



0142098-DCSD-SPLOST-Aruba Wireless Refresh Support

We have prepared a quote for you

Version 2

Prepared by Steve Pellicci, Senior Account Manager

Prepared by Michael Watford, Sr Solution Architect

August 15, 2024

Table Of Contents

| | |
|---|---|
| 1. Project Purpose & Overview | 3 |
| 1.1. Project Summary | 3 |
| 1.2. Business Challenge & Success Criteria | 3 |
| 2. Services to Be Performed | 3 |
| 2.1. Services | 3 |
| 2.2. Deliverables | 5 |
| 3. Pricing | 5 |
| 3.2. Location(s) of Services to Be Provided | 6 |
| 4. Assumptions | 7 |
| 4.1. Customer Responsibilities | 7 |
| 4.2. Project-Specific Assumptions | 7 |
| 4.3. General Assumptions | 7 |
| 5. Statement of Work Authorization | 8 |

1. Project Purpose & Overview

1.1. Project Summary

DeKalb County Schools ("DCSD") has engaged Blue Mantis ("Blue Mantis") to perform the replacement of end-of-support wireless equipment by designing, staging, and deploying a cloud-managed wireless network at 139 locations.

Blue Mantis will be responsible for the migration of all necessary configurations from the existing Aruba wireless controllers to Aruba Central.

Configurations will be made in Aruba Central to support a 1-for-1 swap of DCSD's wireless access points ("AP's").

While the new AP's will have enhanced performance capabilities, this project will be performed to reduce the impact of the user experience by ensuring that the new AP's are functioning properly upon deployment.

Outside of two (2) pilot sites during the implementation phase, all Blue Mantis work will be performed remotely. Blue Mantis will also be performing the design, staging and troubleshooting of any other dependent network configurations in the switching environment as it pertains to the deployment of the new AP's.

All configuration/management of the new wireless network will be performed in Aruba Central. Existing Aruba 7240XM controllers will be removed from existing clusters, upgraded to AOS10, and will operate as Central-managed gateways in the new environment where user sessions will terminate.

This Statement of Work shall be incorporated into and governed by the terms of the Master Services Agreement between Blue Mantis and DeKalb County Schools dated 4/20/2022. This Statement of Work governs the services ("Services") to be provided by Blue Mantis to DeKalb County Schools and particularly described herein. Capitalized terms not defined herein shall have the meaning as set forth in the Master Services Agreement.

1.2. Business Challenge & Success Criteria

Business Challenge - DCSD's access points are at or near end-of-support status and need to be upgraded.

Success Criteria - DCSD will have a modernized, cloud-managed wireless network implemented with limited downtime and unplanned impact. Provide Improved user and admin experience.

2. Services to Be Performed

2.1. Services

Equipment to be installed:

- Qty 8000 - Aruba AP-615
- Qty 17 - Aruba 7240XM Gateways/Controllers (pre-existing)
- Qty 1 - Aruba Central Cloud dashboard

Discovery

During this phase, Blue Mantis engineers will perform the following discovery tasks:

- Gather current documentation (if available)
 - Diagrams
 - Standards
 - Circuit information
- Discover existing IP subnets and VLANs
- Discover existing SSIDs and authentication scheme
- Discover existing Aruba conductor/controller configuration and utilization
- Gather device data for:
 - Configurations
 - Routing information (layer-3 information)
 - Layer-2 information
 - Device inter-connectivity

2. Services to Be Performed

- Management access and logging configurations
- Gather management practices
 - Monitoring and alerting configuration

Design

During this phase, Blue Mantis engineers will use information from the discovery phase to perform the following design tasks:

- Aruba Central
 - Groups/Sites (up to 16 groups, and 150 sites)
 - SSID Configurations (3 SSID's)
 - AP Naming Convention
 - Administrative Access
 - Monitoring/Alerting
- Mobility Gateways
 - Layer 2/3
 - Management
 - Redundancy
 - Migration Plan (removing controllers from existing clusters, upgrading to AOS10, and deploying in Central)
- Switching Design
 - Standardized AP management subnet/VLAN
 - Switchport configurations
 - SVI/Layer 3 configuration
 - Dynamic Port Profile (configuration will not be performed by Blue Mantis)
- High-level implementation plan
- Testing Plan
 - Dynamic VLAN assignment for AP's
 - AP's successfully registering with Aruba Central
 - AP's broadcasting all SSID's
 - Users able to connect to SSID's

Staging

During this phase, Blue Mantis engineers will use information from the previous phases to stage the following:

- Apply licensing for Gateways and AP's in Aruba Central
- Aruba Gateways - Follow Migration Plan from design phase
 - Remove 2 gateways from cluster
 - Upgrade to AOS10
 - Configure for Aruba Central integration
 - Layer 2
 - Layer 3
 - Hostname
- Aruba Central
 - Import inventory (serial numbers, license keys)
 - Configure groups and sites
 - Add gateways
 - Administrative Access
 - Monitoring and alerting
 - Configure SSID's
 - Authentication parameters
 - RADIUS servers and keys
 - VLAN configurations
 - Gateway configuration
 - Radio configuration
 - Configure access policies for user roles
 - Configure user roles
- Switching - Verify that testing and configuration has been completed by DCSD or other 3rd party

2. Services to Be Performed

- Standardized VLAN configuration
- Dynamic Port Profiles
- Aruba ClearPass
 - Add AP's and Gateways as RADIUS clients, if necessary
- Test Functionality
 - AP is put into correct VLAN according to dynamic port profile
 - AP integration with Central
 - SSID's broadcasting
 - Users able to connect to existing SSID's without manual intervention
 - Verify that users are properly terminating on Gateways

Implementation

During scheduled maintenance windows for all 139 sites, the following will be performed:

- Provide on-site support for up to two (2) pilot sites
- Follow high level implementation plan created in the design phase
- Support DCSD during AP rip-and-replace
- Verify that AP's are integrating with Aruba Central
- Verify that users are able to successfully connect to SSID's
- Troubleshoot integration issues between AP's and Central
- Troubleshoot integration between AP's/Gateways and ClearPass
- Customer to perform business function testing

Day-2 Support

Blue Mantis engineer(s) will provide support during the go-live date for the environment:

- Provide post-deployment support for up to 8 hours per day for the pilot sites (up to 2 pilot sites)
- Update documentation to reflect as built
- Perform knowledge transfer to Blue Mantis Managed Services and DCSD staff

2.2. Deliverables

Written deliverables to be completed as part of this Statement of Work will be comprised of the following:

- As-Built Logical Architectural Diagram (PDF/Visio)
- As-Built Physical Architectural Diagram of Gateways (PDF/Visio)
- High Level Implementation Plan (Word/PDF)
- Testing Plan (Word/PDF)
- AP and Gateway Inventory (Excel)

Blue Mantis will provide formal written deliverables to DeKalb County Schools within ten business days upon completion of services.

3. Pricing

The total fixed fee for the Services identified in this Statement of Work is listed below. The parties acknowledge that the price is fixed and not an estimate, provided however, the pricing shall be subject to change in the event DeKalb County Schools fails to perform its responsibilities as set forth in the Assumptions Section, below. The price will not change unless the following occurs: (i) authorized representatives of DeKalb County Schools and Blue Mantis execute a mutually agreeable Change Order to modify the price or (ii) the scope or deliverables, as defined in the Services section, change or DeKalb County Schools fails to perform the assumptions Section and as a result there is a material impact on the basis of the price provided for in this Statement of Work. Blue Mantis will provide DeKalb County Schools with written notice of any such pricing change within a reasonable time of learning of such material impacts on the price provided for in this Statement of Work.

| Description | Price | Qty | Ext. Price |
|-------------|-------|-----|------------|
|-------------|-------|-----|------------|

| | | | |
|--|---------------------|----------|---------------------|
| Completion of Project Kickoff | \$95,715.00 | 1 | \$95,715.00 |
| Completion of Discovery, Design, and Staging | \$88,695.00 | 1 | \$88,695.00 |
| Complete Implementation of 50% of Sites | \$140,737.50 | 1 | \$140,737.50 |
| Completion of 100% Sites and Project Closeout | \$142,897.50 | 1 | \$142,897.50 |

Travel and expenses are not included in the project total and will be billed separately at actual cost. Onsite Services will be provided with an 8-hour minimum.

The out of pocket expenses are estimated to be in the total amount of \$2,500 per week onsite, this is an estimation and T&E will only be billed for actuals. The following expenditures are envisioned but not limited to: airfare, hotel, car rental, meals per diem of \$50, parking, tolls, and mileage.

Subtotal: **\$468,045.00**

Blue Mantis reserves the right to bill on a monthly basis based on the percentage of work performed to date.

Payments are due to Blue Mantis net **30** days from the date of invoice. The terms, conditions and pricing of this Statement of Work are valid for 30 days from the date of presentation to DeKalb County Schools.

This project is expected to take 1 Year. If the project is delayed or put on hold by the customer for an extended period of time, a Change Order may be needed to address additional hours needed that were caused by the delay.

3.2. Location(s) of Services to Be Provided

The Services will be provided remotely, as well as:

Onsite at the two (2) pilot sites during the implementation phase, if requested.

4. Assumptions

4.1. Customer Responsibilities

1. DeKalb County Schools will physically replace all access points.
2. DHCP scope modifications if required.
3. DeKalb County Schools will add configuration to switches (layer 3 configuration, layer 2 configuration, trunking, dynamic port profiles, etc.) for new access points.
4. DeKalb County Schools will ensure adequate power available to power access points.
5. DeKalb County Schools will designate a single point of contact for this project who can provide or facilitate effective answers to reasonable technical and operational questions and requests for support that arise during this engagement. The designated contact will be available to work with the engineer for all aspects related to the completion of Services and will have authority to act on behalf of DeKalb County Schools.
6. DeKalb County Schools must delete or disable all cloud, network, system, application, and data access granted to any Blue Mantis employees working on the project as soon as the project has concluded.
7. DeKalb County Schools will notify Blue Mantis in writing of all pertinent security, operations, maintenance, configuration, or systems management policies prior to the start of the project. Blue Mantis will not be held accountable for compliance to policies or requirements that are not so communicated prior to the start of Services.
8. It is the responsibility of DeKalb County Schools to perform a full working backup of the organization's environment prior to the start of Services. Blue Mantis is not responsible for any lost data.
9. When policies are being changed on devices/software that support multi-user authentication and logging, DeKalb County Schools will be responsible for providing Blue Mantis with its own client user account and password for the duration of Services. **Blue Mantis requires that, immediately upon completion of Services, DeKalb County Schools will disable this account.**

4.2. Project-Specific Assumptions

1. Modifications or additions of DHCP scopes are out of scope within this project.
2. Modifications to ClearPass policies/roles/design is out of scope within this project.
3. Upgrades to existing access points are out of scope.
4. SSIDs will be utilized as-is and will not be redesigned, added, or removed.
5. Blue Mantis is not responsible for physically replacing access points.
6. Blue Mantis is not responsible for ensuring optimal wireless coverage as no survey is being performed and existing access points will be swapped 1:1.
7. Blue Mantis is not responsible for making firewall modifications.
8. Blue Mantis will be on-site for up to 2 pilot sites if requested.
9. Blue Mantis is not responsible for any procurement, including but not limited to: access points, gateways, licensing, software, and vendor support.
10. Blue Mantis is not responsible to check all switches to ensure proposed configurations have been implemented.
11. Blue Mantis will not import floorplans into Aruba Central as we are not performing heatmapping or predictive design services.

4.3. General Assumptions

1. The total fixed price for this Statement of Work is identified in the Pricing section. DeKalb County Schools acknowledges that the price is fixed and not an estimate, provided however, the pricing shall be subject to change in the event DeKalb County Schools fails to perform its responsibilities as set forth in the Assumptions Section. Additional circumstances that may require a change to the pricing include but are not limited to the following: 1.) Changes to the timing of the engagement at DeKalb County Schools's request which require reassignment of Blue Mantis personnel. 2.) Requested documentation is not provided by DeKalb County Schools on the date agreed to by both parties.
2. Travel and related expenses are based on the assumption that a minimum of two (2) weeks' notice has been given for the arrangement of airfare, if applicable.
3. All parties agree that personnel shall not be asked to perform, nor volunteer to perform, engineering and/or consulting tasks that lie outside of the scope of this Statement of Work. Personnel have the right to decline a Service request if the request falls outside the scope of the Services as defined in the Services section above.
4. Should DeKalb County Schools request or approve overtime hours, the proposed rates will be charged at 1.5x of the rate. "Overtime" is defined as any work performed outside the hours of 7:00AM to 7:00PM, Monday through Friday.
5. DeKalb County Schools hereby grants to Blue Mantis the express right to use Customer's company logo in marketing

4. Assumptions

materials and other communications solely to identify Customer as a Blue Mantis customer.

5. Statement of Work Authorization

The parties' agreement to and execution of this Statement of Work is necessary prior to commencement of Services. In cases where there is a direct conflict between the terms of the Master Services Agreement and the Statement of Work, the Statement of Work shall prevail. Capitalized terms used but not defined in this Statement of Work shall have the meanings given to them in the Master Services Agreement.

The business terms, proposals and related information contained in this Statement of Work are confidential and proprietary information belonging to Blue Mantis and provided to DeKalb County Schools exclusively for its internal use and consideration regarding the retention of Blue Mantis to perform the Services. DeKalb County Schools's acceptance and review of this Statement of Work shall be deemed an agreement by DeKalb County Schools not to use, disclose or disseminate the Statement of Work or any portion of it without the prior express written consent of Blue Mantis. No third party shall be entitled to review or rely upon the information contained in this Statement of Work for any reason.

Quote Summary

| Description | Amount |
|-------------|--------------|
| 3. Pricing | \$468,045.00 |

Total: **\$468,045.00**

Returns may be requested up to 30 days from date of purchase. Non-defective returns must be unopened, and factory sealed. All merchandise must be returned with original packing, accessories, and instructions. A valid RMA number must be obtained from Blue Mantis. before a return is allowed. Some manufacturers have special returns policies which may supersede the above. Return merchandise will not be accepted, and no credit issued unless these requirements are met. All invoices beyond terms are subject to 1½% per month penalty as well as all associated cost of collections. Title to merchandise shall remain vested in Blue Mantis and shall not pass to customer or any other person, firm, or corporation until paid for in full in cash.

Blue Mantis prices are subject to change, with or without prior notice. Blue Mantis hereby disclaims any liability, and Customer hereby agrees that Blue Mantis shall have no liability, should any of the above-listed prices change without notice. Taxes, shipping, handling, and other fees may apply at time of invoicing. We reserve the right to cancel orders arising from pricing or other errors.

For full details of our T&Cs [click here](https://www.bluemantis.com/corporate-terms-and-conditions/) https://www.bluemantis.com/corporate-terms-and-conditions/

Blue Mantis

DeKalb County Schools

Signature: _____

Signature: _____

Name: _____

Name: _____

Title: _____

Date: _____

Date: _____

Project #
Version: 2
Expiration Date: 09/12/2024