



Statement of Work

Network Refresh

Presented to:



DJUSD

DAVIS JOINT UNIFIED
SCHOOL DISTRICT

Submitted:

March 9, 2020

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INTRODUCTION

Quest Technology Management (Quest) is pleased to provide this Statement of Work (SOW) to Davis Joint Unified School District (Client). This SOW sets forth Quest's agreement to provide consulting services, as further set forth below. The content of this SOW is based on Quest's current understanding of Client's business objectives and requirements.

1. DESCRIPTION OF SERVICES

Client has requested Quest professional Services to setup up a new PAN Firewall and three switches. The Client currently uses a PAN Firewall in place and this will be a hardware refresh. The PAN will be setup as a one-to-one mirror of the current firewall provided features have not changed. Any modifications to the configuration will be considered out of scope. The PAN will be installed in parallel to the current connection and then cutover.

Quest will also refresh three end-of-life Cisco Switches. The switches will be configured one-to-one to mirror existing switches. Any modifications to the configuration will be considered out of scope. All work will be performed on equipment located at the Client's headquarters site on B Street in Davis, California.

Firewall: One (1) PAN-5220

Switches: Three (3) Cisco 9300 48 Port (Stacked) and two (2) 9300 24 Port

Please note: The Client will install and cable the firewall and switches.

2. PROJECT SCOPE

- Kickoff call to determine scheduling/logistics
- Remote engineering call to review Client's current firewall/internet current installation
- Review tasks and dependencies for cutover
- Perform configuration of firewall.
- Cutover firewall
 - Client will transfer cables/connections during cutover

- Perform configuration on switches
- Cutover to new switches
 - Client will transfer cables/connections during cutover

Deliverables to be provided as part of this Statement of Work:

- Installations of new firewalls and switches

Items NOT included within this Statement of Work:

- Rack installation/cabling needed to replace firewall and switches
- Redesign of network or reconfiguration of firewall or switches.
- Telecom circuit turn-up or troubleshooting
- HA failover
- Remediation of any issues found with existing infrastructure
- OEM support calls for OEM software/hardware defects
- Hardware, software, licensing, and SSL certificates needed to complete the work
- Security Policy
- VPN configuration and/or changes
- Any intrusion protection services configuration
- Alert configuration and/or configuration management systems
- Documentation of any existing networks
- Protected and commercial power configuration

3. CLIENT'S RESPONSIBILITIES:

- Access to systems and staff necessary to the project.
- Access to any existing documentation that may contribute to the success of the project.
- Rack and cable PAN Firewall.
- Rack and cable switches.
- Provide hands for remote engineer.
- All cabling

4. ASSUMPTIONS

- Individuals within Client will be available to the Quest team for historical information pertaining to the current environment.
- Individuals within Client will be available to Quest to provide any input necessary to best understand the current environment as well as the strategic and/or future business needs of Client.
- Client must notify Quest's project manager of any schedule changes within five (5) business days of any scheduled activity. Scheduling changes and/or cancellations made after this five (5) day window shall be subject to out-of-scope hours being charged to the project.
- Client changes and/or deviations from the assumptions made under this SOW that arise during the performance of services will affect the schedule, fees, expenses, tasks and/or effort required for Quest to complete the services.
- Correction and tracking of OEM vendors hardware or software errors will be considered outside the scope of this contract.

5. PRICING

Quest proposes to deliver the services described above for the rates set forth below.

DESCRIPTION	COST
Network Refresh	\$15,795.00
TOTAL†:	\$15,795.00

This quote is valid for 30 days after March 9, 2020.

†This is an estimate of the time and cost to complete the objectives previously described; however, it is not a guarantee that the work can be completed in the estimated time.

The total cost of this project will not be exceeded, unless otherwise agreed to by both parties via the Project Addendum Process as described herein.

6. PAYMENT TERMS

- Quest requires a signed SOW prior to the scheduling of the Project.
- Client will be invoiced 50% on signature of contract and 50% upon completion of the project.
- Quest requires a hardcopy purchase order from Client for all consulting services rendered pursuant to the SOW.
- All payments are due upon receipt of invoice. Payments received later than twenty (20) days after invoice shall accrue interest at 10% per annum. Client agrees that any late or missed payment is a material breach of this SOW.
- All payments to Quest shall be net of all taxes, charges, and other fees. Client shall be solely liable for and shall pay any state or local tax, fee, charge, or surcharge payable for services that are subject to such imposition.
- The initial kickoff will occur within 15 business days of contract approval, signing, and issuance of purchase order from Client.
- This SOW is based on dispatch Monday – Friday, 8:00 am – 5:00 pm schedule, and any deviations from this agreed upon schedule will be discussed and agreed to by both parties prior to initiation. Rates may be increased for services outside of this schedule.

7. INDEMNIFICATION

- 7.1. Quest agrees to defend, indemnify, and hold harmless Client and any of its directors, managers, officers, agents, employees, assigns, and successors in interest from and against all suits and causes of action, claims, losses, demands, and expenses, including but not limited to, attorneys' fees and cost of litigation, damage or liability of any nature whatsoever, (i) for death or injury to any person including Quest employees and agents, or damage or destruction of any real or tangible personal property of either party hereto or of third parties, to the extent arising from the negligent acts, error or omissions, or willful misconduct incident to the performance of this SOW by Quest or its subcontractors, or (ii) resulting from the breach by Quest of its obligations under this SOW, except in each case to the extent resulting from the negligence or willful misconduct of Client, or any of its directors, managers, officers, agents, employees, assigns, and successors in interest.

- 7.2.** Section 7.1 shall apply with respect to a disclosure of “confidential information” only to the extent such disclosure is the result of actions predominantly attributable to Quest or its subcontractors. The provisions of the paragraph survive expiration or termination of this contract.

Neither Quest nor its subcontractor of any tier shall be held liable under these sections (7.1 and 7.2) for more than \$10,000.00 or as defined in the limitation of liability section (paragraph Limitation of Amount of Liability), whichever is less.

8. PERSONNEL

Client will be notified, in writing, of any changes to the local personnel assigned to this engagement. If a Quest-assigned employee is unable to perform due to illness, resignation, or other factors beyond Quest’s control, Quest will make every reasonable effort to provide suitable substitute personnel. Any substitute personnel will meet all requirements and must be approved by Client.

9. TRAVEL AND EXPENSES

- Unless otherwise specifically agreed to in writing by Quest, all travel and expenses are not included in the fees and will be billed separately. Quest will use commercially reasonable efforts to travel as efficiently and cost-effectively as possible given timing and travel requirements. Valid expenses typically include, but are not limited to, parking, meals, lodging, photocopying, communication costs, transportation, gasoline, cabs, ride sharing, airfare, mileage, and automobile rental.

10. RESPONSIBILITIES OF PARTIES

Quest agrees to:

- A. Designate a person to whom all project communications may be addressed and who has the authority to act on behalf of all Quest services. This person will review the SOW and associated documents with Client, thereby ensuring the clear understanding of responsibilities for both parties.
- B. Identify a project coordinator for the overall project and provide project management for all activities associated with the project.
- C. Comply with all applicable Client policies and procedures, including, but not limited to, Client’s project management office guidelines.

- D. Return all Client property, including security badges, prior to the termination of the agreement.

Client agrees to:

- A. Designate a person to whom all Quest communications may be addressed and who has the authority to act on behalf of all Client services. This person will review the SOW and associated documents with Quest, thereby ensuring the clear understanding of responsibilities for both parties.
- B. Provide information regarding the business structure of Client, as required, so Quest can provide services and fulfill its responsibilities under this SOW. Client further agrees to schedule the availability of appropriate personnel for interviews as required by Quest.
- C. Provide timely review and approval of Quest information and documentation in order for Quest to perform its obligations under this SOW.
- D. If Client does not specifically state in writing to Quest a failure of task, deliverable, or service to meet its satisfaction within five (5) business days of delivery, the task will be deemed accepted.

11. PROJECT DELIVERY METHODOLOGY

An especially important aspect of all Quest deliverables is the utilization of a delivery methodology that serves as a guide to support the activities of this project. The methodology must be comprehensive yet flexible and work “within” the Client’s business.

Quest’s methodology is a system of methods and principles supported by tools that will help Client implement a solution tied directly to business objectives. The Quest methodology spans the following areas: strategy/planning, design, implementation, and measurement. It also encompasses infrastructure architecture, performance, security, and management. Quest defines and manages the interplay between various stakeholders and is supported by individuals highly capable in project management. Quest’s methodology ensures consistent delivery and provides repeatable processes for Client.

The methodology is structured to include four key phases:

- **Strategy/Planning** – Links business strategy and key business initiatives to infrastructure requirements and defines high-level conceptual architecture to enable these requirements.
- **Design** – Develops detailed, integrated architectures and designs for security, infrastructure, performance, and management. Selects technologies and vendors.

- **Implementation** – Procures, tests, stages, and implements solutions at the Client’s site. Confirms that the solution meets the business strategy and design. Knowledge is transferred to Client.
- **Operation/Measurement** – Identifies Client’s business or service level specification and measures actual performance to determine its ability to effectively meet these predetermined requirements. Recommends and implements infrastructure changes to ensure expected business metrics are met.

The methodology encompasses the following domains:

- **Architecture** – Assesses the overall (current and/or planned) implementation of the system and its ability to meet service requirements.
- **Performance** – Assesses the performance of the system in terms of latency, capacity, and ability to deliver prompt, efficient service.
- **Security** – Assesses the security of a system in terms of integrity and confidentiality of information, and the ability of the system to avoid, detect, and respond to accidental or intentional intrusions.
- **Management** – Assesses the capabilities to configure, monitor, and control the operation of an existing system to maintain service requirements.

12. PROJECT ADDENDUM PROCEDURES

Client or Quest may request changes to this SOW at any time. Because such changes may potentially affect the cost, schedule, or other critical aspects of the project, both Client and Quest must approve such project addendums prior to their implementation. The following project addendum procedure will be used except as superseded by mutual agreement or other binding procedures:

- A. A Project Addendum (PA), form in a format acceptable to both Client and Quest will be the vehicle for communicating change.
- B. A PA must describe the requested change, the rationale for such change, and any anticipated effects from the change on the contract and/or the work performed under the contract.
- C. When a PA is issued by Client, delivery of the PA to Quest constitutes authorization by Client for additional hours and cost incurred by the information technology consultant to investigate the PA.

- D. Client and/or Quest must complete all reviews and officially approve or reject an issued PA within five (5) business days of receipt.
- E. Resolution of open issues concerning the definition, submission, acceptance, rejection, or implementation of all PAs will occur via a mutually selected and approved process.
- F. Rates for services performed outside of those specifically described in this document are outlined in [Attachment A](#).
- G. In the event the SOW is suspended, terminated, or abandoned, Quest is entitled to submit an invoice to Client for an equitable adjustment to any outstanding milestones payments, payments or costs incurred, for any work performed toward the implementation of the SOW.

13. POINTS OF CONTACT

Quest Primary Contact:

Andrew Samms – Account Manager

Email: Andrew_Samms@questsys.com

Phone: 916-338-7070

Quest Secondary Contact:

Dave Montano – Technical Consultant

Email: Dave_Montano@questsys.com

Phone: 916-609-8092

14. CONFIDENTIALITY

Quest agrees that Quest and its agents and personnel may have access to confidential and proprietary information and materials belonging to or disclosed by Client, whether disclosed electronically, orally, in writing, or by display, which are not generally disclosed to or known by the public, concerning or pertaining to the business of Client, including, without limitation, trade secrets, data, reports, methods, techniques, procedures, processes, methodologies, forecast, plans, employee information, and Client information, and that such information is commercially valuable to Client or is otherwise confidential and proprietary to Client (“confidential information”). Confidential information shall not include any information to the extent that it (i) is or becomes a part of the public domain through no act or omission on the part of Quest; (ii) is disclosed to third parties by Client without restriction on such third parties:

(iii) is in Quest's possession, without actual or constructive knowledge of an obligation of confidentiality with respect thereto, at or prior to the time of disclosure under this SOW; (iv) is disclosed to Quest by a third party; (v) is independently developed by Quest without reference to the disclosing party's confidential information; or (vi) is released from confidential treatment by written consent of Client. Quest agrees that nothing in this SOW grants to it any license, right, title, or interest in or to the confidential information, except as expressly set forth herein. Client reserves all rights to its confidential information not expressly granted in this SOW. Quest agrees to use confidential information solely for the purposes of this SOW and pursuant to the terms of this SOW and for no other purpose whatsoever. Quest agrees to hold such information in the strictest confidence. Quest shall use reasonable efforts to protect the confidentiality of Client's confidential information, treating it as Quest would its own confidential information of a similar nature and value. Quest agrees to provide Client with such further assurances as reasonably requested by Client from time to time.

15. NON-SOLICITATION

15.1. Quest. During the term and for a period of one (1) year thereafter, Quest agrees not to hire, solicit, or attempt to solicit the services of any employee or subcontractor of Client without the prior written consent of Client. Violation of this provision shall entitle Client to assert liquidated damages against Quest equal to one (1) year of billable engineering time or \$50,000.00, whichever is greater.

15.2. Client. During the term and for a period of one (1) year thereafter, Client agrees not to hire, solicit, or attempt to solicit the services of any employee or subcontractor of Quest without the prior written consent of Quest. Violation of this provision shall entitle Quest to assert liquidated damages against Client equal to one (1) year of billable engineering time or \$50,000.00, whichever is greater.

16. INDEPENDENT CONTRACTOR STATUS

Parties agree that Quest is an independent contractor providing professional services and not an employee, agent, joint venture, or partner of Client. Nothing in this SOW, nor in a course of dealing between the parties, shall be interpreted or construed as creating the relationship of employer and employee, principal and agent, joint ventures, or partners between Quest and Client and/or its personnel. Neither party shall have any right, power, or authority, expressed or implied, to bind the other.

17. LIMITATION OF LIABILITY

In no case shall either party's maximum liability arising out of this agreement, whether based upon warranty, contract, negligence, tort, strict liability, or otherwise, exceed in the aggregate, the actual payments received by Quest during the six (6) months preceding the event giving rise to any claim.

In no event shall either party be liable for: (i) indirect, special, incidental, or consequential damages, including, but not limited to, loss of profits, loss of revenues, loss of opportunities, loss of data, or loss of use damages, arising out of this agreement, even if the party has been advised of the possibility of such damages, or (ii) damages relating to any claim that arose more than one (1) year prior to the institution of suit thereon.

18. GENERAL PROVISIONS

This SOW represents the entire understanding between Quest and Client with respect to the engagement, the Consulting Services and Quest's engagement hereunder, and all prior discussions, agreements, and understandings are merged herein. In the event that either party institutes any lawsuit or other formal legal action to enforce its rights under this SOW, the prevailing party shall be entitled to an award of all costs incurred thereby, including reasonable attorneys' fees. This SOW shall not be assignable (other than pursuant to a merger or otherwise by law) without the other party's prior written consent. This SOW shall be governed by and construed in accordance with the laws of the State of California without regard to such state's principles of conflicts of laws. This SOW may be amended, modified, or supplemented only by written instrument executed by each of the parties hereto. Any legal proceeding by a party to enforce any provision of this SOW or arising out of this SOW must be brought in the California Superior Court in the County of Sacramento or the United States Court for the Eastern District of California, as applicable, and each party consents to the jurisdiction of such courts and waives any objection to the venue laid therein. This SOW may be signed in counterparts, and both counterparts shall collectively be deemed one and the same document. Signatures delivered electronically or by facsimile shall be deemed to be original signatures for all purposes.

19. ACCEPTANCE

The pricing contained in this SOW shall remain valid for 30 days from the date of delivery. Prior to beginning work, Quest requires this SOW to be signed by an authorized representative of Client and a purchase order issued to cover the costs as outlined. **Upon signature, please email signed document to Dave_Montano@questsys.com.**

Signature below denotes agreement to and approval by authorized representatives for the execution of this proposal:

Davis Joint Unified School District:

QUEST:

Signature: _____

Signature: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Contract/PO#: _____

ATTACHMENT A – RATE SCHEDULE

In addition to the amounts set forth above, any technical support provided by Quest in connection with the services shall be billed by Quest on a time and materials basis pursuant to the following rate schedule.

- All fees are in US Dollars.
- Incident Response as well as data and/or application migration services are available upon request for an additional fee/cost.

Remote (Quest NOC) Support (1 hr. min, billed in 15 minute increments)

Cable Plant at Quest Data Center	\$85 per hr.
Desktop/Printer	\$85 per hr.
Project Coordinator	\$95 per hr.
Video Surveillance, Access Control	\$110 per hr.
Audio/Video, Video Conferencing	\$110 per hr.
Engineering Consultant	\$185 per hr.
Program or Project Manager	\$155 per hr.
Sr. Engineering Consultant	\$210 per hr.
Engineering Architect Consultant/Application Architect Consulting	\$225 per hr.
Security Incident Emergency Response Resource	\$275 per hr.

On-Site Scheduled Support (8 hr. min, scheduled 24 hrs. in advance)

Data Cabling	\$95 per hr.
Desktop/Printer	\$90 per hr.
Project Coordinator	\$100 per hr.
Video Surveillance, Access Control	\$125 per hr.
Audio/Video, Video Conferencing	\$125 per hr.
Engineering Consultant	\$195 per hr.
Program or Project Manager	\$160 per hr.
Sr. Engineering Consultant	\$225 per hr.
Engineering Architect Consultant/Application Architect Consulting	\$250 per hr.
Security Incident Emergency Response Resource	\$275 per hr.

After Hours Technical Support (4 hr. min, less than 24 hr. notice and/or after hrs./weekends)

Data Cabling	\$110 per hr.
Desktop/Printer	\$130 per hr.
Video Surveillance, Access Control	\$150 per hr.
Audio/Video, Video Conferencing	\$175 per hr.
Router, Switch, Server, or Storage	\$230 per hr.
Sr. Engineering Consultant	\$275 per hr.
Engineering Architect Consultant/Application Architect Consulting	\$295 per hr.

- Emergency Incident Threat Response Services - billed per hour with minimum amounts determined at time of incident:
 - Immediate response to threat
 - Assess your security posture against the threat
 - Determine the level of effort required to protect Clients assets
 - Work to prevent, detect, and respond to incidents
 - Identify and mitigate complex security vulnerability
 - Provide risk analyses and recommendations for threat eradication
 - Provide forensic analysis to determine extract threat vector
- Professional Service engagement(s) or project(s) engagements are subject to rates listed in any separate engagement document(s). Please contact the Quest account manager, technical consultant, or service manager for engineering rates.
- Quest reserves the right to adjust technical support rates.

Davis Joint Unified School District Form 470 #200016535 Attachment A

Davis Joint Unified School District, 526 B Street, Davis, CA 95616

Make	Part #	% Erate Eligible	Recurring Charge?	Qty	Unit Price	Total Price	8.25% Tax	Shipping
Palo Alto or equivalent	PAN-PA-5220-AC	100	NO	1	\$ 42,000.00	\$ 42,000.00	\$ 3,465.00	\$ 100.00
Palo Alto or equivalent	PAN-SVC-PREM-5220 Premium support year 1, PA-	100	YES	1	\$ 9,000.00	\$ 9,000.00		
Palo Alto or equivalent	PAN-PA-5220-DNS	100	YES	1	\$ 8,500.00	\$ 8,500.00	\$ 701.25	
Palo Alto or equivalent	PAN-PA-5220-TP	100	YES	1	\$ 8,500.00	\$ 8,500.00	\$ 701.25	
Palo Alto or equivalent	PAN-PA-5220-URL4	100	YES	1	\$ 8,500.00	\$ 8,500.00	\$ 701.25	
Palo Alto or equivalent	PAN-PA-5220-WF	100	YES	1	\$ 8,500.00	\$ 8,500.00	\$ 701.25	
Professional Services	Installation and Configuration	100	NO	1	\$ 8,750.00	\$ 8,750.00		
Cisco or equivalent	C9300-24U-A	100	NO	2	\$ 2,964.70	\$ 5,929.40	\$ 489.18	\$ 100.00
Cisco or equivalent	CON-SNT-C93002UA	100	YES	2		\$ -	\$ -	
Cisco or equivalent	C9300-NW-A-24	100	NO	2		\$ -	\$ -	
Cisco or equivalent	S9300UK9-169	100	NO	2		\$ -	\$ -	
Cisco or equivalent	PWR-C1-1100WAC-P	100	NO	2		\$ -	\$ -	
Cisco or equivalent	PWR-C1-1100WAC-P/2	100	NO	2	\$ 874.00	\$ 1,748.00	\$ 144.21	
Cisco or equivalent	CAB-TA-NA	100	NO	2		\$ -	\$ -	
Cisco or equivalent	C9300-SSD-NONE	100	NO	2		\$ -	\$ -	
Cisco or equivalent	STACK-T1-50CM	100	NO	2	\$ 46.00	\$ 92.00	\$ 7.59	
Cisco or equivalent	CAB-SPWR-30CM	100	NO	2	\$ 43.70	\$ 87.40	\$ 7.21	
Cisco or equivalent	C9300-DNA-A-24	100	YES	2		\$ -	\$ -	
Cisco or equivalent	C9300-DNA-A-24-3Y	100	YES	2	\$ 924.60	\$ 1,849.20	\$ 152.56	
Cisco or equivalent	PI-LFAS-T	100	NO	2		\$ -	\$ -	
Cisco or equivalent	PI-LFAS-AP-T-3Y	100	NO	2		\$ -	\$ -	
Cisco or equivalent	NETWORK-PNP-LIC	100	NO	2		\$ -	\$ -	
Professional Services	Installation and Configuration	100	NO	1	\$ 7,400.00	\$ 7,400.00		

HARDWARE/LICENSING SUBTOTAL	\$ 94,706.00
INSTALLATION SERVICES SUBTOTAL	\$ 16,150.00
TAX SUBTOTAL	\$ 7,070.75
SHIPPING SUBTOTAL	\$ 200.00
TOTAL PROJECT COST	\$ 118,126.75