A Council Workshop was held in the Council Chambers and called to order by Mayor Tom Nelson at 6:30 p.m. on August 13, 2019.

COUNCIL MEMBERS PRESENT:

___ Emelie Eaton	_x_ Heidi Sparks
___ Bruce McGee	___ Richard Herr
_x_ Scot Stokes	_x_ Irv Wilke
_x_ Richard Klose	_x_ Bill Mountsier

OTHERS PRESENT:

Bethany Langve, Clerk/Treasurer
Nick Altonaga, City Planner

Public Input:

Nancy Cummings, 4123 Rangeview Dr. Billings, asked about the street repairs on W. 11th Street. It has been coned off since April. She cannot rent with the streets in disrepair and doesn't want to lose rental income. Kiwanis Park also has people hanging out at the park. She questioned why the Police do not do anything about the people there.

Mayor Nelson stated he would have the Public Works Director call her regarding the streets and speak to the Police Chief regarding the park.

Executive Review

1. Appointments of Sarah Gallup to the Laurel Volunteer Ambulance Service.

   Mayor Nelson stated that both Rylie and Sarah were unable to attend tonight's meeting. Sarah comes with an extensive medical background.

2. Resolution - A Resolution Authorizing and Approving an Employment Contract Between the City of Laurel and Nicholas Altonaga, who Shall Serve as the City Planning Director for the City of Laurel.

   Mayor Nelson stated that the City Planner came to the City approximately six months ago. The plan was for him to become the Planning Director within two years of his date of hire. He feels that the City Planner is capable of being the Planning Director now. Two employees are currently reporting to the Public Works Director that should be reporting to the Planning Director. The Planning Director can then delegate work during the downtimes. There is some training the Planner needs to complete and will do

so as the opportunities become available. He is very involved in his role as City Planner.

It was questioned if the City would be hiring a Planner to fill the current job role or would Mr. Altonaga be doing everything. It was clarified that Mr. Altonaga would be doing all work associated with Planning at this time. He does have the ability to pass some tasks onto the employees in the Planning Department.

3. Resolution - Resolution of the City Council Approving a Small Grant Program Proposed by the Laurel Urban Renewal Agency

Nick Altonaga, City Planner, stated that this is a general idea for a small grant program. Currently, there is the Façade/Signage, Technical Assistance, and Large grant programs. The small grant program would be the same scope of work as the large grant program, just on a smaller financial scale. The max award amount would be 5k.

It was questioned what the yearly budget would be for this grant. It was clarified that the cap would be 5k per project. The Planner and C/T would decide the overall budget for the grant program each year. There is flexibility with that. The number of projects that fall into the small grant program is very minimal.

A Council Member expressed their concern with people applying for multiple grants and taking advantage of the system. It was clarified that this program is intended to fill the caps with the current programs. The Façade and Technical Assistance grants are very restrictive. In the past, there have been projects that fall to the bottom of the Large grant program based on the project's size. This program would be a better fit and not penalize an applicant with a smaller project. This is the first draft; if Council would like additional stipulations, those can still be added. Will add language that if you apply for one, you cannot apply for the other, Large/Small grant programs. We can also add one Small grant per project every two years.

4. Resolution: A Resolution Approving The Annexation Of Lot 18 Nutting Brothers Subdivision 2nd Filing And Lots 19-25 Nutting Brothers Subdivision 3rd Filing, As An Addition To The City Of Laurel, Montana.

Nick Altonaga, City Planner, stated this is a follow up to when he started here. They wanted to be annexed into the City, but the Public Works Director identified issues on the plat that needed to be addressed first. Performance Engineering has provided a title guarantee, so those issues have been resolved. The Yellowstone County Attorney has signed off on the title guarantee. He stated he has worked with Scott at Performance Engineering to update the annexation agreement. The City Attorney has also signed off on this as well. He is comfortable in moving this forward.

It was questioned if Eleanor Roosevelt Dr was the issue. It was clarified that the road was part of lot 25 and will be included in the annexation agreement as dedicated to the public.

5. Resolution - Resolution Approving the Final Plan and Annexation of Regal Community Park, Legally Described as Nutting Bros 2nd Filing, S10, T02S, R24E Lots 7&8, an Addition to the City of Laurel, Montana

   Nick Altonaga, City Planner, stated Regal Park has been under discussion for a few years not. Preliminary conditions have been met. Can move forward with officially annexing into the City. The final plan has been updated. The Public Works Director has reviewed that plan. The City has received the signed annexation agreement and waiver. They have gone through all the conditions and only have annexation and dedicated rights of ways left, which will happen upon annexation into the City.

6. Resolution - Resolution relating to up to $41,000 Special Improvement District No. 119 Bonds

   Bethany Langve, Clerk/Treasurer, stated that the Council made the district and now gets to sell the bond. This resolution allows the Mayor to sell the bond. The City cannot enter into debt without Council permission. Being so close to passing the budget need to be proactive to get these on the tax rolls. Council will notice the assessment amount is less than before. The City. School and one property owner prepaid their assessments upfront.

7. Resolution - Resolution Relating to Special Improvement District No. 119 Preliminary Levy of Special Assessments on Property Within the District for the Purpose of Financing the cost of Certain Local Improvements

   This resolution goes hand in hand with the previous agenda item. Since this is a new assessment, the City has to tell the public that it intends to put these assessments on the tax rolls. This resolution is just that, the intention to put these assessments on the tax rolls. In September Council will have a resolution to approve and place on the tax rolls.

8. Resolution - A Resolution Accepting the Proposal Submitted by High Point Networks to Provide the City's Voice Over Internet Protocol (VOIP) Service and Support Services and Authorizing the Mayor to Execute a Contract With High Point Networks for Such Services.

   City Staff has been working on this project for the last year. The Mayor had requested the return on investment. That figure took a while to calculate. The last page of the attached proposal states the total cost. Everything else is a one-time fee. Training is included in the estimate. The City will save approximately $2400 per month, moving to VOIP. It will take approximately three years to see the return on investment. The City will keep some analog lines should there be a disruption in internet service. The equipment should last about 10-12 years before needing to be replaced. Those replacements will be budgeted for as needed. The phone lines have not been updated since 1973; they are very costly to maintain.

Council noticed the point of contact person is listed as Mr. Lurker. It was questioned if that will be updated. It was clarified that it would be updated.

It was questioned what warranty there is for this system. All warranty information is on the third page from the end of the attached proposal.

It was questioned how long after approval will the VOIP system be up and running. It was stated it would take 30 days once the equipment is delivered.

Council Issues
  9. Discussion regarding the Fiscal Year 2020 Street Maintenance Assessment

Mayor Nelson brought this item forward. Through MCA and LMC, there is a mechanism that allows the Public Works Director to identify the figure needed for repairs each year. The Clerk/Treasurer calculates the amount per resident and assess.

Council questioned how this works since the assessments are done in August, and they do not know the damage the winter will cause. It was clarified that an estimate is given based on the needs of previous years. Many streets need to be repaired to determine which streets to fix and evaluate the water and sewer infrastructure. In the past, the Public Works Director did not do this as they were told not to. The last time this assessment increased was in 2004. Recently KLJ assessed all the roads in Laurel. The estimated cost to repair all the roads is over 60 million. Bringing in 600k every year is never going to meet that need. Right now, the City does a big project every three to four years; by increasing the Street Maintenance funds, the City would be able to address the streets better. Not only has the City not raised the Street Maintenance fees over the years, but there is also an $800 cap. While this doesn't affect residents, it affects businesses. Should the cap be raised to $1600? Businesses like Walmart are paying this cap when they bring in a lot of traffic to their establishment. Increasing from 2 cents to 4 cents and increasing the cap to $1600 will bring in approximately 1.1 million into the Street Maintenance Fund.

Mayor Nelson stated he has had the Public Works Director delegate some of his duties to those under him and work on things like this that need his attention.

It was questioned if this assessment will have an ebb and flow or if it will go up and stay up. It was clarified that this assessment is based on that year's need and will ebb and flow accordingly. The Clerk/Treasurer must assess at least 75% of the Public Works Director's estimate.

  10. Handicap Parking Update

Council had recently approved the grinding of the millings. They are moving forward with the installation of the extension. The tow-away signs are up. Looks very nice.

11. Discussion regarding the City taking over the Riverside Park buildings versus leasing them (Scot Stokes)

Nick Altonaga, City Planner, stated he was not sure of the buildings' remediation status in Riverside Park. February of next year, the Champion of the buildings ends. There can be brainstorming if the City does take over the buildings what they would be used for.

The Park Board Chair stated that the City is not making any money off the buildings in Riverside Park. There would be some things that could meet with no cost. The Jaycees could still meet there; they would have to pay. The money collected would be put back into the park. Currently, if anything happens to the buildings, the City pays for it. The current lease does not cover those costs. This would also make it easier for the City to get grants for Riverside Park. There would be a key deposit, and the buildings would need to be checked before the deposit is given back. The Jaycees lease is set to expire in January of 2021.

A Council Member noted this is a similar process that the Mesonic Lodge does in Billings. They have different groups that rent the building. They get their meeting date and a certain number of additional days per month. The Elks Lodge does the same. There may be an increase in interest in renting the buildings for events such as weddings or family reunions with camping.

This proposal would give the City a Community Center. Council asked that this issue be brought back at the Workshop in September for further discussion.

12. Discussion regarding changing the parks hours of operation (Scot Stokes)

Park Board would like to change the park hours due to an increase in vandalism. They would like to go from sunrise to sunset. Members of the Park Board spoke with the Police Chief, and he stated that his Officers use common sense. At events such as the 4th of July, they would not kick people out of the park because there is an event going on. But kids in the park after dark would be told to leave.

Council liked the idea of a 10 p.m. curfew. This change will be via ordinance. Mayor Nelson wanted the Council's thoughts before having Staff write up this requested change.

Other Items

There were none.

Review of Draft Council Agendas

13. Review of Draft Council Agenda for August 20, 2019
There were none.

Attendance at Upcoming Council Meeting

Council Member Klose will be absent from next week's meeting.

Announcements

       The next Public Works Committee meeting is August 19, 2019, at 6:00 p.m. in Council Chambers.

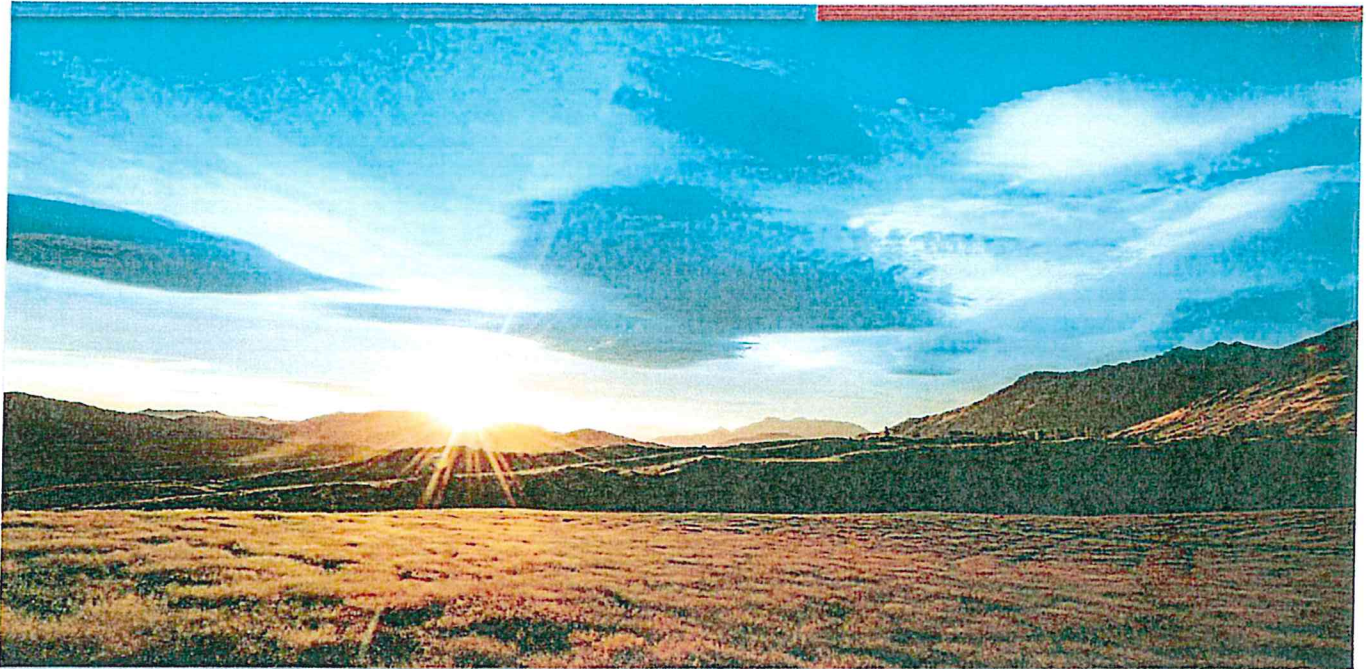The council workshop adjourned at 8:04 p.m.

Respectfully submitted,

Brittney Moorman
Administrative Assistant

NOTE: This meeting is open to the public. This meeting is for information and discussion of the Council for the listed workshop agenda items.

PROPOSAL

HIGH POINT NETWORKS

PROPOSAL NAME: Mitel Phone System

PROPOSAL DATE: August 13, 2019

▶▶ **PREPARED FOR:**
City of Laurel
Bethany Langve

115 West First Street
Laurel, MT 59044

cityclerk@laurel.mt.gov

▶▶ **PREPARED BY:**
Mike Felten
High Point Networks, LLC.

Direct/Mobile/Fax: 406-281-7222

mike.felten@highpointnetworks.com

HIGH POINT NETWORKS™

Mitel Phone System

Quote Information:
Quote #: 079755
Version: 2
Delivery Date: 08/13/2019
Expiration Date: 08/31/2019

Mitel Summary

NOTE - Pricing is based on NJPA / Sourcewell discounts

Completion Date: 2019 TBD

P.O.C(s): Matt Lurker

Site Address: 115 West First Street, Laurel, MT 59044

Project Brief: Phone System RFP to replace existing Voice Platform at multiple sites and install a Mitel Connect solution to link all sites together to communicate on a 4-digit dial plan.

System Configuration Summary:

Sites: 7, FAP, City Hall, Library, Shop, Water Wastewater, Pool. Shop and Pool do not have internet and will continue to use analog lines and existing phones.
IP Stations: 49 Total not including City Shop and Pool. 15 -FAP, 22-City Hall, 3-Library, 7-Water, 2-Wastewater.
Analog Stations: 6
T1-PRI/SIP Trunks: 1 PRI T1 located @ FAP
Standard Analog Trunks: 13
Fax Line: 6
Server: Physical server, with Virtual (VMWare 5.5 – 6.5)
Virtual Appliances: Virtual Spare, Virtual Service Appliance
Advance Applications: None

User Licenses

Connect Essentials: 42 – Includes Ext+Mbx, Connect desktop client with IM, collaboration, softphone and video. Also includes Web and App dialer

Connect Advanced: 3 – Includes Ext+Mbx, Connect desktop and mobility client with IM, collaboration, softphone and video. Also includes Web and App Dialer, Remote Phone, CRM client integration and Operator.

Connect Courtesy: 4 – Includes Ext Only with no Connect client capability

Methodology

Installation: 6 Phase Installation plan – Voice communication system analysis and ordering, Environmental and infrastructure analysis and upgrade, Resource scheduling and tracking, System load and configuration, Installation Readiness Review, Cutover

Admin/End User Training: Included in professional services estimate and will be scheduled during the Project Kick-off call.

End User Training
    a. 90 Min training classes will cover the VoIP Phone and PC Client.
    b. 15-20 end users per class max.

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Admin Training
    a. 4 Hour Administrator training will be provided following the system cutover.
    b. Admin Training will cover how to manage your system for every day to day maintenance and changes.

TRAINING:
- All end user training to be provided onsite by an HPN Mitel certified trainer.
- Operator/Reception training will be provided only to Operator/Reception staff, as well as IT members that will be supporting.
- Training classes will utilize 8-10 of the purchased IP Phones from this project to be setup in the assigned training room for hands on training.
- Overhead projector or a TV will be needed to aid in the PC Connect Client portion of the training.
- Our trainer will provide a POE switch to MiVoice Connect all the training phones for the duration of the training class.
- We Recommend a class schedule to be discussed and posted for employees to sign up for an available class that will fit their day-to-day work schedule.

Handouts will be provided to every user that attends the training session, and extras will be left to be used for future reference.

Scope of Work:
HPN Responsibilities:
- Project Management
- Discovery and Call Flow for System Configuration
- Configuration of L2/L3 Network Configuration
a. Voice VLAN Configuration
b. IP Address Configuration
c. DHCP scope Configuration
- Configuration of Windows Server for the MiConnect Director server
a. VM 5.5/6.0/6.5
b. Windows 2012R2 Server
- Remote – Configuration of MiConnect Switch(s) and any other Peripheral appliance(s)
- Remote – Programming of MiConnect Director based on baseline configuration approved by customer
- Onsite Installation
a. MiConnect Switches, Wall Racks, Termination Blocks, and prepping for Cutover
b. IP Phone placement and IP Phone Wall Mounts
c. Verify/Test system Trunk(s), Call Flow, Analog devices, paging and etc.
Onsite – Network assessment of Voice Network
- Assistance with MiConnect PC Client rollout via GPO/AD
- Onsite – Instructor Lead End User training
- Onsite – System Trunk cutover and Testing of System operation
- Onsite – First Day Support to verify System is operating as designed
- Remote – Administrator Training – 4hr
- 10 days Post Install Support of moves/adds/changes
- Project Documentation

Client Responsibilities:
- Provide Detailed User Information
- Provide Detailed Trunk Information
- Provide Building Layout Map for Phone Placement/Cabling requirements
- Power Source - Recommend Adequate dedicated or UPS power to ensure all racked equipment is on UPS power.
- Rack Space – MiConnect Switches are at 1U height and can combine two switches into a 1U Tray
- DHCP Server configuration to Connect Specification
- Music on hold source or files, or Standard MiConnect MOH can be used.

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- Training sign-up sheets for end users to attend Training Class
- Training area

Exclusions:
- Any other work requested outside of this Scope of Work
- Cabling services are not included in this Scope, if Cabling is required an additional Quote will need to be approved, or Customer is to source Cabling contractor to complete prior to our Initial Onsite visit
- PC updates or patches for Connect Client, these will need to be done prior to our initial Onsite visit
- All IP Phones ship with a desktop bracket, wall brackets do NOT come standard, if additional brackets are needed they will be billed separately
- Paging bell/PA System
- Legacy System disposal
- Legacy system wiring disposal
- All IP phones include 7 foot patch cord, if longer patch cable required, additional patch cable will be invoiced
- Additional/All fees for dedicated fax lines and analog trunks from carrier

Change Control
In the event that it becomes necessary to alter the scope of work, High Point Networks will initiate contact with the company's point of contact to work out the details associated with impacts to schedules, deliverables and/or financial commitments. No changes to the scope of work will occur without prior authorization.

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Response for City of Laurel VOIP RFP. Actual phones, licenses, hardware, etc. will be verified when HPN is selected. Pricing will be revised to reflect actual numbers. Discount pricing is good for 30 days after completion of the project.

Hardware / Phones / Licenses

Qty	Item	Description	Price	Ext. Price
1	60186	Connect Small Business Edition 100 HW bundle, digital trunking without server. Includes ST100DA and rack-mount tray.	$1,574.59	$1,574.59
1	60196	Connect Small Business Edition 100 SW bundle, 50 users. Includes 50 Essentials, 1 Courtesy license bundles, 1 Operator license, 24 SIP Trunk licenses, 4 Additional Site license.	$3,018.29	$3,018.29
		The phone switch in this bundle will be placed at City Hall and phones at FAP will register to it.		
3	10580	Voice Switch ST50A,	$1,371.95	$4,115.85
		Mitel phone switch for Water, Wastewater and Library		
3	10223	Kit, rack mounting tray, for ShoreGear Switch 1U h.	$75.00	$225.00
1	60047	Analog Harmonica and Cable	$75.00	$75.00
3	10304	Shoretel VM Guide Manual Pack/25	$10.00	$30.00
3	10503	ShoreTel 480/480g IP Phone Quick Reference, Doc. Pack, Qty 25	$10.00	$30.00
42	10577	Mitel IP Phone IP480g - Requires ST 14 or later.	$202.50	$8,505.00
		Standard phone with grey scale screen and 8 programmable buttons. Includes 2 for spares		
3	10384	Shoretel IP930D DECT Phone, includes base, handset and charger.	$328.72	$986.16
		Mobile handsets for use at Water and Wastewater		
5	10389	ShoreTel Handset : IP930D DECT Phone (Add-on) - includes handset charger - Requires ST 14 or later	$109.21	$546.05
		Additional handsets and chargers (no base) for Water and Wastewater.		
3	10449	Radio Repeater : IP930D DECT Phone -Requires ST 14 or later	$136.65	$409.95
		Repeaters for Water and Wastewater for the portable handsets.		
2	30044	Additional Site License.	$271.65	$543.30
3	30149	Connect ONSITE Advanced license bundle. Includes Ext+Mbx, Connect desktop and mobility client with IM, collaboration, softphone and video. Also includes Web and App Dialer, Remote Phone, CRM client integration and Operator.	$273.84	$821.52
3	30145	Connect ONSITE Courtesy license. Includes Extension Only with no Connect client capability	$54.33	$162.99
1	18008	ShoreWare Emergency Notification, 5 or fewer	$1,207.32	$1,207.32
		Notifies designated users (5 or less) if someone dials 911 within the City offices.		
6	10553	IP Phone POE Power Adapter, 10/100/1000 Mbit Ethernet with IEC-C5 cord (North America)	$35.00	$210.00
		To power the phones at the Library and Wastewater.		
2*	10580	Voice Switch ST50A,	$1,371.95	$2,743.90

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Mitel Phone System

Hardware / Phones / Licenses

Qty	Item	Description	Price	Ext. Price
		Additional switches for Pool and City Shop (optional)		
16	30043	SIP Trunk Software License	$50.00	$800.00
			*Optional Amount:	$2,743.90
			Subtotal:	$23,261.02

Misc. Equipment

Qty	Item	Description	Price	Ext. Price
1	Misc	MISC Termination Equipment and cables. Only invoiced if needed	$300.00	$300.00
2	WALLSHELF4U	Wall-Mount Server Rack with Built-in Shelf - Solid Steel - 4U - rack (wall mount) - 4U	$125.00	$250.00
			Subtotal:	$550.00

Network Switches

Qty	Item	Description	Price	Ext. Price
1	16535	Extreme Networks X440-G2 X440-G2-48p-10GE4 - Switch - managed - 48 x 10/100/1000 (PoE+) + 2 x 1 Gigabit / 10 Gigabit SFP+ + 4 x combo SFP - rack-mountable - PoE+	$3,513.41	$3,513.41

PoE network switch at City Hall for City Hall and FAP

Extreme Product Warranty / Support Summary of Entitlements for Extreme 440 G2 Series switches

WARRANTY
Limited Lifetime Warranty With Express Advanced Hardware Replacement

DURATION OF WARRANTY PERIOD
Product Lifetime

ACCESS TO EXTREME GLOBAL TECHNICAL ASSISTANCE SUPPORT
Product Lifetime *(8 AM to 5 PM, Monday to Friday local End User's time)*

Customer is entitled as part of this warranty to utilize Extreme warranty support line via email, Web form or telephone available from 8 AM to 5 PM (Monday to Friday) local End User's time for basic hardware and operational software troubleshooting assistance in connection with warranty claims, including RMA's (excluding installation, confguration and general networking troubleshooting).

E-SUPPORT
Product Lifetime

SOFTWARE/FIRMWARE SUPPORT
Product Lifetime for Base Operational Software Updates and Upgrades *(Base Operational Software — Embedded software that is required to operate an Extreme-branded network device and is o?ered for sale as an inclusive component of such hardware network device product as further described in Extreme's published price list applicable to such hardware product ("Covered Product")*

HARDWARE REPLACEMENT
Advanced exchange replacement hardware shipped next business day from RMA approval time

Qty	Item	Description	Price	Ext. Price
1	16533	Extreme Networks ExtremeSwitching X440-G2 X440-G2-24p-10GE4 - Switch - managed - 24 x 10/100/1000 (PoE+) + 4 x 1 Gigabit / 10 Gigabit SFP+ + 4 x combo SFP - rack-mountable - PoE+	$2,221.95	$2,221.95
		PoE Network switch for Water		
2	10304	10 Gigabit Ethernet SFP Passive Cable Assembly 1m Length	$95.00	$190.00
		For connection between City Hall and FAP		
2	10099	Power Cord, 13A, NEMA 5-15, IEC320-C15;	$29.00	$58.00
1	16531	Extreme Networks X440-G2-12p-10GE4	$1,575.61	$1,575.61
			Subtotal:	$7,558.97

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Server

Qty	Item	Description	Price	Ext. Price
1	VS6-ESSL-KIT-C	VMware vSphere Essentials Kit (v. 6) - license - 3 hosts, maximum 2 processor/host	$495.00	$495.00
1	VS6-ESSL-SUB-C	VMware vSphere Essentials Kit - (v. 6) - subscription license (1 year)	$65.00	$65.00
1	210-AQUB	Dell Poweredge R340 Server	$3,829.27	$3,829.27

PowerEdge R340 Server
Trusted Platform Module 2.0
3.5" Chassis with up to 4 Hot Plug Hard Drives
Intel® Xeon® E-2134 3.5GHz, 8M cache, 4C/8T, turbo (71W)
16GB 2666MT/s DDR4 ECC UDIMM
C4, RAID 5 for 3 or more HDDs or SSDs (Matching Type/Speed/Capacity)
PERC H730P RAID Controller, 2Gb NV Cache, Adapter
(4) 1TB 7.2K RPM SATA 6Gbps 512n 3.5in Hot-plug Hard Drive
On-Board Broadcom 5720 Dual Port 1Gb LOM
iDRAC9,Enterprise
2x 32GB microSDHC/SDXC Card
No Internal Optical Drive
ReadyRails™ Static Rails for 2/4-post Racks
No Bezel
Performance BIOS Setting
(2) NEMA 5-15P to C13 Wall Plug, 125 Volt, 15 AMP, 10 Feet (3m), Power Cord, North America
Dual, Hot-plug, Redundant Power Supply, 350W
No Systems Documentation, No OpenManage DVD Kit
VMware ESXi 6.5 U2 Embedded Image on Flash Media
UEFI BIOS Boot Mode with GPT Partition
ISDM and Combo Card Reader
PCIe Riser with Fan with up to 1 FH/HL, x8 PCIe + 1 LP, x4 PCIe Gen3 Slots
3 Years, Basic Hardware Warranty Repair: 5x10 HW-Only, 5x10 Next Business Day Onsite

			Subtotal:	$4,389.27

3 year Gold Support

Qty	Item	Description	Price	Ext. Price
2770	91303-G	High Point Networks ShoreCare Partner Support Gold (3 Years paid annually, No Phones)	$1.05	$2,908.50
	This amount to be paid anually for 3 years.			

			Subtotal:	$2,908.50

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HPN Service Bundle

Qty	Item	Description	Price	Ext. Price
1	PROSERVE-PKG	High Point Networks Professional Services defined in the pdf online or above in this document	$23,500.00	$23,500.00
			Subtotal:	$23,500.00

HIGH POINT NETWORKS

Mitel Phone System

Prepared for:

City of Laurel
Attn: Bethany Langve
115 West First Street
Laurel, MT 59044

Prepared by:

High Point Networks, LLC
Mike Felten
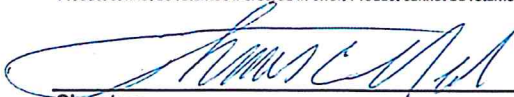Direct: 406-281-7222
mike.felten@highpointnetworks.com

Quote Summary

Description	Amount
Hardware / Phones / Licenses	$23,261.02
Misc. Equipment	$550.00
Network Switches	$7,558.97
Server	$4,389.27
3 year Gold Support	$2,908.50
HPN Service Bundle	$23,500.00
Total:	$62,167.76

*Optional Items

Description	Amount
Hardware / Phones / Licenses	$2,743.90
Optional Subtotal:	$2,743.90

For questions related to your quotation, please contact us using the information above. By signing below, the undersigned accepts High Point Networks Master Service Agreement and represents that he or she is authorized to execute the agreement on behalf of the customer. Acceptance of the quote online is considered acceptance of an offer and binding. All quotes are subject to shipping costs that may not be listed on the quote. Prices quoted are valid for 30 days from Quotation Date. Limitation of Liability for Consequential Damages. High Point Networks, LLC shall not be liable for any indirect, incidental, consequential, exemplary, or punitive damages of any kind or nature. All projects exceeding 10 hours of service will require a 50% down payment of the total project due upon acceptance of the quotation and the remainder due within 30 days of completion. Payment for all other orders are due in 30 days subject to credit approval. Credit card usage as a form of payment may be accepted on pre-approval basis and may be subject to a convenience fee. "Optional" items on the above quote are not included in the total pricing at the bottom of the quote. Note: Once product is ordered and shipped there is NO right of return and may be subject to a restocking fee. Product cannot be returned if ordered in error. Product cannot be returned if next generation product has been released.

_____   9/20/2019
Signature   Date