



3-3-25

PROPOSAL FOR:

City of Watertown

PROJECT DESCRIPTION:

Municipal Fiber Expansion Project for Watertown Public Library

Statement of Work (William Lentz, Network Engineer)

This project will address the equipment and labor needed to establish a network connection to the municipal fiber at the Watertown Public Library. We recommend the new Aruba CX series switches that we have been deploying for the City of Watertown as the new standard for network connectivity. Below is a breakdown of what is needed in terms of equipment and labor/configuration.

Library

The Library currently has its own internet connection and switches, managed via another vendor. However, phones are provided from City Hall, and that connection is wireless. This connection does work now, although they have had issues with phone calls for years. In addition, some of the network equipment is in the “penthouse” in the old library building, and some is in the new library network closet. Also, the Town Square connection comes through the library as well.

Equipment needed:

We recommend replacing the existing Juniper EX2300C switch with an Aruba CX 6200 24G non-PoE switch, which will allow redundant uplink connections.

- 1 x Aruba CX 6200 24G non-PoE
- 2 x Aruba 10G LR transceiver (J9151A)
- 2 x 10G LR transceiver, Juniper compatible
- 1 x 1G SR transceiver for connection to Town Square – J9150D?
- 1 single-mode fiber patch cable, LC-LC, 1M
- 4 single-mode fiber patch cables, SC-LC, 2-3M

Labor estimates:

- Program switches (new switch and Juniper core switch) – 3 hours
- Connect fiber at City Hall – ¼ hour
- Connect fiber in Penthouse – ¼ hour
- Test connectivity – 1 hour
- If Aruba switch is chosen, add another hour for programming, and an hour for installation – 2 hours

Pricing Summary

1.) Library (Dependent on Library Board)

i. Equipment

| <u>QTY</u> | <u>ITEMS/DESCRIPTION</u> | <u>MSRP (Unit)</u> | <u>Est. Sales Price (Unit)</u> | <u>Est. MSRP (Extended)</u> |
|------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|------------------------------------|---------------------------------|
| 1 | Aruba 6200F 24G Class 4 and 4SFP+ Managed Switch: <ul style="list-style-type: none">• 1U Rack mountable switch includes 24 x 10/100/1000 BaseT ports + 4 x 1/10 Gb SFP+ uplink ports• 1 x USB-C console port, 1 x OOBM port, 1 x USB Type A host port, and 1 x RJ45 Console port• 1 x fixed power supply included• Enterprise-class connectivity with support for ACLs, robust QoS and common protocols such as static and Access OSPF routing• Scalability with 8 member switch VSF stacking | \$ 4,979.00 | \$ 2,490.00 | \$ 2,490.00 |

| | | | | |
|---|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|----------|--------------------|
| | <ul style="list-style-type: none"> AOS-CX Operating System software includes intelligent monitoring, visibility, and remediation with Aruba Network Analytics Engine One touch deployment with the Aruba CX Mobile App Aruba NetEdit support for automated configuration and verification Aruba Dynamic Segmentation enables secure and simple access for users & IoT Limited Lifetime Warranty included | | | |
| 2 | Fluxlight J9151E Aruba Compatible 10GBase-LR SFP+ 1310nm 10km DOM Duplex LC SMF Optical Transceiver Module: All of FluxLight's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty | \$ 187.73 | \$ 84.00 | \$ 168.00 |
| 2 | Fluxlight Juniper EX-SFP-10GE-LR Compatible 10GBase-LR SFP+ 1310nm 10km DOM Duplex LC SMF Optical Transceiver Module: All of FluxLight's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty | \$ 63.61 | \$ 29.00 | \$ 58.00 |
| 1 | Fluxlight J9150D Aruba Compatible 10GBASE-SR SFP+ Multi Mode Fiber Optic LC Connection Transceiver (300m reach) for Aruba 6300M and 6200F switches All of FluxLight's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty | \$ 70.00 | \$ 32.00 | \$ 32.00 |
| 4 | 2 METER SC-LC DUPLEX SINGLE MODE FIBER PATCH CORD | \$ 19.99 | \$ 10.00 | \$ 40.00 |
| 1 | 1 METER LC-LC DUPLEX SINGLE MODE FIBER PATCH CORD | \$ 19.99 | \$ 10.00 | \$ 10.00 |
| | Subtotal | | | \$ 2,798.00 |

ii. Digicorp Labor Estimate – Switch Installation for Library

| <u>Qty</u> | <u>DESCRIPTION</u> | <u>Unit Cost</u> | <u>Estimated Cost</u> |
|------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|-----------------------|
| 6.5 hrs | Switch Installation – Estimated Digicorp Labor required to configure, install, and test 1 new Aruba switch | \$ 145.00 /hr | \$ 942.00 |
| 1 | Miscellaneous Costs: Miscellaneous costs to cover onsite trip charges, patch cables, higher labor rates due to after-hours work, additional troubleshooting or testing that may be required, project management, etc. | \$ 500.00 | \$ 500.00 |
| | Subtotal | | \$ 1,442.00 |

Total Project Estimate (Library) = \$4,240.00

PROJECT NOTES: Freight charges are not included.

We assume the fiber optic cabling has already been installed at the locations listed in this SOW. The labor involved with this project is estimated for budgetary planning purposes and will be billable on a T&M basis; The rate of \$145 /hr will apply for work scheduled during normal hours (8:00am – 4:30pm, M-F); A rate of \$205 /hr will apply for after-hours work.

Any changes to the scope of work described in this labor estimate will have an impact on pricing.

Pricing is valid through 3/31/25.

Agreement

This Statement of Work (“SOW”) is made as of the last date of signature below (“Effective Date”) between Digicorp, LLC, a Wisconsin limited liability company hereinafter referred to as “Digicorp,” and the customer identified below (“Customer”), and is subject to the terms and conditions located at <https://www.wintechnology.com/digicorpterms>.

Digicorp will provide to Customer the Services identified herein, for the estimated prices set forth in the Pricing Breakdown above.

IN WITNESS WHEREOF, the Parties have caused this SOW to be effective as of the Effective Date, by execution of their authorized representatives below.

DIGICORP, LLC

CUSTOMER: CITY OF WATERTOWN

Signature

Print Name

Title

Date

Signature

Print Name

Title

Date