

West Lafayette Community School Corporation

Network Equipment Purchase w/
Installation

12.17.24

SOLUTION REPRESENTATIVE
Jason Monroe

TECHNICAL REPRESENTATIVES
Mallory Herbert
Jacob Kieta

 **wintek**
BUSINESS SOLUTIONS



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Executive Summary

West Lafayette Community School Corporation is seeking proposals for a project to supply and install network equipment at its eligible locations. Wintek is aware that this project will be contingent upon successfully obtaining Category 2 E-Rate funding, and the contract agreement between the district and Wintek recognizes that contingency.

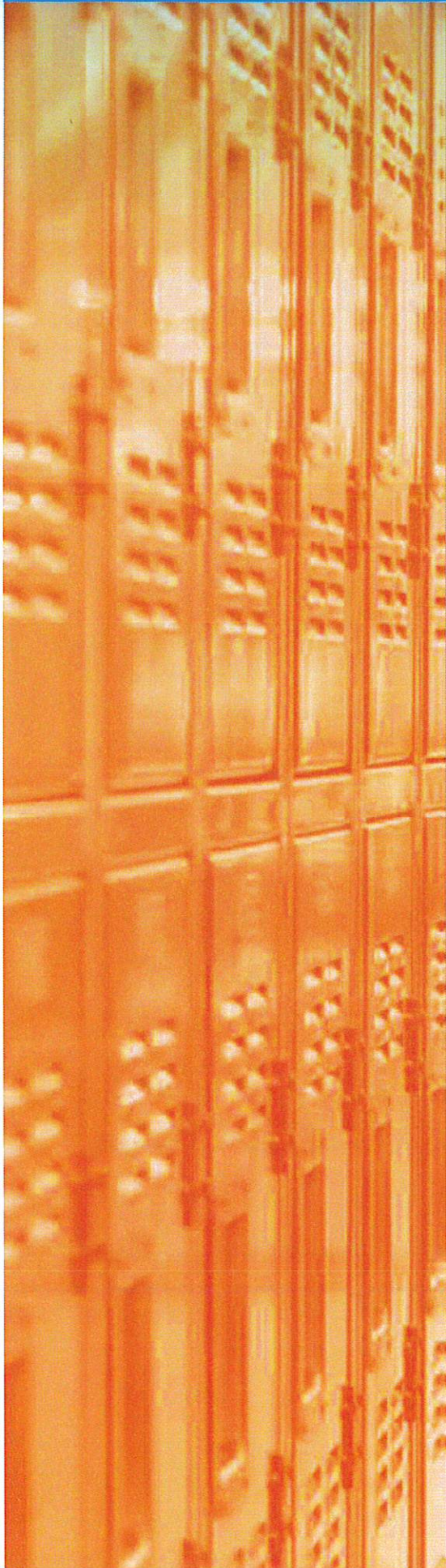
West Lafayette Community School Corporation seeks an agreement that allows it to work with the selected vendor to adjust quantities and/or scale back or cancel the project entirely as needed based upon funding availability and/or the best interests of the District.

Wintek is a local fiber service provider and Cisco Premier Certified Partner located in Lafayette, IN. We excel in Cisco Network Design and Implementation Services and support a variety of local businesses of all sizes — from schools and small manufacturers to retail shops and enterprise organizations.

Wintek also takes great pride in unparalleled local customer support, swift responsiveness and network innovation. We have a fine-tuned focus on business and enterprise customers — tailoring comprehensive solutions to individual needs, implementing them faster than our competitors, and providing the levels of support and personalized engineering that only we can.

Wintek understands that West Lafayette Community School Corporation seeks an agreement allowing for adjustment of quantities and project scale — or to cancel the project entirely — based on funding availability and the best interests of the district.

Wintek's existing relationship with West Lafayette Community School Corporation is a strategic partnership that delivers leading-edge services and support to ensure the excellence required for West Lafayette Community School Corporation's operation. We look forward to the opportunity to continue this collaboration of service for West Lafayette Community School Corporation.



Information

Wintek Corporation
SPIN # 143006417
427 N. 6th St., Suite C
Lafayette, IN 47901

765-742-8428 (phone)
765-742-0646 (fax)

Contact

Jason Monroe
*Customer Experience
Practice Leader*
jmonroe@wintek.com

Qualifications and Personnel

- Wintek has been located and operated in Indiana since its 1973 inception.
- Reselling Cisco for more than 20 years
- Highly qualified and Cisco Systems Certified network engineers, with certifications that include:
 - » CCIE (Security)
 - » CCNP – Route/Switch
 - » CCNA (4 individuals)

Jason Monroe

Customer Experience Practice Leader

- 22+ years in the electric / telecommunications industry, focused on program design and business development program implementation
- Would launch project and manage communication between West Lafayette Community School Corporation representatives and Wintek's in-house engineering staff

Travis Bailey

Innovation and Technology Practice Leader

- 23+ years with Wintek, specializing in advanced network design and implementation
- Cisco CCIE-Security certification
- CCNP – Route/Switch

Mallory Herbert

Network Engineer

- 8+ years in the network industry, working with school corporations, financial business and more.
- Cisco Meraki CMNA

Jacob Kieta

Network Engineer

- 4+ years with Wintek, working with school corporations, financial businesses and more.
- BS Network and Cyber Security – Purdue Polytechnic
- Cisco Meraki CMNA

Hardware & Services Overview

West Lafayette Community School Corporation

Hardware delivered to:

West Lafayette Community School Corporation
 Attn: Brandon Hamilton
 3061 Benton St.
 West Lafayette, IN 47906

Part Number	Function	Description	Quantity
CW9166I-B	Access Points	Catalyst 9166I AP (W6E, tri-band 4x4, XOR) w/Reg-B	165 +/-
SNTC-8X5XNBD	Smartnet for APs	SNTC-8X5XNBD Catalyst 9166I AP (3yr Support)	165 +/-
SW9166-CAPWAP-K9	License/Software	Capwap software for Catalyst 9166I	165 +/-
AIR-AP-T-RAIL-R	AP Mount	CEILING GRID CLIP FOR APS & CELLULAR GATEWAYS-RECESSED	165 +/-
AIR-AP-BRACKET-1	AP Mount	802.11 AP LOW PROFILE MOUNTING BRACKET (DEFAULT)	165 +/-
C9800-L-F-K9	Controller Fiber Uplink	CISCO CATALYST 9800-L WIRELESS CONTROLLER_FIBER UPLINK	2 +/-
CON-SNT-C9800LFL	Smartnet	SNTC-8X5XNBD Cisco Catalyst 9800-L Wireless Controller	2 +/-
SC9800LK9-179	Controller	Cisco Catalyst 9800-L Wireless Controller	2 +/-
C9800L-RMNT	Controller Mount	C9800 WIRELESS CONTROLLER RACK MOUNT TRAY	2 +/-
C9800-AC-110W	Controller Power Supply	CISCO CATALYST 9800 L WIRELESS CONTROLLER POWER SUPPLY	2 +/-
CAB-AC-C5	Power Cord	AC Power Cord, Type C5, US, Canada	2 +/-

Hardware

Product Details		Price	Qty	Extended Price
C9800-L-F-K9	CISCO CATALYST 9800-L WIRELESS CONTROLLE	\$3,983.18	2	\$7,966.36
LIC-C9800-DTLS-K9	CISCO CATALYST 9800 SERIES WIRELESS CONT	\$0.00	2	\$0.00
SC9800LK9-179	Cisco Catalyst 9800-L Wireless Controller	\$0.00	2	\$0.00
C9800L-RMNT	C9800 WIRELESS CONTROLLER RACK MOUNT TRA	\$89.62	2	\$179.24
C9800-AC-110W	Cisco Catalyst 9800 L Wireless	\$0.00	2	\$0.00
CAB-AC-C5	AC POWER CORD, TYPE C5, US, CANADA	\$0.00	2	\$0.00
NETWORK-PNP-LIC	NETWORK PLUG-N-PLAY LICENSE FOR ZERO-TOU	\$0.00	2	\$0.00
CW9166I-B	CATALYST 9166I AP (W6E, TRI-BAND 4X4, XOR) W/REG-B	\$844.36	165	\$139,319.40
SW9166-CAPWAP-K9	CAPWAP SOFTWARE FOR CATALYST 9166I	\$0.00	165	\$0.00
AIR-AP-T-RAIL-R	CEILING GRID CLIP FOR AIRONET APS - RECE	\$0.00	165	\$0.00
AIR-AP-BRACKET-1	802.11N AP LOW PROFILE MOUNTING BRACKET	\$0.00	165	\$0.00
NETWORK-PNP-NONE	NETWORK PLUG-N-PLAY OPT OUT SKU	\$0.00	165	\$0.00
CW9166I-MULTI	Minimum Quantity = 10	\$0.00	165	\$0.00
CW9166I-DNA-OPTOUT	CISCO DNA SUBSCRIPTION OPTOUT FOR CW9166I	\$0.00	165	\$0.00

Subtotal: \$147,465.00

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Licensing and Maintenance

Product Details		Price	Qty	Extended Price
CON-SNT-C9800LFL	SNTC-8X5XNBD CISCO CATALYST 9800-L WIREL	\$1,033.07	2	\$2,066.14
CON-SNT-CW911B66	SNTC-8X5XNBD Catalyst 9166I AP (W	\$179.57	165	\$29,629.05

Subtotal: \$31,695.19

Professional Services

Product Details		Price	Qty	Extended Price
Labor	Hourly Labor Hourly Labor for Installation, Configuration and Acceptance Testing.	\$150.00	10	\$1,500.00

Subtotal: \$1,500.00

Network Equipment Form 470# 250003845



Prepared by:
 Wintek Corporation
 Jason Monroe
 765-269-4847
 Fax 765-742-0646
 jmonroe@tipmont.org

Prepared for:
 West Lafayette Comm School Corp
 1130 N Salisbury St
 West Lafayette, IN 47906
 Brandon Hamilton
 (765) 269-4507
 hamiltonb@wl.k12.in.us

Quote Information:
 Quote #: 005092
 Version: 1
 Delivery Date: 12/17/2024

Quote Summary

Description	Amount
Hardware	\$147,465.00
Licensing and Maintenance	\$31,695.19
Professional Services	\$1,500.00
Total:	\$180,660.19

All quotes expire 30 days after the origination date. After 30 days quote must be resubmitted for pricing approval.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors. All approved orders are final. If order is canceled by Customer due to issues out of Wintek's control, approved order will result in a 5% order processing fee. Returns after 30 days are not valid. Credit from returns within 30 days may have restrictions on use.

Wintek will invoice for hardware and software upon receipt from the Wintek distributor. Labor and SMARTnet services will be invoiced upon completion of the project.

Orders over \$100,000, Wintek may require a 10% of quote total deposit when order is placed.

Description of Services

Project Implementation

Wintek Corporation shall order the proposed hardware upon West Lafayette Community School Corporation's approval of the proposal. Lead times are based on product availability.

Procurement Project Management

Wintek will provide Procurement Project Management for this proposal. The project will include regular updates on equipment delivery. The project manager(s) for this will be Jason Monroe.

Installation

Installation will be in place of existing equipment and the requested equipment will be integrated into the existing environment. This includes all labor necessary for staging, installation, testing, and documentation of equipment. Equipment staging will consist of (but not be limited to) ensuring firmware version consistency, configuration loading, and hardware preparation for mounting. Software and firmware version for components will be agreed upon at time of deployment, and configurations will be coordinated with West Lafayette Community School Corporation staff. Installation by Wintek will include the removal of the existing equipment and placement of the new equipment. Equipment testing should verify access to internal resources and the Internet. Documentation should include configuration and summary reports of installations.

Timeline for Delivery

The current estimated lead time for the quoted hardware is less than 90 days. Once the proposal is approved, the hardware will be ordered in time to take delivery as required by West Lafayette Community School Corporation. Wintek will work with West Lafayette Community School Corporation to ensure timely delivery of services described in this proposal.

Ready-to-Execute Contract

This proposal serves as the agreement.

We reserve the right to cancel orders arising from pricing or other errors. All approved orders are final. If a previously approved order is canceled by Customer due to issues out of Wintek's control, approved order will result in a 5% order processing fee. Returns after 30 days are not valid. Credit from returns within 30 days may have restrictions on use.

Wintek will invoice for hardware, software and licensing upon delivery to West Lafayette Community School Corporation.

IN State Sales Tax is the only tax or fee that is applied to this order. IN Sales Tax will not apply if the customer provides a valid ST-105 Tax Exemption Certificate. Shipping and Handling charges will not apply.

Wintek will allow West Lafayette Community School Corporation to adjust quantities and project scale or to cancel the project entirely based on funding availability and the best interests of the district.

IN WITNESS WHEREOF, the parties, by their duly authorized representatives, have executed this Agreement in the day and year first written below.

Wintek Corporation (Wintek)

West Lafayette Community School Corporation

SIGNATURE



SIGNATURE

NAME Jason Monroe

NAME

TITLE Customer Experience Practice Leader

TITLE

DATE 12/17/2024

DATE

ADDRESS 427 N. 6th Street

ADDRESS

CITY, STATE, ZIP Lafayette, IN 47901

CITY, STATE, ZIP

PHONE 765-742-8428

PHONE

FAX 765-742-0646

FAX

EMERGENCY NUMBER 765-742-0428

EMERGENCY NUMBER

E-MAIL jmonroe@wintek.com

E-MAIL



Customer References

TIPPECANOE SCHOOL CORPORATION

Devin Arms, Director of Technology Innovation
765-269-8060, ext. 8322

Wintek provides fiber-optic internet service, along with fiber WAN services, to various school buildings.

LAFAYETTE SCHOOL CORPORATION

Li Zhao, CTO
765-269-8060

Wintek provides fiber-optic internet service, along with fiber WAN services, to various school buildings. Wintek has also provided network equipment through E-Rate funding.



Who is Wintek?

Wintek is a premier technology solutions company founded in Lafayette, Ind. in 1973. We specialize in supplying fiber internet, WAN circuits and dark fiber to business and residential customers, and we have an expertly trained technical staff at two locations:

- Business offices at 427 N. Sixth St. in Lafayette
- State-of-the-art data center at 3921 David Howarth Drive in Lafayette

In January 2019, Tipmont REMC acquired Wintek — allowing Wintek to exponentially expand its fiber network and Tipmont to deepen its portfolio of essential services. Over the next five years, Tipmont and Wintek will invest \$100 million in regional fiberoptic infrastructure for businesses and residents.

One of the five largest electric cooperatives in Indiana, Tipmont serves more than 28,000 homes and businesses with electric infrastructure. Wintek now provides more than 4,000 homes and businesses with fiberoptic infrastructure. Collectively, we have \$218M in assets with \$75M in annual revenue.



Miles of Fiber

1,276 OVERHEAD
481 UNDERGROUND



Miles of Electric Distribution

1,792 OVERHEAD
980 UNDERGROUND



**Fiber
Accounts**

958 BUSINESSES
3,339 RESIDENTIAL



**Electric
Accounts**

Contact us, anytime.

Since 1973, Wintek has empowered businesses through state-of-the-art connectivity. Big or small, Wintek offers the right-sized solution for your business. We look beyond the business needs of today to deliver technology ready for tomorrow. From state-of-the-art fiber internet to a data center colocation space, Wintek knows what's best for your business, and we're dedicated to providing just that with the expertise you need and the results you want.

SOLUTION REPRESENTATIVE

Jason Monroe, 765-426-3163, jmonroe@wintek.com

TECHNICAL REPRESENTATIVES

Mallory Herbert, 765-742-8428, mah@wintek.com
Jacob Kieta, 765-742-8428, jkieta@wintek.com



**Cisco Premier
Integrator**



**24/7 Customer
Service**



**Growing Local
Infrastructure**

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765-742-8428



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SALES@WINTEK.COM