

SUBJECT: Award Of Contract To Network Business System And Spectrum Wireless For Computer Network Services.

REQUESTED BY: Administration

PREPARED BY: Administration

DATE: November 21, 2000

FOR AGENDA OF: November 27, 2000

SUMMARY:

The Public Safety Building will need to be equipped with a local area computer network. Also, the local area network will need to be tied into the City of Wasilla's network. It has been decided that the best way to tie the Police Department's Local Area Network into the City's network would be through a wireless connection. Based on Network Business Systems expertise with our computer system and Spectrum Wireless expertise with wireless network connections, it was decided that the two companies working in conjunction could install the needed network at most advantageous price and timeline for the City. The total cost of the contract for NBS to install and configure the local area network is estimated to be approximately \$33,294. The estimated cost for Spectrum Wireless to install and configure the wireless connection between the Police Department's network and City's network is estimated to be \$10,500. The monies for this project are included in the appropriation to build and modify the new Public Safety Building.

FISCAL IMPACT: ___ No X Yes, amount requested: \$ 43,794.00

Fund: 11-55-475-831-08

RECOMMENDED ACTION:

Council award contracts to Network Business Systems and Spectrum Wireless to provide equipment and install and configure local area network upgrade for Public Safety Building.


Reviewed by: SARAH PALIN, Mayor

Presented to council on 11/27/00
Action taken: Approved Denied
other: _____
Verified by Kr.



Net Agreement

Between The City of Wasilla
and
Network Business Systems, d.b.a. Compueaze, Incorporated

November 14, 2000

1577 C Street, Suite 205, Anchorage, Alaska 99501
(907) 272-2888 • (800) 516-5164 • FAX (907) 272-7117
Website: www.nbsys.com • E-mail: info@nbsys.com

TABLE OF CONTENTS

TABLE OF CONTENTS	2
AGREEMENT	3
EXECUTIVE SUMMARY	3
TOTAL ESTIMATED COST OF PROJECT	3
PAYMENT TERMS.....	3
Equipment.....	3
Labor.....	4
NBS Hourly Rates.....	4
Terms.....	5
Payment of Taxes.....	5
ESTIMATED NETWORK DOWN TIME	5
WARRANTY	5
YEAR 2000 COMPLIANCE DISCLAIMER	6
RESTRICTION ON HIRING COVENANT	6
CHANGE ORDER PROCESS.....	7
CONTACT INFORMATION.....	7
PROJECT SIGN OFF	8
FORCE MAJEURE.....	8
DISPUTE RESOLUTION.....	8
SAFEGUARDING OF CLIENT DATA.....	9
CONFIDENTIAL INFORMATION.....	9
AMENDMENT.....	9
SEVERABILITY.....	9
WAIVER OF CONTRACTUAL CONTRACT RIGHT	9
APPLICABLE LAW.....	9
AGREEMENT	9
EXHIBIT A: HARDWARE AND SOFTWARE ESTIMATE.....	11
EXHIBIT B: SYSTEM DELIVERABLES	12
EXHIBIT C: CLIENT SUPPLIED PRODUCTS/SERVICES	14
EXHIBIT D: ESTIMATED TRAVEL AND OTHER EXPENSES.....	15
Travel time	15
Incoming freight	15
Delivery service.....	15
Estimated Total.....	15
EXHIBIT E: NBS PROJECT PLAN.....	16
EXHIBIT F: NBS PROJECT DELIVERY METHODOLOGY.....	18
NBS Personnel	18
Project Delivery Strategy	18

Agreement

This network installation agreement (the "Agreement") is entered into on this 9th Day of November, 2000, The City of Wasilla, with offices at 290 E. Herring Avenue, (hereinafter "CLIENT") and Compueaze, Inc. dba Network Business Systems, an Alaska corporation with offices at 1577 C Street, Suite 205, Anchorage, AK 99501 (hereinafter "NBS"). Collectively herinafter referred to ("**Parties**")

Executive Summary

Network Business Systems (NBS) has been hired by The City of Wasilla (Client) to provide equipment and install and configure a local area network upgrade at the Client. It is understood that this project is being performed by NBS on a time and materials basis. The following exhibits are attached that describe the estimated costs and deliverables of this project.

- Exhibit A: Hardware and software estimate
- Exhibit B: System deliverables document with labor estimate
- Exhibit C: Client supplied products/services
- Exhibit D: Estimated Travel and other expenses
- Exhibit E: NBS Project Plan
- Exhibit F: Project Delivery Methodology

Total Estimated Cost of Project

Delivery of purchased equipment from NBS to client location will be billable to Client. Client understands that computer equipment availability, and pricing fluctuate daily. Equipment represented in this contract may be unavailable at the time of order, which may necessitate substitutions and changes in the hardware costs. NBS will keep Client appraised of changes and will execute changes only with consent of Client. NBS will keep Client appraised of changes and will execute changes as defined in the section of this contract called CHANGE ORDER PROCESS.

Summary	Cost
Hardware and Software	\$16,257
Labor	\$14,227
Travel and other expenses	\$2,810
Total	\$33,294

Payment Terms

Equipment

NBS requires 100% of the hardware/software cost shown in Exhibit A (\$16,257) to be paid prior to the equipment order. All hardware and software returns by Client, due to Client's modification of the hardware and software or project's objectives or scope, may be subject to a 20% shipping and handling fee. Network Business Systems will return products on a best efforts basis. Many hardware and software products may not be returned for any reason due to manufacturer return policies. Most products after being

opened are no longer returnable to the manufacturer. Defective products are returned according to each manufacturer's warranty policies (see warranty section of this contract for details).

Labor

Labor will be billed as progress payments on a monthly basis. Payment is due and payable upon receipt of the invoice. Any additional purchases of product or services such as labor change requests, not included as part of the original order, will be due and payable upon receipt of invoice. Extraordinary delays due to Client scheduling or security constraints may be billable.

NBS Hourly Rates

Hourly Rate	Service	Description
\$115.00	Technical Service	Technical services during regular business hours*. Minimum rates apply – one-hour minimum call out rate, and fifteen-minute minimum phone support.
\$135.00	Pre-scheduled Technical Service Overtime	Pre-scheduled (at least 48 hours in advance) Technical Services outside regular business hours*, or holidays.
\$170.00	Technical Service Overtime	Technical Services outside regular business hours*, or holidays.
\$170.00	Technical Service Emergency Call Out	Emergency (within a few hours of request) Technical Service for a down server or a complete loss of core business functionality. A two-hour minimum rate will apply.
\$115.00	Project Management	Project Management during regular business hours*.
\$170.00	Project Management Overtime	Project Management outside regular business hours*, or holidays.
\$145.00	Design / Consulting Service	Design / Consulting Service during regular business hours*.
\$215.00	Design / Consulting Service Overtime	Design / Consulting Service outside regular business hours*, or holidays.
\$135.00	Rural Alaska	All work in rural Alaska will be charged at this rate. When this rate applies, overtime rates will not be charged.
\$85.00	Development Standard	Development during regular business hours*.
\$125.00	Development Architecture	Development architecture / analysis during regular business hours*.
\$55.00	Technical Service Travel	Technical Service Travel time to and from customer site if located outside of Anchorage bowl area. Travel delays once the technician has departed Anchorage due to weather or other reasons will also be charged this travel rate.

* Regular business hours are 8:00 am – 5:00 pm Monday through Friday (except holidays).

- All rates (except Technical Service Travel) will begin when NBS employee is en route to your site will be billable at the applicable service rate listed in the table above.
- Please contact your NBS Technical Account Manager for Outsource rates.

Terms

Invoices are due and payable within 5 days of receipt. Interest of 1.5% monthly is charged after 30 days.

Payment of Taxes

Client agrees to pay all taxes of every description, federal, state, and municipal, that arise as a result of this sale, excluding income taxes.

Estimated Network Down Time

Many network installations and projects require some scheduled server and network down time. NBS designs project work to minimize network disruptions and down time. Down time is scheduled during normal office hours between 8AM to 5PM. Network down time may be pre-scheduled during weekend and evening hours but will result in overtime charges.

Estimating down time for any project is difficult and actual down time may vary from the estimate during the course of a project due to many variables that are often unknown at the time the estimate is made. Network down time is required more than once during an installation in some situations. NBS attempts to estimate network down time in advance and pre-schedules down time with the Client when possible. Users can often still use their computers during scheduled network down time, but will not be able to access some or all of the network resources or services.

The estimated range of hours of network down time for this project is: 4-6 hours

Warranty

NBS will honor, in full, manufacturer's warranty on all hardware purchased from NBS. These often are carry-in warranties. NBS will provide warranty maintenance and service, on-site, at the client at no additional cost for the first 30 days of network operations, provided that payments due NBS from Client have been made in accordance with the terms of this agreement. Warranty service will be defined as any work to be performed by NBS as a result of an NBS caused problem. Warranty work will not include training support for users, problem resolution for anything other than an NBS caused problem, or problem resolution on any product that was signed off as operational after the NBS installation and subsequently failed during use by a non-NBS employee unless it is determined to be caused by the NBS installation. The first day of "network operation" will be established by mutual agreement and is intended to occur after the configuration and final testing of the base network have occurred. The base network is defined to include configuration of the file server, networking software, network cards and printers.

Warranty service will be provided by the manufacturer of each system component per their standard procedures. Actual costs, such as freight and labor, incurred in handling warranty work that are not reimbursed by the manufacturer to NBS will be billed to the client.

NBS will assume responsibility for correct and complete operation of software provided by NBS as per the terms and conditions stated in the software manufacturer's warranty and license agreement, but will not be responsible for their compatibility with the LAN or with software not supplied by NBS.

NBS will make a good faith effort to integrate items supplied by the Client into the proposed network. NBS makes no warranties, either expressed or implied, concerning compatibility of hardware or software supplied by the Client. NBS will not be responsible for any loss or corruption of data or program files and/or loss of production due to network installation or network failure.

NBS agrees to provide and Client agrees to purchase non-warranty services requested by Client at NBS' published rates. At Client's option, Client may purchase from NBS additional services such as scheduled maintenance, audits, hourly support, or weekly contract service.

NBS' warranties and assumed warranties do not extend to or include consequential or incidental damages suffered by Client by virtue of a defect in or failure of the network or of the software on the equipment attached thereto. NBS' warranties do not extend to or include software written by someone other than NBS.

Year 2000 Compliance Disclaimer

The issue of year 2000 compliance is complex and involves nearly every manufacturer and provider of computer related hardware, software, systems and services. NBS recommends that Client fully research the impact of year 2000 non-compliance and the problems specific to Client's organization. NBS expressly disclaims any responsibility to research; notify Client of potential year 2000 problems; or for non-compliance of Client's hardware, software or systems and including any resulting adverse impact. Client agrees that it has not relied on any representations outside this contract when deciding to enter this contract. Client further agrees that this disclaimer cannot be waived, deleted, changed or made unenforceable due to any oral agreements or advice received from any NBS employee unless a written waiver is made by the President of NBS.

Client acknowledges that NBS has no duty or obligation with respect to year 2000 issues and as such in the event that NBS is found liable to Client for a year 2000 issue, Client agrees it would be difficult to calculate and ascertain accurately and definitely the cost, damage, or injury that Client would sustain on a year 2000 issue either through some act or omission by NBS. As a result, the measure of liquidated damages (not a penalty) for any such breach shall be \$500. Client and NBS expressly acknowledge and agree that this provision on computation of damages constitutes a reasonable and good faith effort to establish a fair and equitable method of providing Client with a remedy for any such act or omission by NBS.

Restriction on Hiring Covenant

Client acknowledges the considerable cost and expense incurred by NBS for recruiting, evaluating, training and retaining its employees, the cost to NBS due to the dissemination of proprietary information by former employees, and the substantial

revenue lost by NBS when Client or a Client subsidiary or parent hires a current or recent employee of NBS. Accordingly, in consideration of the service provided by NBS, Client agrees that Client and all Client subsidiary or parent companies will not employ, in any capacity, any employee or former employee of NBS whose separation of employment from NBS has been less than one (1) year.

Client agrees it would be difficult to calculate and ascertain accurately and definitively the cost, damage, or injury that NBS would sustain from a breach by Client or Client subsidiary or parent company of the foregoing provision. As a result, the measure of liquidated damages (not a penalty) for any such breach shall be seventy-five thousand dollars (\$75,000) and will be due and payable by Client to NBS at the time of the breach of this provision. Client and NBS expressly acknowledge and agree that this provision on computation of damages constitutes a reasonable and good faith effort to establish a fair and equitable method of providing NBS with a remedy for any such breach of this provision.

Client and NBS agree the above provision does not apply to any employee discharged by NBS, provided said employee was not discharged for working or consulting for a client or competing business of NBS while employed by NBS.

Client agrees that in the event of a breach of this provision by Client or Client subsidiary or parent company, all attorneys fees incurred by NBS in the process of enforcing this provision and collecting the \$75,000 liquidated damages will be fully reimbursed by Client to NBS.

Change Order Process

All requests for services that are not specifically itemized in the Labor Estimate require a Change Order. Change Orders will include the scope of the work to be performed, a labor estimate of the work and the cost of any products to be purchased. All Change Orders must be signed by Client and NBS. All Change Orders will be considered attached to this contract as an addendum and subject to all the terms and conditions herein. NBS will attempt to estimate the total additional time and expense of each Change Order, but can make no guarantee as to the actual charges incurred. Change Orders may slow progress and cause a delay in the installation schedule.

Contact Information

To avoid confusion and to insure all issues are expedited, Client agrees that the contacts named below will have the decision-making authority for issues that may arise over the course of the project. These issues may include change orders, additional products, additions to the scope of work, and/or decisions that may impact users on the network.

Name of Client **Primary** Contact: Charlie Fannon

Name of Client **Secondary** Contact: John Cramer

The Primary Contact written above will be the first point of contact for NBS. NBS will only contact the Secondary Contact when the Primary Contact is unavailable and a decision is needed to avoid project interruptions and delays.

Project Sign Off

The NBS Project Manager will send a notification of project completion to Client at the end of the project. NBS considers a project complete when all tasks in the project plan have been completed and all deliverables turned over to the Client. The System Deliverables Document with Labor Estimate section of this contract as well as any Change Orders will be used as the guideline to determine project completion.

A project close out meeting will be held to determine if Client agrees that the project is complete. If there are tasks that are uncompleted by NBS, and such tasks are part of the project (included in project plan or change orders) then NBS agrees to complete such tasks. If all tasks are completed Client is expected to sign off the project as complete. If such signature is unreasonably withheld, NBS may bill Client for additional project management time.

Force Majeure

If performance of this Agreement or any obligation under this Agreement is prevented, restricted, or interfered with by causes beyond either party's reasonable control ("Force Majeure"), and if the party unable to carry out its obligations gives the other party prompt written notice of such event, then the obligations of the party invoking this provision shall be suspended to the extent necessary by such event. The term Force Majeure shall include, without limitation, acts of God, fire, explosion, vandalism, storm or other similar occurrence, orders or acts of military or civil authority, or by national emergencies, insurrections, riots or wars.

The excused party shall use reasonable efforts under the circumstances to avoid or remove such causes of non-performance and shall proceed to perform with reasonable dispatch whenever such causes are removed or ceased. An act or omission shall be deemed within the control of a party if committed, omitted, or caused by such party, or its employees, officers, agents, or affiliates.

Dispute Resolution

In the event any dispute or controversy arising out of or relating to this Agreement, the parties agree to exercise their best efforts to resolve the dispute as soon as possible. The parties shall, without delay, continue to perform their respective obligations under this Agreement which are not effected by the dispute. To invoke the dispute resolution process set forth in this paragraph, the invoking party shall give to the other party written notice of its decision to do so, including a description of the issues subject to the dispute and a proposed resolution thereof. Designated representatives of both parties shall attempt to resolve the dispute within five (5) working days after such notice. If those designated representatives cannot resolve the dispute, the parties shall meet at a mutually agreeable location and describe the dispute and their respective proposals for resolution to the CEO of Client and President of NBS, who shall act in good faith to

resolve the dispute. If the dispute is not resolved within 30 calendar days after such meeting, the dispute shall be submitted to arbitration.

Safeguarding of Client Data

Client is wholly responsible for the integrity and security of its data and programs. CLIENT will perform back up of all data and programs on a schedule that CLIENT believes is adequate. NBS will provide advice to CLIENT, should CLIENT ask, for frequency of back up and adequacy of restore procedures.

Confidential Information

All Information obtained or viewed by NBS which is marked or identified as CONFIDENTIAL by Client, in the conduct of operations hereunder will be strictly confidential and proprietary to Client. NBS shall not allow any person, other than a duly authorized representative of NBS, to have access to any of the data and shall take all necessary and reasonable precautions to prevent NBS's employees, officers, agents or subcontractors from disclosing any of the data to any unauthorized person except as may be required for the performance of this contract.

Amendment

This Agreement may be modified or amended if the amendment is made in writing and is signed by both parties

Severability

If any provision of this Agreement shall be held to be invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable. If a court finds that any provision of this Agreement is invalid or unenforceable, but that by limiting such provision it would become valid and enforceable, then such provision shall be deemed to be written, construed, and enforced as so limited.

Waiver of Contractual Contract Right

The failure of either party to enforce any provision of this Agreement shall not be construed as a waiver or limitation of that party's right to subsequently enforce and compel strict compliance with every provision of this Agreement.

Applicable Law

This Agreement shall be governed by the laws of the State of Alaska.

Agreement

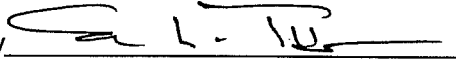
This agreement constitutes the entire agreement between Client and the NBS. There are no promises, terms, conditions, or obligations other than those contained herein; and this agreement supersedes all previous proposals, communications, representations, or agreements, either oral or written, between the parties on this subject.

With my signature below, I agree that I have authority to bind this organization to this contract and agree to the terms, conditions and estimated costs in this document.

The City of Wasilla, Client

**Compueaze, Inc d.b.a.
Network Business Systems (NBS)**

By _____

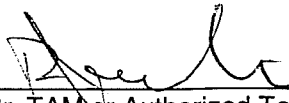
By 

Date _____

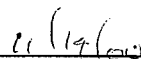
Date 11-15-00

Exhibit A: Hardware and Software Estimate

Item	Category	Description	Qty	Cost	Net
1	COW Server	PROLIANT DL380 P3-733 128MB 256K RACK 3U	1	\$3,786	\$3,786
2	Memory	128MB REG SDRAM DIMM 133MHZ	1	\$346	\$346
3	2nd Processor	P3-733 256K PROCESSOR OPTION KIT FOR DL380 ML350 ML370	1	\$871	\$871
4	RAID Controller	SMART ARRAY 431 CONTROLLER	1	\$872	\$872
5	Hard drives	9.1GB PLUGGABLE WIDE ULTRA3 SCSI 10K RPM UNIVERSAL DRIVE	4	\$522	\$2,088
6	Backup Soft.	UPG BACKUP EXEC NT/2000 8.5 E SGL SRV TO SRV	1	\$285	\$285
7	Remote Agent	BACKUP EXEC WINNT/2000 8.5 EFGSI REMOTE AGT NT OPT 1PK	1	\$180	\$180
8	Exchange Agent	BACKUP EXEC NT/2000 8.5 EFGSI EXCHANGE AGT	1	\$567	\$567
9	UPS expander	SMARTSLOT UPS INTERFACE EXPANDER	1	\$100	\$100
10	Serial Cable	INTERFACE LANTASTIC, LAN MANAGER, NW, OS/2 & NT CABLE	1	\$33	\$33
11	Drives	9.1GB PLUGGABLE WIDE ULTRA2 UNIVERSAL DRIVE	2	\$372	\$744
12	Tape Drive	20/40GB DAT DDS4 SCSI ULTRA2/LV SURESTORE DAT40E	1	\$1,415	\$1,415
13	Tapes	DDS4 20/40GB 155M DATA CART FOR DAT DRIVES SINGLE 1PK	30	\$32	\$960
14	Cleaning Cart.	DDS TAPE CLEANING CART SINGLE 50 CLEANINGS 1-PK	1	\$9	\$9
15	OS	MOL-5.0 WIN NT SVR 4.0 BUSINESS 5.0	2	\$661	\$1,322
16	Documentation	WIN NT 4.0 DOCUMENTATION	1	\$29	\$29
17	Media	WIN NT 4.0 MEDIA, DISK KIT CD	1	\$29	\$29
18	Backup	BACKUP EXEC NT/2000 8.5 E SRV ED	1	\$568	\$568
19	UPS	SMART-UPS 1000 RACK MOUNT	1	\$587	\$587
20	Monitor	COMPAQ 15IN/13.8V 28MM 1024X768 75HZ S510 SVGA	1	\$200	\$200
21	Switch	PROCURVE SWITCH 2524 MNG 24 PORT 10/100 W/2GB TRAN SLOTS	1	\$941	\$941
22	Keyboard	Keyboard w/ trackball, fits on shelf	1	\$181	\$181
23	Surgearrest	NETWORK SURGEARREST RACKMOUNT 9-OUT STRIP 15FT-CORD	1	\$94	\$94
24	Patch cables	15FT 10/100BT CAT5 PATCH RJ45M/RJ45M GRAY	5	\$6	\$30
25	Patch cables	3FT 10/100BT CAT5 PATCH RJ45M/RJ45M GRAY	5	\$4	\$20
					\$16,257



 Sr. TAM or Authorized Technician



 Date

Exhibit B: System Deliverables

NBS proposes to install and configure the hardware and software listed in Appendices A & C in the estimated amount of time shown. Every effort will be made to deliver services in this estimated time. Due to the number of unpredictable variables encountered with information systems, NBS can make no guarantee of the actual amount of time the client will be billed for services. NBS will make every effort to keep the client representative apprised of actual time versus estimated time.

Labor Estimate	Hourly	Total
Description	Hrs	Rate
LAN upgrade		
Technician/Engineer time between 8:00am - 5:00pm Mon. - Fri.	135.5	\$105
		\$14,227
Total Estimated Labor		\$14,227

The installation will specifically provide the following services:

- Assembly and installation of new network equipment, devices and patch cabling into new and existing racks, i.e. Servers, workstations, UPS, DAT, switches
- Server/workstation unpacking and inspection
- Installation and configuration of new NT server at City Hall to support existing and future HTE Applications
- Migration of existing data to new servers
- Installation and configuration of NT file and print server at Police Dept.
- Installation and configuration of DAT drive to support backup of new file and print server at Police Dept.
- Installation and configuration of Antivirus software on server at Police Dept.
- Configuration and testing of storage management software
- Configuration of new server at City Hall for BDC
- Install and configure new DAT drive at City Hall
- Configuration of workstations to connect to APSIN application
- Coordination with Spectrum Wireless for testing and connectivity
- Project management
- Update The City of Wasilla's and the Police Department's Network Documentation Binders
- Basic Admin – User training for Storage Management

No services will be performed other than what is specifically itemized above in the labor estimate. Additional services, requests for technical expertise, and/or any duty not specifically itemized in the Labor Estimate will require a Change Order. Services that are not included in the Labor Estimate and will not be performed by NBS include but are not limited to the following list:

- Installation, configuration, troubleshooting, warranty or training of any products or services not supplied by Network Business Systems
- Support, Warranty or Training of HTE Software
- Installation, configuration, troubleshooting, warranty or training of devices or services provided by Spectrum Wireless or Dept. of Public Safety
- Testing, terminating or installation of network cabling to support network devices

Fred Bauer

Fred Bauer, NBS Design Engineer

11-14-00

Date

For Fred Bauer

Exhibit C: Client Supplied Products/Services

Client agrees to supply the following products and/or services listed below and will be responsible for delivering these items on or prior to the project commencement date or the date written below, whichever is sooner. Should any of the items below not be delivered by the date, Client acknowledges that this may delay the project commencement, increase the number of estimated hours to complete the project, or cause the project to be rescheduled to a later date. These events will define a Client caused delay and may be billable. **Client will supply or deliver the following items by the date written below:**

Client supplied new Hardware/software	Date required
1) Router for APSIN circuit	11/24/00
2) Wireless routers	11/24/00
3) Certified telecom rack installed in server room	11/24/00
Client services to have installed or delivered	Date required
1) Certified Category V wiring installed, tested and terminated	11/24/00
2) All data drops home run to cable management in rack	11/24/00
3) Additional power outlets in server room	11/24/00
4) Furniture installed i.e. desk, cubicles w/ cable management, etc.	11/24/00
5) Wireless routers and cabling installed and configured for connectivity	11/24/00

Exhibit D: Estimated Travel and Other Expenses

NBS performs work outside of Anchorage on a time and materials basis and passes along direct expenses associated with traveling, lodging and living in the community where the project is located. While all efforts are made to estimate these expenses, the actual expense may vary due to factors such as availability of specific lodging, rental cars, flights, etc.

NBS will book fares that allow for flight schedule changes with no prior notice or additional charge. This is necessary due to our inability to precisely predict the length of a project engagement and to reduce travel costs to Client. NBS will charge actual expenses for airfare.

Travel time

\$55 per hour travel time will be charged per technician to and from the Client site. Travel time will start from the time the technician leaves the building in Anchorage until he/she arrives on site and likewise for travel back to Anchorage. Travel delays once the technician has departed Anchorage due to weather or any other reason will also be charged to the Client at \$45 per hour.

Incoming freight

Client is responsible for all transit costs of product. Any costs incurred by NBS will be billed to client.

Delivery service

Client is responsible for all transit costs of product. Any costs incurred by NBS will be billed to client. Customer may use freight company of their choice if preferred.

Estimated Total

Estimated Travel and Other Expenses	
Travel time	\$2,750
Incoming freight	\$0
Delivery service	\$60
Estimated Total	\$2,810

Exhibit F: NBS Project Delivery Methodology

NBS Personnel

Technical Account Manager: Jeff Shutt

Your primary contact regarding project delivery issues will be the Project Manager. Your Technical Account Manager will fill a support role during the project and will be kept informed on the progress of your project in weekly project update meetings with the Project Manager or when the Project Manager requests his or her assistance.

Project Manager: Jill Harter

Your project is assigned a project manager who is accountable to you and to NBS for managing the delivery of your project. The project manager is in charge of managing the technicians who report to your site and the work that they perform. It is the project manager's responsibility to see that your project is delivered on time, and that status problems, questions and issues are communicated to you in a timely manner. You can expect the project manager to:

1. monitor each task in the project plan
2. coordinate logistics
3. assign and allocate resources necessary to complete your project on schedule
4. have accurate and up-to-date information on how your project is progressing
5. request from you change orders for out-of-scope work that is not detailed in the project plan
6. communicate with you regularly to give you status reports or to inform you when unexpected issues have arisen
7. report to you any other important information that pertains to your project

Project Engineer(s): Kevin Matthews

The project engineer will execute your project tasks and will be the person you see on-site. They will have received a detailed briefing in a project kick off meeting. You can expect the following from them:

1. to perform the tasks in the project plan and change orders when approved;
2. to escalate technical and logistical issues quickly;
3. to track tasks accomplished and report these to the project manager.

Project Delivery Strategy

Each NBS project is comprised of four parts, which include;

1. Project Kick-off Meeting
2. Project Plan
3. Weekly Project Status Meetings
4. Project Sign-off / Closure Meeting

Project Kick-off Meeting

Each project is kicked off with an internal NBS meeting between the Project Manager, the Technical Account Manager, the Design/Consulting Engineer, the Project Engineer(s), and other NBS employees as necessary prior to the date the project is scheduled to commence. All information on the project is communicated and shared among the team and the delivery strategy and tactics are discussed.

Project Plan

A project plan will be developed in Microsoft Project prior to the start of your project. It will be used by the Project Manager to track every task in the project and the expected time for completion. This plan is updated daily by the Project Manager and is used to track estimated hours against actual hours. This provides a current forecast of total project hours and completion dates.

Weekly Project Status Meetings

A weekly meeting is held at NBS and is attended by the Project Manager, the Technical Account Manager, the Director of Sales and Marketing, the Director of Technical Service, and the NBS Dispatcher(s). This is our primary tool to keep management and team members up to date on all projects. All project issues are discussed during this meeting and resources are allocated accordingly.

Project Sign-off / Closure Meeting

Every project officially ends with a close out meeting. This meeting will include the Client, Project Manager, Technical Account Manager, and others as requested by Client or Project Manager. A project completion sign-off letter will be presented for Client signature. NBS will confirm the project deliverables, confirm that all tasks in the project plan have been completed, and will report the total hours. The Technical Account Manager will resume as your primary contact in the future.

Spectrum Wireless, Inc.

260C Denali Street

Suite 100

Anchorage, AK 99503

(907) 272-1066

Price Quote

DATE	Price Quote #
5/1/2000	2179

NAME / ADDRESS
City of Wasilla

PROJECT

ITEM	DESCRIPTION	QTY	RATE	DISCOUNT	TOTAL
2011DS Routers	2011DS Routers	2	2,395.00		4,790.00
2011 Peripheral	Wireless bridge	1	2,395.00		2,395.00
2011 Peripheral	Smart amplifier	1	699.00		699.00
2011 Peripheral	High gain directional antennas, 24 dBi	2	205.00		410.00
2011 Peripheral	TA-2305H-antenna T.A.	1	1,245.00		1,245.00
2011 Peripheral	Coaxial Cable kit #1	1	185.00		185.00
2011 Peripheral	Coaxial cable kit #2	1	225.00		225.00
<p>Notes:</p> <p>1. This price quote does NOT include installation. This equipment must be professionally installed, per FCC regulations. Installations average about \$300 per antenna.</p> <p>2. re: the long coaxial cable run for the antenna at the city's office, which was contracted out to Raven Electric. They ran Heliac to the antenna. We recommend they use the same type of Heliac that was used on the existing antenna.</p>					
TOTAL					\$9,949.00