

# CONTRACT FOR E-RATE PRODUCTS AND/OR SERVICES FY2023-24

APPLICANT		PROVIDER	
Organization	Charter School of Morgan Hill	Company Name	IT Management
Contact Name	Paige Cisewski	Contact Name	
Contact Email	pcisewski@csmh.org	Contact Email	SLED@itmgmt.com
Address	9530 Monterey Road	Address	5201 Great America parkway Suite 320
City, ST, Zip	Morgan Hill, CA, 95037	City, ST, Zip	Santa Clara, CA 95054
USAC BEN	16069975	USAC SPIN	143033893
FCC Form 470 #	230018799	Bid #	C2 RFQ CMAS FY2023
E-Rate RFP #	CSMH 2023-C2 CMAS	Bid Amount \$	\$54,250.18
Number of annual renewals allowed for this agreement:		Initial one year with up to two renewals.	

## SERVICES

The Provider agrees to provide to the Applicant the products and/or services as specified in the Provider’s Bid and incorporated with the Applicant’s E-Rate RFP and FCC Form 470 as listed above.

## RECITALS

Pursuant to the Schools and Libraries Universal Services Support Mechanism (E-Rate) contained in the Universal Service Provisions of the Telecommunications Act of 1996 [47 U.S.C. § 254. Telecommunications Act of 1996, Pub. L. No. 104-104, 110 Stat. 56 (1996) (“1996 Act”)], Applicant advertised for certain products and services. Provider submitted a bid to provide same. In accordance with the requirements of the regulations implementing the Act, Applicant considered the bid and determined that it should be accepted. The parties are now ready to enter into a contract for the furnishing of such products and/or services and they set their agreement in writing as follows:

## AGREEMENT

For and in consideration of the payment of the sums of money specified herein, together with other good and valuable consideration, Provider does hereby agree to furnish, and Applicant does hereby agree to accept and pay the discounted price for the products and/or services bid.

The term of this contract shall commence (a) on or after July 1, 2023 and shall terminate on June 30, 2024 for recurring services or (b) on or after April 1, 2023 and shall terminate on September 30, 2024 for non-recurring services. The contract expiration for non-recurring services shall be automatically extended to align with SLD authorized extensions due to late funding and changes in products and/or services approved on or after March 1st. This agreement may be extended annually and voluntarily by mutual written ratification up to the number of renewals listed above. The Applicant must issue a written notice to proceed to the Provider prior to commencement of service, delivery or installation. The Applicant is under no obligation to pay if the Provider commences work without the Applicant’s written notice to proceed.

If the Schools and Libraries Division (“SLD”), Administrator of the Universal Services Support Mechanism, or its successor, should fail to approve all of or any part of the products and services covered by this contract, the Applicant shall have the right, at its option, to cancel this contract, as to that part of the products and services disallowed for discount pricing. If, after approval of discount funding by SLD or its successor, Applicant’s governing board should fail to approve all of or any part of the products and services covered by this contract, the Applicant shall have the right, at its option, to cancel this contract as to that part of the products and services disallowed by the governing board. The total costs of the products and services shall not exceed the Bid Amount. In no circumstances shall Applicant be liable for an amount exceeding the Applicant’s non-discount share unless Applicant’s governing board specifically waives this provision in writing.

### For Applicant:

### For Provider:

Paige Cisewski  
Paige Cisewski (Mar 24, 2023 17:50 PDT)

Peter Geddis  
Peter Geddis (Mar 24, 2023 18:16 PDT)

Applicant Signature \_\_\_\_\_ Date \_\_\_\_\_

Provider Signature \_\_\_\_\_ Date \_\_\_\_\_

Paige Cisewski

Peter Geddis

Printed Name:

Printed Name:

Executive Director

COO

Title:

Title:

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## ATTACHMENT A Pricing Schedule

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Name of Company: IT Management Corporation

Name of Applicant: Charter School of Morgan Hill

Form 470# 230018799

Pricing submitted by: IT Management Corporation

TOTAL AMOUNT PROPOSED \$ 47,844.68 *Equipment and Lic.*

Signature acknowledges review of the e-bidding program for the issuance of any related addenda:

Signature: Maryam Mohammadi *maryamdi*

Title: VP of Project Management and Operations

Date: March 6, 2023

Include this page as the cover sheet for your pricing proposal. Combine this completed cover page with your pricing proposal along with Attachments A, B and C (if required) as one .pdf file, then upload to Bonfire.

Clearly list the cost of products and services to include the following:

1. Description of Services
2. Monthly (recurring) charges
3. One Time (non-recurring) charges
4. % Eligibility. If the product is fully eligible, show 100%. If not eligible, 0% eligible for E-Rate discount. This is NOT the applicant's E-Rate discount %.
5. Quantity
6. Unit of Measure (Each, Feet)
7. Bandwidth level, if applicable
8. Contract Term
9. Make, Model and part number, if applicable
10. Installation and Configuration
11. Shipping and Handling
12. Travel and Per Diem
13. Estimate of Surcharges and Fees
14. 25% Estimated Tariff for Manufacturer's Networking Equipment Manufactured Abroad

**ATTENTION CATEGORY TWO BIDDERS: Pricing details in a spreadsheet format may be required for awarded category two products and services.**



**IT Management Corp.**  
 5201 Great America Parkway  
 Suite 320  
 Santa Clara, California 95054  
 United States  
<http://www.ITMGMT.com>  
 (P) (888) 970-2070  
 (F) (408) 739-1101

**ITM Quote (Open)**

<b>Date</b> Feb 15, 2023 02:54 PM PST	<b>Expiration Date</b> 09/08/2023
<b>Modified Date</b> Mar 17, 2023 02:42 PM PDT	
<b>Quote #</b> 10042 - rev 1 of 1	
<b>Description</b> E-rate 2023-24 Form 470 230018799 / Meraki Equipment	
<b>SalesRep</b> Manager, Account (P) (408) 495-5900 (F) 408-739-1101	
<b>Customer Contact</b> Olson, Kevin (P) (408) 463-0618 kolson@csmh.org	



**CMAS: 3-20-70-0019U valid through 6/26/2027**



**Shipping Info**

Delivery Method: FedEx Ground  
 Carrier Account #:  
 Special Instructions:

**Payment Method**

Terms: Net 30 Days

**Customer**

Charter School of Morgan Hill (CS822)  
 Olson, Kevin  
 9530 Monterey Road  
 Morgan Hill, CA 95037  
 United States  
 (P) (408) 463-0618

#	Description	Part #	Tax	List Price	% off	Qty	Unit Price	Total List
<b>Hardware and Licenes</b>								
1	Cisco Catalyst 9164I Wireless access point - GigE, 2.5 GigE, Bluetooth 5.1 LE - Bluetooth, 802.11a/b/g/n/ac/ax (Wi-Fi 6E) - 2.4 GHz, 5 GHz, 6 GHz - cloud-managed	CW9164I-MR	Yes	\$2,205.98	57.00%	33	\$948.57	\$31,302.81
2	Cisco Meraki MR86 Wireless access point - Wi-Fi 6 - 2.4 GHz, 5 GHz - cloud-managed	MR86-HW	Yes	\$2,898.07	57.00%	1	\$1,246.17	\$1,246.17
3	Cisco Meraki Dual-Band Omni Antenna (4/7 dBi Gain) Set Antenna - 4 dBi, 7 dBi - omni-directional (pack of 2) - for Cisco Meraki MR62, MR66, MR72 Cloud Managed 802.11ac Outdoor AP	MA-ANT-20	Yes	\$235.39	57.00%	2	\$101.21	\$202.42
4	Cisco Meraki Enterprise Cloud Controller Subscription license (5 years) - 1 access point - hosted	LIC-ENT-5YR	No	\$752.63	57.00%	34	\$323.63	\$11,003.42
5	Meraki MR 802.3at PoE Injector PoE injector - AC 100-240 V - 30 Watt - output connectors: 1 - United Kingdom - for Cisco Meraki MR12, MR16, MR18, MR24, MR26, MR32, MR33, MR34, MR62, MR66, MR72	MA-INJ-4	Yes	\$152.59	57.00%	12	\$65.61	\$787.32
6	Cisco Meraki AC Power Cord for MX and MS IEC 60320 C13 to NEMA 5-15 (M) for Cisco Meraki MR30 MR74 MS210 MS250 United States MR33 MR84; Cloud Managed MS120 MS225	MA-PWR-CORD-US	Yes	\$28.06	57.02%	12	\$12.06	\$144.72
								Subtotal \$44,686.86

**Quote Approved & Terms Accepted by:**

Name: Paige Cisewski  
 Title: Executive Director  
 Signature: \_\_\_\_\_  
 Date: Paige Cisewski  
 P.O. Number: \_\_\_\_\_  
 Fax to: (888) 506-0606

**Subtotal:** \$44,686.86  
 Tax (9.3750%): \$3,157.82  
 Shipping: \$0.00  
 Multiple Award Schedule Contract Transaction, IFF & Administration Fees\*: \$0.00  
**Total:** \$47,844.68  
 (List Price: \$103,923.41)

**Sales Associates**

Preparer: Manager, Account

E-mail: sled@itmgmt.com

Phone: (408) 495-5900

Account Manager: Sales Representative, Inside

E-mail: isr@itmgmt.com

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IT Management Corp. Standard Terms & Conditions  
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For up to date list of terms and conditions, please visit MSA.ITMGMT.com

**Payments:**

- One hundred percent (100%) of hardware/software/support/maintenance/training is invoiced upon shipment of order.
- Applicable Sales Taxes, shipping and handling fees are invoiced upon shipment of order.
- You may download a copy of our W9 via following the link:

W-9.ITMGMT.com

**Delivery:**

- Hardware/Software will be shipped ground unless otherwise specified by Customer.
- Freight on Board (FOB) Origin- IT Management Corp. (IT MGMT) shall, in its best efforts, deliver products and services in a timely manner to Customer.
- For third-party vendor orders, IT MGMT is limited to the delivery schedule and inventory availability by the vendor, and as such, IT MGMT shall not be held responsible for delays in shipping to customer.

**No-Hire Provision:**

- During the Project and for a period of one year after the completion or termination of the Project, Client will not directly or indirectly solicit, employ or retain in any capacity, or directly or indirectly offer to employ or retain in any capacity, any personnel of Consultant who are working or have worked on the Project.

**Confidentiality:**

- Customer agrees to treat all Confidential Information as confidential information of IT MGMT, both during and after the term of this engagement.
- Confidential Information means all information and material to which Customer has access in connection with this purchase order including, but not limited to, IT MGMT documentation, financials, marketing, sales, estimates of work, and quotations. Customer agrees to use the Confidential Information received under this quotation solely for the purposes of performing its obligations under this quotation. Customer will not disclose or make Confidential Information available to any third party, except as specifically authorized by IT MGMT in writing.

**Contract Administration Fees:**

\*Multiple Award Schedule contracts fees and Industrial Funding Fee (IFF) payments is a critical component of contract compliance and contract maintenance. Government agencies prefer to procure through the MAS programs such as CMAS, GSA, PPEPM and others incur the IFF because of the resulting benefits, particularly compared to the cost of the customer staff time needed to award a new procurement. The Industrial Funding Fee is a fee to cover the cost of operating the Federal Supply Schedules (FSS) or other programs. This fee is a fixed percentage of reported sales the Schedule contracts that is paid quarterly by contractors. Each MSA Program fee varies depending on the IFF scheduled published by the authoritative entity.



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 5201 Great America Parkway  
 Suite 320  
 Santa Clara, California 95054  
 United States  
<http://www.ITMGMT.com>  
 (P) (888) 970-2070  
 (F) (408) 739-1101

**ITM Quote (Open)**

<b>Date</b> Mar 17, 2023 01:30 PM PDT	<b>Expiration Date</b> 08/31/2023
<b>Modified Date</b> Mar 17, 2023 01:31 PM PDT	
<b>Quote #</b> 10204 - rev 1 of 1	
<b>Description</b> E-rate 2023-24 Form 470 230018799 / Configuration & Installation	
<b>SalesRep</b> IT Management Corp., Customer Service (P) (408) 837-7000 (F) (408) 721-1300	
<b>Customer Contact</b> Olson, Kevin (P) (408) 463-0618 kolson@csmh.org	



**E-Rate**   
 E-Rate SPIN : 143033893

**Shipping Info**

Delivery Method: Pro Services  
 Carrier Account #:  
 Special Instructions:

**Payment Method**

Terms: Net 22 Days

**Customer**

Charter School of Morgan Hill (CS822)  
 Olson, Kevin  
 9530 Monterey Road  
 Morgan Hill, CA 95037  
 United States  
 (P) (408) 463-0618



#	Description	Part #	Tax	List Price	% off List	Qty	Unit Price	Total
<b>Professional Services</b>								
1	Wireless Services Indoor WLAN AP Install, 1 Unit  Note: Onsite installation of (1) indoor AP installed 8' from the floor. Tech will install, label, and configure the APs onsite and test them using the existing cabling infrastructure. Tech will dismount any existing AP installed at the location. The customer will provide the location of each AP along with system credentials 4 days before the scheduled onsite services. Keys and access will be provided by the customer on the day of service. Any areas over 10' might be assessed with additional charges and any areas over 15' from the floor require a lift to be provided by the customer. This Service is limited to one address location & one visit. M-F 8-5.	ITM-SOS-WLANINS-ID1	No	\$233.00	46.35%	33	\$125.00	\$4,125.00
2	Wireless Services Outdoor WLAN AP Install, 1 Unit  Note: Onsite installation of (1) outdoor AP installed 10' from the floor. Tech will install, label, and configure the APs onsite and test using existing cabling and grounding infrastructure. Tech will dismount any existing AP installed at the location. The customer will provide the location of each AP along with system credentials 4 days before the scheduled onsite services. Keys and access will be provided by the customer on the day of service. Any areas over 10' might be assessed with additional charges and any areas over 15' from the floor require a lift to be provided by the customer. This Service is limited to one address location & one visit. M-F 8-5.	ITM-SOS-WLANINS-OD1	No	\$637.00	45.05%	1	\$350.00	\$350.00
3	Wireless Services WLAN Controller Provisioning Setup with Consultation, 1 Unit  Note: Engineering and remote professional services to set up (1) new or migrate an existing WLAN Controller to onsite or cloud-based systems. The services will include recommendations of best practices and any standard functions available with the associated license for the controller. This will not include advanced guest portal access, High-availability cluster, NAC, or analytics. The customer will provide access to the existing system along with the design requirements 16 days before the scheduled go-live date. This service will include a two-hours remote consultation meeting with the customer's IT representative to plan and review the configuration a week in advance. M-F 8-5.	ITM-SRMC-WLANCONT-ENG1	No	\$3,510.00	45.00%	1	\$1,930.50	\$1,930.50
							<b>Subtotal \$6,405.50</b>	

**Quote Approved & Terms Accepted by:**

Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Signature: Paige Cisewski

**Subtotal: \$6,405.50**  
 Tax (9.1250%): \$0.00  
 Shipping: \$0.00

**Date:** March 24, 2023  
**P.O. Number:** \_\_\_\_\_  
**Fax to:** (888) 506-0606

Multiple Award Schedule Contract Transaction, IFF &  
Administration Fees\*: \$0.00  
**Total:** **\$6,405.50**  
(List Price: \$11,836.00)

**Sales Associates**

Preparer: IT Management Corp., Customer Service  
E-mail: CST@itmgmt.com  
Phone: (408) 837-7000  
Account Manager: Sales Representative, Inside  
E-mail: isr@itmgmt.com

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IT Management Corp. Standard Terms & Conditions  
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For up to date list of terms and conditions, please visit MSA.ITMGMT.com

**Payments:**

- One hundred percent (100%) of hardware/software/support/maintenance/training is invoiced upon shipment of order.
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- Confidential Information means all information and material to which Customer has access in connection with this purchase order including, but not limited to, IT MGMT documentation, financials, marketing, sales, estimates of work, and quotations. Customer agrees to use the Confidential Information received under this quotation solely for the purposes of performing its obligations under this quotation. Customer will not disclose or make Confidential Information available to any third party, except as specifically authorized by IT MGMT in writing.

**Contract Administration Fees:**

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