WORK – CITY HALL DATA CENTER PROJECT (CONTINUED)

Task 09: Furnish the following (190) Blue and (151) Red patch cords, for installation by City personnel, as follows:

- (30) 3' Category 5e Blue patch cord (Internal)
- (60) 5' Category 5e Blue patch cord (Internal)
- (100) 7' Category 5e Blue patch cord (Internal)
- (5) 25' Category 5e Blue patch cord (Internal)
- (25) 3' Category 5e Red patch cord (External)
- (45) 5' Category 5e Red patch cord (External)
- (80) 7' Category 5e Red patch cord (External)
- (5) 25' Category 5e Red patch cord (External)

Task 10: Furnish and install (2) CPI 19" (W) x 16" (D) "low profile" Clear cantilevered shelves (40# maximum). Mounting location to be identified by the customer prior to installation;

Task 11: Furnish labor and material to ground Data racks installed in Task 01 to an acceptable building ground, to be furnished by others;

Task 12: Furnish labor only to identify and migrate all existing cables and equipment from the existing "swing-gate" rack to the new RR and / or DR racks, under direction from City IT personnel;

Task 13: Furnish labor and miscellaneous material to identify and label all new and existing cable and equipment, in compliance with industry standards and customer requirements.

I-C. SCOPE OF WORK – CITY HALL DATA CENTER PROJECT ADDITIONAL DATA RACK

Task 01: Furnish and install (1) 7' x 19" CPI Black Data rack to accommodate new single-mode fiber equipment, rack to be installed in proximity to customer old existing "swing-gate" rack within the customer's existing Data Center;

Task 02: Furnish and install Panduit front / back vertical wire management units with hinged covers on both sides of the rack installed in Task 01;

Task 03: Furnish labor and material to ground Data racks installed in Task 01 to an acceptable building ground, to be furnished by others;

Task 04: Furnish and install miscellaneous ladder rack, as required, to provide seismic / structural support and to dress in new fiber cables.

II-A. NOTES, COMMENTS AND CAVEATS – GENERAL & SINGLE MODE FIBER PLACEMENT PROJECT (PROJECT SPECIFIC NOTES)

- Information for this quote was obtained from information provided by David Leuck and Ruben Arellano, City of Culver City, Information Technologies, in a meeting held Wednesday, February 25, 2009, at City Hall and a site survey conducted on March 12, 2009. Revised March 18, 2009, based on revisions requested by David Leuck, and to add the rerouting of the Fire Drill Yard multi-mode fiber cable to Public Services. Revised March 25, 2009, to correct miscellaneous minor items at the request of Ruben Arellano.
- This bid, at the request of the City, is predicated on running (2) 48-strand single-mode fiber to consolidation pull boxes, (1) at Jefferson and Duquesne and (1) at Culver & Overland and then branching out from those points.

CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 7

II-A. NOTES, COMMENTS AND CAVEATS – GENERAL & SINGLE MODE FIBER PLACEMENT PROJECT (PROJECT SPECIFIC NOTES) (CONTINUED)

- For the purpose of this bid, the following cable run lengths have been utilized:

• City Hall Com Room – Pull Box outside PD	525'	(500')
• PD Pull Box to Jefferson & Duquesne Pull Box	2835'	(2700')
• Jefferson & Duquesne Pull Box – Public Services	525'	(500')
• Jefferson & Duquesne Pull Box – Fire Drill Yard	945'	(900')
• Jefferson & Duquesne Pull Box – Transportation	683'	(650')
• PD Pull Box to Culver & Overland Pull Box	4095'	(3900')
• Culver & Overland Pull Box – Veterans Memorial Park	420'	(400')
• Culver & Overland Pull Box – Senior Center	578'	(550')

All footages shown include an additional 5% for route derivations. Actual measured distances are shown in bold Blue type in parenthesis next to the estimate.

- For purpose of this bid, it is presumed that all locations, City Hall and the (5) remote sites will require new fiber optic patch panels placed to accommodate the new single-mode fiber. It is further presumed that sufficient rack space is available to support the new panels, 4-Rack Units at City Hall and 1-Rack Unit at each of the remote destinations except the Fire Drill Yard which will be a wall mounted fiber optic patch panel.
- All "hand-holes," "pull-boxes" and / or "manholes" along the entire routes to be identified by the customer prior to commencement of the installation.
- All pricing is based on having "free & clear" access in the City's existing underground conduit / duct system, to support the cables being installed and that either a pull string or abandoned cable exists in all conduit / ducts to allow for pulling in the new cables. Should any "fish taping" or "duct ridding" be required to provide a pathway, it is anticipated that this will be identified upon the survey and separate pricing will be provided.
- The one area of major concern is the 1 ½" conduit running to the Fire Drill Yard, beyond Public Services. All cables in this conduit seemed virtually "locked" in place at the time the survey was conducted. If this conduit is not accessible, alternative options may need to be considered including taking the Drill Yard out of service, pulling the existing multi-mode fiber cable back to the pull box outside of Public services and then pulling both the multi-mode fiber back in at the same time the single-mode fiber is pulled in.
- All "hand-holes," "pull-boxes" and / or "manholes" along the routes are presumed to be clean, dry and free of debris. Should pumping or waste removal be required, additional charges will apply.
- Should any additional conduit or sleeves be required for compliance with local fire or electrical codes, Celergy Networks will furnish and install, upon approval from the customer, and bill upon project completion.
- All fiber specified is Corning, 12-strand, 24-strand or 48-strand, FREEDM® or FREEDM® LST™ Gel-Free, loose tube fiber optic cable. The LST™ Gel-Free is an Indoor / Outdoor, riser rated cable, suitable for installation in aerial, conduit, duct and riser applications. Because the cable is riser rated, there is no need for a transition splice when entering the buildings. Because the existing ducts have minimal available space all cable will be run WITHOUT innerduct.

**CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 8**

II-A. NOTES, COMMENTS AND CAVEATS – GENERAL & SINGLE MODE FIBER PLACEMENT PROJECT (PROJECT SPECIFIC NOTES) (CONTINUED)

- All work will be completed in a professional and timely manner adhering to all local, city, county and state NEC, NFPA, OSHA, UL, ANSI, IEEE 802.3, BICSI, Bulletins TSB-36, TSB-40, TSB-67, TSB-95, EIA/TIA 568A, 569, 606 and 607 rules, regulations and standards set forth by these organizations.
- All cables and components will be labeled using machine generated labels in accordance with industry standards, TIA/EIA 606 labeling standards and customer requirements.
- All fiber strands will be O.T.D.R tested, bi-directionally, at 1310/1550 nm and the results provided in disk format.
- Because requirements are unknown at this time, no fiber patch cords are included in this bid.
- This bid is based on the above listed Tasks only. Any additional Task requests will be considered above and beyond the set Scope of work

II-B. NOTES, COMMENTS AND CAVEATS – CITY HALL DATA CENTER PROJECT (PROJECT SPECIFIC NOTES)

- Requirements for this quote were obtained from information furnished by David Mikhail, City of Culver City, in meetings, telephone calls and site surveys conducted at the City's City Hall Data Center. Bid has been revised from its original form based on additional information furnished by David Mikhail in a meeting held Thursday, March 12, 2009. Revised March 23, 2009, based on changes requested by David Mikhail. Revised March 31, 2009, to change vertical and horizontal wire management at the request of the customer.
- Based on information provided by the customer, and in compliance with City standards, plenum cable has been specified for any cable that will not be running "rack-to-rack."
- New patch panel cables will be terminated on patch panel ports in compliance with 568B wiring standards
- All cables will be tested for continuity, polarity and conformance to standard, and certified to ANSI/EIA/TIA 568B wiring specifications.
- *Although a significant portion of the work can and will be done prior to the actual cutover, for the purpose of this bid, it is presumed that the actual "cutover" will commence after close of business on a Thursday and then take place on customer's "Flex" Friday, Saturday and Sunday as required. City IT personnel to be available during the course of the installation.*
- Quote to remain valid through May 31, 2009.

II-C. NOTES, COMMENTS AND CAVEATS – CITY HALL DATA CENTER PROJECT ADDITIONAL DATA RACK (PROJECT SPECIFIC NOTES)

- Requirements for this quote were obtained from information furnished by David Mikhail, City of Culver City. Revised to change vertical wire management from Chatsworth (CPI) to Panduit, at the request of the customer, March 31, 2009.
- Quote to remain valid through May 31, 2009.

CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 9

III-A. BILL OF MATERIALS – SINGLE MODE FIBER PLACEMENT PROJECT

QUANTITY	PART NO.	DESCRIPTION
600'	012ESF-T41-01D20	Corning FREEDM® LST™ Gel-Free, 12 strand, loose tube 8.3 / 125 single-mode fiber optic cable (2573')
1700'	024ESF-T41-01D20	Corning FREEDM® LST™ Gel-Free, 24 strand, loose tube 8.3 / 125 single-mode fiber optic cable (578')
8000'	048EWF-T41-01D20	Corning FREEDM® Gel-Free, 48 strand, loose tube 8.3 / 125 single-mode fiber optic cable (7980')
180	95-200-99	Corning UNICAM® "LC" connector with boot
12	95-000-50	Corning UNICAM® "ST" (mm) connector with boot
2	SCF-4C18-01	Corning 4" x 18" Advanced Splice Closure with slack basket and room for (6) 0.2" trays
8	SCF-ST-099	Corning Metal, single-Mode, 12 heat shrink splice tray for SCF-4C18-01 splice enclosure (change corrects typographical error only)
3	SCF-KT-4CBL	Corning Add-a-Cable Kit (for (1) drop cable in 4" end cap
1	2806031-1	Corning heat shrinks (package of 50)
1	CCH-04U	Corning 4-U Rack mount closet connector housing for City Hall (accommodates 12 fiber adapter panels)
3	CCH-01U	Corning 1-U Rack mount closet connector housing, (1) each for Public Services, Transportation, Veterans Park and Senior Center (accommodates 2 fiber adapter panels)
1	CCH-02U	Corning 2-U Rack mount closet connector housing for Public Services (accommodates 4 fiber adapter panels)
15	CCH-CP12-A9	Corning 12 fiber adapter (6 duplex "LC" single-mode connectors)
1	CCH-CP12-25T	Corning 12 fiber adapter (12 "ST" multi-mode connectors)
50		Fiber caution labels
15	BT25-12	12-fiber, 25" fanout kit
lot		Fiber optic perishables kit
lot		Miscellaneous installation materials

III-B. BILL OF MATERIALS – CITY HALL DATA CENTER PROJECT

QUANTITY	PART NO.	DESCRIPTION
250'		25 pair / 24 ga. Category 5e non plenum cable
50'	THW GREEN	#6 AWG stranded Green ground wire
1	55053-503	CPI 7' x 19" Clear Data rack
4	WMPV45W	Panduit 7' (H) x 6" (W) x 12" (D) vertical wire manager with hinged doors
0	12836-702	CPI package of 7 "wide" rings for vertical managers
4	12853-703	CPI 38" rack mount 15 amp power strip with (10) NEMA 5-15R, with surge suppressor

CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 10

III-B. BILL OF MATERIALS – CITY HALL DATA CENTER PROJECT (CONTINUED)

<u>QUANTITY</u>	<u>PART NO.</u>	<u>DESCRIPTION</u>
2	11293-519	19" (W) x 16" (D) Clear, low profile, cantilevered, 40# rack mount shelf
2	DP485E88TGY	Panduit 48 port Category 5e patch panel
4	30530-719	CPI 2U front / back horizontal wire manager
1	13622-012	CPI (multi ground) buss bar
1	10610-019	CPI (multi ground) buss bar for 19" rack
1	P110KB1005	Panduit 110 100 pair block kit with legs (splice block)
30	UTCPH3YBU	Panduit 3' Category 5e Blue patch cord
60	UTCPH5YBU	Panduit 5' Category 5e Blue patch cord
100	UTCPH7YBU	Panduit 7' Category 5e Blue patch cord
5	UTCPH25YBU	Panduit 25' Category 5e Blue patch cord
25	UTCPH3YRD	Panduit 3' Category 5e Red patch cord
45	UTCPH5YRD	Panduit 5' Category 5e Red patch cord
80	UTCPH7YRD	Panduit 7' Category 5e Red patch cord
5	UTCPH25YRD	Panduit 25' Category 5e Red patch cord
2	10250-712	CPI 10" x 12" Black Universal Cable Runway
1	11312-712	CPI 12" Black Triangular Support Bracket
2	10595-712	3" Rack to Runway Mounting Plate
1	11301-001	Gold Butt splice kit
2	11302-001	Gold Junction splice kit
lot		Miscellaneous installation material

III-C. BILL OF MATERIALS – CITY HALL DATA CENTER PROJECT ADDITIONAL DATA RACK

<u>QUANTITY</u>	<u>PART NO.</u>	<u>DESCRIPTION</u>
20'	THW GREEN	#6 AWG stranded Green ground wire
1	55053-503	CPI 7' x 19" Clear Data rack
2	WMPV45E	Panduit 7' (H) x 6" (W) x 13 1/2" (D) vertical wire manager with hinged doors
2	12836-702	CPI package of 7 "wide" rings for vertical managers
1	10610-019	CPI (multi ground) buss bar for 19" rack
lot		Miscellaneous ladder rack
lot		Miscellaneous installation material

IV-A. PRICING – SINGLE MODE FIBER PLACEMENT PROJECT

MATERIAL	\$22890.00
LABOR	\$17935.00
MISCELLANEOUS (OTDR / FUSION RENTAL)	\$2000.00
TOTAL	\$42825.00 + TAX

IV-B. PRICING – CITY HALL DATA CENTER PROJECT

MATERIAL	\$7425.00
LABOR	\$7060.00
TOTAL	\$14485.00 + TAX

CITY OF CULVER CITY
SINGLE MODE FIBER PLACEMENT & DATA CENTER PROJECTS
(BIDS A031809.3, A032509.2 & A031909.3)
REQUEST FOR PRICE (REVISED 5/26/09)
PAGE 11

IV-C. PRICING – CITY HALL DATA CENTER PROJECT ADDITIONAL DATA RACK

MATERIAL	\$947.00
LABOR	\$640.00
TOTAL	\$1587.00 + TAX

IV-D. PRICING – CONCOLIDATED PROJECT PRICE

MATERIAL	\$31262.00
LABOR	\$25635.00
MISCELLANEOUS (OTDR / FUSION RENTAL)	\$2000.00
TOTAL	\$58897.00 + TAX

V. PAYMENT TERMS

30%	NET 30 DAYS UPON ACCEPTANCE OF ORDER
40%	NET 30 DAYS UPON MATERIAL DELIVERY TO SITE
30% + CHANGES	NET 30 DAYS UPON COMPLETION

VI. WARRANTY

Celergy Networks, Inc. warrants the cable system and all Celergy Networks installed components to be free of defects in the material and workmanship for a period of (60) months from the date of initial cutover. Cutover, for the purpose of the warranty, shall be defined as “when the cable plant and its associated hardware are installed and substantially functioning.” Celergy Networks, at no cost to customer, will repair or replace, at its option, any component that fails as a result of normal operation during the warranty period. Damage to the cable system caused by others shall not be considered as covered under the terms of this agreement.

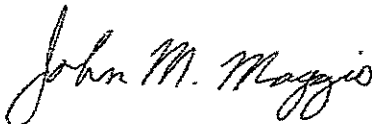
VII. APPROVALS

CELERGY NETWORKS, INC.

CITY OF CULVER CITY

BY: JOHN M. MAGGIO

BY: _____
(NAME)



(SIGNATURE)

VP BUSINESS DEVELOPMENT

(TITLE)

DATE: May 26, 2009

DATE: _____

h:\johnm\word\misc\culver city consolidated VoIP projects rev 05.26.09

bid: 022709-01jm

City of Culver City, Bid No. 1410			
Voice Over Internet Protocol Phone System			
PROPOSED SOLUTION SUMMARY			
CISCO HARDWARE AND SOFTWARE			
City Hall Data Center			\$333,877.99
City Hall, Accounting Department			\$27,818.54
City Hall, Engineering Department			\$35,277.48
City Hall, Housing Department			\$24,870.00
City Hall, Redevelopment Department			\$22,609.35
City Hall, P1-18 Community Room			\$29,903.57
City Hall, Graphics Department			\$21,152.28
City Hall, CMO			\$19,970.74
Police Department, 2nd Floor			\$30,928.49
Police Department, Auxillary			\$5,835.85
Police Department Basement, Server Room			\$4,332.71
Police Department Basement, Community Room			\$76,403.88
Fire Station 1			\$23,642.40
Fire Station 1, Garage			\$10,210.83
Fire Station 2			\$9,675.37
Fire Station 3			\$10,689.85
Veterans Memorial Center, Tower			\$20,569.30
Veterans Memorial Center, Teen Center			\$6,738.43
Veterans Memorial Center, Plunge			\$5,652.51
Public Services			\$28,462.76
Senior Center			\$21,340.47
Senior Center IDF			\$9,240.01
Transportation, 1st Floor			\$29,239.23
Transportation, 2nd Floor			\$9,486.84
Drill Yard			\$5,973.18
Drill Yard, Transfer Station			\$7,091.06
		SUBTOTAL	\$830,993.13
AT&T ADVANCED IMPLEMENTATION SERVICES			
Project Manager			\$35,000.00
IPT Consutant			\$119,000.00
Training Consultant			\$24,000.00
Infrastructure Consultant			\$40,600.00
Security Consultant			\$43,000.00
Rack and Stack			\$54,440.00
		SUBTOTAL	\$316,040.00
MISCELLANEOUS CABLING UPGRADES			
Install 120 Station Drops in Specified Locations			\$27,821.00
Equipment Room Upgrades			\$12,164.00
		SUBTOTAL	\$39,985.00
ONGOING MAINTENANCE			
Cisco SmartNet Maintenace, 1-Year Term			\$51,918.80
		SUBTOTAL	\$51,918.80
	GRAND TOTAL		\$1,238,936.93



PROPOSED SOLUTION

172

Response to Sections 3.6.2 of RFP						
1	ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+TFE, 3DES/AES	\$7,995.00	51.00%	\$3,917.55	\$3,917.55
1	ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	51.00%	\$0.00	\$0.00
1	ASA5520-VPN-PL	ASA 5520 VPN Plus 750 Peer License	\$0.00	51.00%	\$0.00	\$0.00
1	SSM-BLANK	ASA/IPS SSM Slot Cover	\$0.00	51.00%	\$0.00	\$0.00
1	ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	51.00%	\$0.00	\$0.00
1	CAB-AC	Power Cord, 110V	\$0.00	51.00%	\$0.00	\$0.00
1	SF-ASA-80-K9	ASA 5500 Series Software v8.0	\$0.00	51.00%	\$0.00	\$0.00
Network Authentication Appliance						
Response to Section 3.6.3 of RFP						
1	NAC3310-500FB-K9	NAC Appliance 3310 Server Failover Bundle-max 500 users	\$34,980.00	51.00%	\$17,145.10	\$17,145.10
2	NAC-SVR-41-K9	NAC Appliance Server Release 4.1	\$0.00	51.00%	\$0.00	\$0.00
2	NAC3310-SVR	NAC Appliance 3310 Server Hardware	\$0.00	51.00%	\$0.00	\$0.00
2	CAB-AC	Power Cord, 110V	\$0.00	51.00%	\$0.00	\$0.00
Response to Section 3.7.1.9 of RFP						
1	NACMGR-3-K9	NAC Appliance 3310 Manager-max 3 Servers	\$9,980.00	51.00%	\$4,405.10	\$4,405.10
1	NAC-MGR-41-K9	NAC Appliance Manager Release 4.1	\$0.00	51.00%	\$0.00	\$0.00
1	NAC3310	NAC Appliance 3310 Manager Hardware	\$0.00	51.00%	\$0.00	\$0.00
1	CAB-AC	Power Cord, 110V	\$0.00	51.00%	\$0.00	\$0.00
Access Control System						
Response to Section 3.6.2 of RFP						
1	CSACSE-1113-K9	Cisco Secure ACS 4.X Solution Engine 1113 Appliance	\$12,995.00	51.00%	\$6,367.55	\$6,367.55
1	CSACSE-4.2-SW-K9	Config Option: ACS 4.2 software loaded on 1113	\$0.00	51.00%	\$0.00	\$0.00
1	CAB-AC	Power Cord, 110V	\$0.00	51.00%	\$0.00	\$0.00
MARS Appliance						
Response to Section 3.6.3 of RFP						
1	CS-MARS-55-K9	CSMARS 55 1RU Appliance, 1500EPS,500GB, RAID 1,Redundant	27,000.00	51.00%	\$13,230.00	\$13,230.00
1	CS-MARS-55-LIC-K9	CS-MARS 55 Base License	0.00	51.00%	\$0.00	\$0.00
1	SF-CS-MARS-SW-K9	CS-MARS generic software ID	0.00	51.00%	\$0.00	\$0.00
1	CAB-AC	AC Power Cord (North America) C13, NEMA 5-15P, 2.1m	0.00	51.00%	\$0.00	\$0.00
Voice						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
Cisco Unified Workplace Licensing						
1	CUWL-LIC	CUWL Top Level	0.00	51.00%	\$0.00	\$0.00
1	CCX-70-UCM-BUNDLE	CCX 7.0 UCM 5 Seat ENH Bundle - ONLY with NEW UCM	0.00	51.00%	\$0.00	\$0.00
1	CIPC-UWL-RTU	CIPC UWL Right to Use Certificate	0.00	51.00%	\$0.00	\$0.00
564	CIPC-UWL	CIPC UWL Bundle	0.00	51.00%	\$0.00	\$0.00
1	CUCM-UWL-PAK	CUCM Claim Certificate for UWL	0.00	51.00%	\$0.00	\$0.00
6,748	CUCM-UWL	Communications Manager UWL, DLJ Bundle	0.00	51.00%	\$0.00	\$0.00
1	CUP-70-UWL-PAK	Unified Presence 7.0 PAK	0.00	51.00%	\$0.00	\$0.00
455	CUP-70-UWL-USR	Unified Presence 7.0 Users	0.00	51.00%	\$0.00	\$0.00
109	LIC-UWL-ENTRY1	Services Mapping SKU, Under 1k UWL ENTRY users	0.00	51.00%	\$0.00	\$0.00
455	LIC-UWL-STD1	Services Mapping SKU, Under 1k UWL STD users	0.00	51.00%	\$0.00	\$0.00
1	UCM-7825-71-KIT	CUCM 7.1 Media Kit for CUWL Only	0.00	51.00%	\$0.00	\$0.00
1	UCXN-70-UWL-PAK	Unity Connection 7.0 Claim Cert w/ PAK	0.00	51.00%	\$0.00	\$0.00
1	UCXN-70-UWL-A-PAK	Unity Connection 7.0 Add-on Claim Cert w/ PAK	0.00	51.00%	\$0.00	\$0.00
1	UCXN-71-UWL-PAK-D	Unity Connection 7.1 Claim Cert w/ PAK - Domino	0.00	51.00%	\$0.00	\$0.00
455	UCXN-71-UWL-USR-D	Unity Connection 7.1 VM Mailboxes, IMAP and Inbox - Domino	0.00	51.00%	\$0.00	\$0.00
211	ANLG-DEV-UWL	Analogue, non-app device add-on for UWL	50.00	51.00%	\$24.50	\$5,169.50
1	CUP-70-UWL	Cisco Unified Presence 7.0 for CUWL only	0.00	51.00%	\$0.00	\$0.00
564	IPC7-CLIENT-UWL	IP Communicator 7.0 for CUWL only	0.00	51.00%	\$0.00	\$0.00
109	LIC-UWL-ENTRY	Cisco Unified Workplace Licensing, Entry - 1 user	245.00	51.00%	\$120.05	\$13,085.45
455	LIC-UWL-STD	Cisco Unified Workplace Licensing, STD - 1 User	325.00	51.00%	\$159.25	\$72,458.75
68	PUBLIC-IP-DEV-UWL	Public Space non-app phone add-on for UWL	150.00	51.00%	\$73.50	\$4,998.00
1	UCXN-MAXP-71-UWL-D	Unity Connection 7.1 Max Ports for CUWL only - Domino	0.00	51.00%	\$0.00	\$0.00
121	UNITYCN7-USR-ADDON	Additional Unity Connection 7.x Users for CUWL	65.00	51.00%	\$31.85	\$3,853.85
1	UCM-7825-71-UWL	CUCM 7.1 7825 for CUWL only	0.00	51.00%	\$0.00	\$0.00
1	UCSS-ANLG-UWL-PAK	PAK for Analog or Public Space Device UCSS	0.00	51.00%	\$0.00	\$0.00
1	UCSS-MSGUWL-PAK	PAK for Add-on Messaging user UCSS	0.00	51.00%	\$0.00	\$0.00
1	UCSS-UWL-ENTRY-PAK	Cisco Unified Workplace Licensing Entry Edition UCSS PAK	0.00	51.00%	\$0.00	\$0.00
1	UCSS-UWL-STD-PK	3-Yr UWL STD UCSS - PAK	0.00	51.00%	\$0.00	\$0.00
211	UCSS-ANLG-UWL-3-1	UCSS for Analog Phones for CUWL - 3 Years - 1 user	15.00	51.00%	\$7.35	\$1,550.85



Date: 6/30/2009

Customer	City of Culver City
Quote	06257ST-HT872
Contact	David Leuck
Phone	310-253-6000
Address	9770 Culver Blvd.,

CITY HALL, Accounting Dept.
9770 Culver Blvd., Culver City, CA 90232

PROPOSED SOLUTION

Edge Switching						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
3560-Series, 10/100/1000, PoE Switches						
2	WS-C3560G-48PS-S	Catalyst 3560 48 10/100/1000T PoE + 4 SFP + IPB Image	\$9,495.00	51.00%	\$4,652.55	\$9,305.10
2	CAB-16AWG-AC	AC Power cord, 16AWG	\$0.00	51.00%	\$0.00	\$0.00
1	CAB-SFP-50CM=	Catalyst 3560 SFP Interconnect Cable, 50cm	\$250.00	51.00%	\$122.50	\$122.50
1	GLC-SX-MM=	GE SFP, LC connector SX transceiver	\$500.00	51.00%	\$245.00	\$245.00
IP Phones and ATA Gateways						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
Sidecars						
2	CP-7916=	7916 IP Phone Color Expansion Module	\$495.00	51.00%	\$242.55	\$485.10
2	CP-PWR-CORD-NA=	7900 Series Transformer Power Cord, North America	\$10.00	51.00%	\$4.80	\$9.80
2	CP-PWR-CUBE-3=	IP Phone power transformer for the 7900 phone series	\$45.00	51.00%	\$22.05	\$44.10
2	CP-SINGLFOOTSTAND=	Footstand kit for single 7914, 7915, or 7916	\$33.00	51.00%	\$16.17	\$32.34
2-Button IP Phones						
39	CP-7945G=	Cisco IP Phone 7945, Gig Ethernet, Color, spare	\$495.00	51.00%	\$242.55	\$9,459.45
6-Button IP Phones						
11	CP-7965G=	Cisco Unified IP Phone 7965, Gig Ethernet, Color, spare	\$395.00	51.00%	\$291.55	\$3,207.05
5	CP-LCKNGWALLMNT2=	Universal Locking Wallmount Kit for 7900 Series IP Phones	\$31.00	51.00%	\$15.19	\$75.95
Cables						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
Fiber Patch Cables						
1	CEX-LCSTMMMD-3M	SFP<=>ST Multi Mode Fiber Patch Cord - 3-meter	\$21.00	20.00%	\$16.80	\$16.80
UPS						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
1	SU1500RTXL2Ua	1.5KVA/1.2KW True On-Line UPS, plugs into standard 120v outlet	\$699.00	20.00%	\$559.20	\$559.20
1	SNMPWEBCARD	SNMP/network mgmt card for UPS	\$279.00	20.00%	\$223.20	\$223.20

[illegible]



Date: 6/30/2009

Customer	City of Culver City
Quote	06257ST-HT872
Contact	David Leuck
Phone	310-253-6000
Address	9770 Culver Blvd.,

Address	9770 Culver Blvd., Culver City, CA 90232
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CITY HALL, Engineering Dept.
9770 Culver Blvd., Culver City, CA 90232

PROPOSED SOLUTION

Edge Switching						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
3750-Series "Stackable" 10/100/1000, PoE Switches						
2	WS-C3750G-48PS-S	Catalyst 3750 48 10/100/1000T PoE + 4 SFP + IPB image	\$15,495.00	51.00%	\$7,592.55	\$15,185.10
2	CAB-16AWG-AC	AC Power cord, 16AWG	\$0.00	51.00%	\$0.00	\$0.00
1	GLC-SX-MM=	GE SFP, LC connector SX transceiver	\$500.00	51.00%	\$245.00	\$245.00
2	CAB-SFP-50CM=	Catalyst 3560 SFP Interconnect Cable, 50cm	\$250.00	51.00%	\$122.50	\$245.00
IP Phones and ATA Gateways						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
Sidecars						
5	CP-7918=	7916 IP Phone Color Expansion Module	\$495.00	51.00%	\$242.55	\$1,212.75
5	CP-PWR-CORD-NA=	7900 Series Transformer Power Cord, North America	\$10.00	51.00%	\$4.90	\$24.50
5	CP-PWR-CUBE3=	IP Phone power transformer for the 7900 phone series	\$45.00	51.00%	\$22.05	\$110.25
5	CP-SINGLEFOOTSTAND=	Footstand kit for single 7914, 7915, or 7916	\$33.00	51.00%	\$16.17	\$80.85
2-Button IP Phones						
45	CP-7945G=	Cisco IP Phone 7945, Gig Ethernet, Color, spare	\$495.00	51.00%	\$242.55	\$10,914.75
6-Button IP Phones						
6	CP-7965G=	Cisco Unified IP Phone 7965, Gig Ethernet, Color, spare	\$595.00	51.00%	\$291.55	\$1,749.30
1	CP-LCKNGWALLMNT2=	Universal Locking Wallmount Kit for 7900 Series IP Phones	\$31.00	51.00%	\$15.19	\$15.19
Cables						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
Fiber Patch Cables						
1	CEX-LCS1MMD-3M	SFP<->ST Multi Mode Fiber Patch Cord - 3-meter	\$21.00	20.00%	\$16.80	\$16.80
UPS						
Quantity	Part Number	Description	List Price	Discount %	Discounted Price	Extended Price
1	SUI500RTXL2Ua	1.5KVA/1.2KW True On-Line UPS, plugs into standard 120v outlet	\$999.00	20.00%	\$559.20	\$559.20
1	SNMPWEBCARD	SNMP/network mgmt card for UPS	\$279.00	20.00%	\$223.20	\$223.20



PROPOSED SOLUTION

[illegible]