



Holland Charter Township

353 North 120th Avenue • Holland, MI 49424 • phone: 616.396.2345 • Fax: 616.396.2537

Memorandum

TO: Board of Trustees
FROM: Steve Bulthuis
DATE: February 16, 2025
SUBJECT: Bids for Community Center Technology

There are several components of the community center that were not included in the general contractor's bid process. One of these components is the installation of technology needed to support center users, instructors and staff. Our architect, TowerPinkster, designed the technology components and the attached quote provides for the installation of firewall, switching and wireless.

The technology design was provided to the Township's information technology provider, Worksighted, who provided the attached quote. Worksighted has been the Township's IT consultant for many years, has expansive knowledge and access to all facets of our IT infrastructure and has completed numerous IT projects for the organization. The quote was reviewed by TowerPinkster for acceptability.

The quote from Worksighted for installation of firewall, switching and wireless components is \$141,520.

Staff is seeking approval of the quote from Worksighted along with a 10% contingency (due to the volatility of technology pricing) for a total amount of \$155,375.

Please let me know if you have any questions concerning this matter.

PROPOSAL OF HARDWARE AND LABOR

This proposal describes the project hardware and labor to meeting the desired objectives. At the end of this document is an acceptance to be signed which provides a written record of the agreed upon services to be delivered. Prices quoted are valid for 30 days.

New Building Planning

Quote: **WS0Q25533-01**
 Date: 1/23/2025
 Rep: Adam Sternburgh

Description	Qty	Price	Ext. Price
Firewall			
Meraki MX95 Router/Security Appliance - As of 1/23/2025 the estimated shipping lead time is 15 days. Due to high demand & supply shortages for this product, Worksighted cannot guarantee the estimated lead times will be fulfilled as outlined at the time of quoting.	1	\$3,775.00	\$3,775.00
Meraki MX95 Advanced Security License and Support, 3 Years	1	\$7,053.00	\$7,053.00
Switching			
Meraki MS150-48MP-4X Cloud-Managed 32GE + 12(5GE) 740W PoE Switch - As of 1/23/2025 the estimated shipping lead time is 10 days. Due to high demand & supply shortages for this product, Worksighted cannot guarantee the estimated lead times will be fulfilled as outlined at the time of quoting.	8	\$8,968.00	\$71,744.00
Meraki MS150-48 Advantage License and Support, 3 Years	8	\$858.00	\$6,864.00
Meraki 100GbE QSFP Cable, 1 Meter - As of 1/23/2025 the estimated shipping lead time is 5 days. Due to high demand & supply shortages for this product, Worksighted cannot guarantee the estimated lead times will be fulfilled as outlined at the time of quoting.	2	\$499.00	\$998.00
Meraki 100GbE QSFP Cable, 0.5 Meter - As of 1/23/2025 the estimated shipping lead time is 5 days. Due to high demand & supply shortages for this product, Worksighted cannot guarantee the estimated lead times will be fulfilled as outlined at the time of quoting.	6	\$499.00	\$2,994.00
Access Points			
Cisco CW9166I Catalyst Tri Band IEEE 802.11ax 7.78 Gbit/s Wireless Access Point - As of 1/23/2025 the estimated shipping lead time is 5 days. Due to high demand & supply shortages for this product, Worksighted cannot guarantee the estimated lead times will be fulfilled as outlined at the time of quoting.	16	\$1,289.00	\$20,624.00
Meraki MR Enterprise License, 3 Years	16	\$289.00	\$4,624.00
Meraki MT10 Indoor Temperature and Humidity Sensor	3	\$86.00	\$258.00

- As of 1/23/2025 the estimated shipping lead time is 15 days. Due to high demand & supply shortages for this product, Worksighted cannot guarantee the estimated lead times will be fulfilled as outlined at the time of quoting.

All Meraki product is under pricing protection until 2/7/2025. Project down payment must be received before 2/7/2025 to ensure pricing protection is maintained. Meraki items are not eligible for return.

UPS & Cabling			
Cisco SFP-10G-LR Compatible 10GBASE-LR SFP+ 1310nm 10km DOM Duplex LC/UPC SMF Optical Transceiver Module	8	\$36.00	\$288.00
APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card	3	\$3,387.00	\$10,161.00
APC External Battery Pack for Smart UPS x RT 120V	1	\$1,437.00	\$1,437.00
APC 2-Post Mounting Kit for Smart-UPS	4	\$293.00	\$1,172.00
1.5m (5ft) Cisco SFP-H10GB-CU1-5M Compatible 10G SFP+ Passive Direct Attach Copper Twinax Cable	1	\$28.00	\$28.00
Labor			
Fixed labor for Project Work Completed During Business Hours - Does not include travel time billed at a rate of \$110.00 per hour, travel time will be billed separately.	1	\$9,500.00	\$9,500.00

SUBTOTAL	\$141,520.00
SALES TAX	\$0.00
TOTAL (ONE TIME)	\$141,520.00

- **Down Payment:**
 - A down payment invoice will be issued at the next phase of the project as it is reviewed by your Project Manager. Worksighted requires a 100% down payment of the total project hardware and software that is over \$10,000. A down payment must be received by Worksighted to order required hardware/software, receive it, and then begin scheduling this project.
 - Pricing is accurate at the time this quote was created but may fluctuate based on demand and stock of equipment from the manufacturer once the approved order is placed. Components such as: RAM, Access Points, Solid State Drives, and Hard Disk Drives are in high demand and supplies are being impacted by disruptions in the global market. Prices may increase or alternative specs may be recommended to fulfill orders.
- As of 1/23/2025, project lead time for scheduling to start is approximately 6-8 weeks after down payment has been received. Your Project Manager will discuss the scheduling details with you after the project has been approved.
- **Project Billing:**
 - Project labor will be progress billed on a bi-monthly basis.
 - Net 30 days
 - Travel time will be billed out of scope unless explicitly stated otherwise. Travel time will be billed at a rate of \$110.00 per hour and will be billed separately.
 - Billing rates for this project are subject to fee schedule issued upon initial onboarding date.
 - Out of scope services will be billed under most recent fee schedule. See below.