



City of Naples  
20MB Point to Multi-Point Solution

**PREPARED FOR**  
**CITY OF NAPLES**

**MAY 26, 2004**

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JDL Solutions, Inc.

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## Overview of Services

Our global economy dictates that rapid access to information provides the competitive edge necessary to prosper. Organizations that best provide employees with the data necessary to make informed decisions will have a distinct advantage over others. Providing access to this data entails many challenges: determining system platforms and standards, developing an implementation plan, assessing the technical skills required to implement and support the information systems and finding a single source to help meet these challenges.

The professionals at JDL Solutions, Inc. partner with you, our customer, to help you meet these challenges. We specialize in understanding your business needs and using technology to increase your organization's productivity. As an information systems solutions company, we provide the expertise necessary to assist you in achieving your business goals. We are committed to providing the highest quality solutions to meet your business needs.

JDL Solutions, Inc. first and foremost objective is to understand our customers' business needs to develop an innovative and effective solution. Our highly trained technical sales, professional services and management staff assist in defining business requirements and processes to determine the best technological solution to achieve your business goals.

JDL Solutions, Inc. differentiates itself from other National providers by offering enterprise solutions that go beyond standard vendor offerings. We provide solutions based on all Wireless, Voice, Data, Security, Software Development, and Network available to the public. Our company's foundation was built on meeting our customers' needs with professional services and consulting rather than focusing on a product-centric solution.

## General

City of Naples (CON) has requested assistance with designing and implementing a Point to Multipoint Wireless Solution. The change in network bandwidth requirements is driving the requirement for a reliable but cost effective wireless system. The project we will identify in this proposal will focus on product procurement, installation, grounding, and maintenance. This design will provide a high level of reliability, scalability, and affordability. JDL Solutions, Inc. will provide a Project Manager using a proven project management methodology. JDL Solutions, Inc. will also provide the engineering expertise to properly evaluate and implement each phase of the project.

The engineering of this solution as well as the estimate of time necessary to complete each phase of the project is based on the requirements as understood by JDL Solutions, Inc. technical staff. All tasks denoted in this quotation are based on these requirements, and as such represents an estimate that is subject to change prior to or during the actual installation.

Changes to this statement of work will be processed in accordance with the procedure outlined in "Appendix B, Project Change Control Procedure". The investigation and/or implementation of changes may result in modifications to the estimated schedule, charges, and/or other terms of the Agreement.

# 1 Scope

## 1.1 Identification

This document will be identified as the requirement specifications for the design and functionality description of the wireless technology infrastructure to be designed and implemented for City of Naples.

## 1.2 Purpose

The purpose of this document is to give a detailed view of the design and implementation of the City of Naples wireless solution. The wireless system that will be available will be fully described within this document and will serve the purpose of an agreement of what will be delivered as a final product.

## 1.3 Document overview

The document is broken up in an overview and description of what the system capabilities will be.

## 1.4 Relationship to other standards and plans

All other standards mentioned in documents that will have an impact on the creation of this module must be followed. Documents that will have an influence on this design can be found in the following section *2 Referenced Documents*

# 2 Referenced documents

## 2.1 Standards

- 802.11 Standards
- AES Encryption Standards
- Local and State Building Codes

# 3 Requirements

General requirements for the design, interfaces, and coding standards for the specification and associated documentation shall be in accordance with all state and local codes.

JDL Solutions, Inc. cannot guarantee functionality due to third party operational changes, power outages, or building enhancements.

## 4 General considerations

The lifecycle of this infrastructure implementation will begin with the interpretation of this document by an engineer creating specified components outlined in this document.

The module life cycle consists of many phases:

- Equipment procurement
- System Installation
- Proper Grounding and Lightning Suppression
- Connection to physical network
- Maintenance & Support

## 5 Overview

The City of Naples infrastructure components will be addressed as an integrated solution. Each upgrade and addition will pay close attention to scalability, modular standards, and value. Below is an overview of topics discussed during the first meeting.

### 5.1 Equipment Procurement

JDL will procure all necessary equipment and materials once a signed copy is received.

### 5.2 System Installation

JDL will install a Tsunami 20MB Point to Multipoint wireless system with 1 Base Station and 3 Subscriber Units.

### 5.3 Grounding & Suppression

JDL will provide grounding and adequate lightning suppression for all 4 units.

### 5.4 Connection to Physical Network

JDL will connect the units to the network at each location. JDL requires 1 switched port at each location.

### 5.5 Maintenance & Support

JDL Solutions has provided pricing to proactively maintain and support the wireless system.

## 6 Detail design

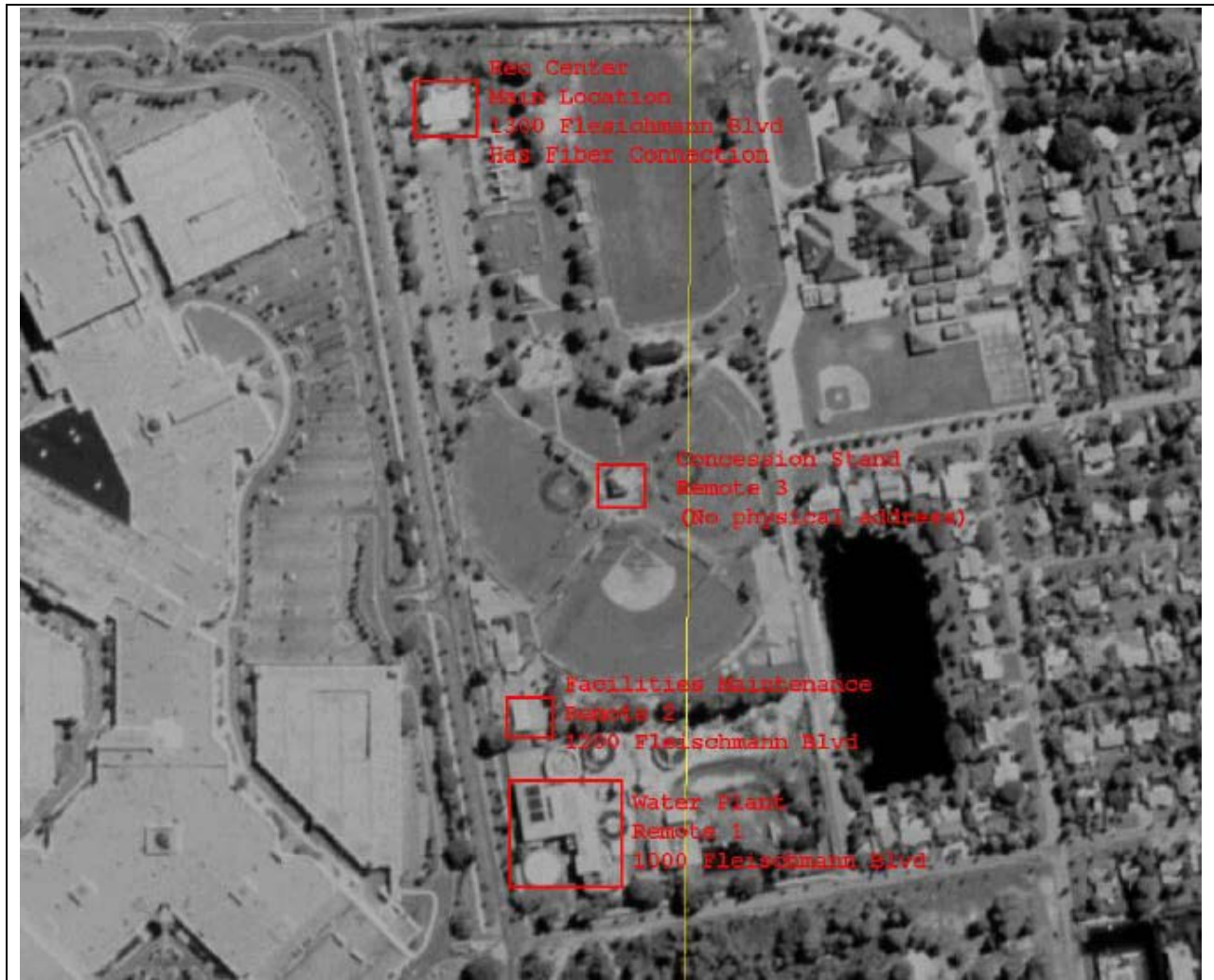
The overview has described the design of the new wireless system for the City of Naples to enable the process of evaluation on a lower level of detail. Each component will be described in detail under each module section in this document.

### General Requirements:

- Provide building access to facility
- Identify cable run location for LMR
- Provide adequate and dedicated power for wireless radios



Figure 1



## 6.1 Equipment Procurement

Once JDL Solutions, Inc. receives this signed document, JDL will order all necessary equipment for installation. The lead time for all equipment takes approximately (2) two weeks. The devices will be configured prior to the on site installation. The list of items is as follows:

- (1) Tsunami 20MB PtMP BSU
- (3) Tsunami 20MB PtMP SU
- (1) Tsunami Base Station Unit Power Brick

## 6.2 System Installation

JDL Solutions will install all wireless equipment at the below locations:  
(See Figure 1)

Fleischmann Park Recreation Facility 1300 Fleischmann Blvd  
Fleischmann Field House Athletic Office -2<sup>nd</sup> Floor (No Physical Address)  
Facilities Maintenance 1200 Fleischmann Blvd  
Water Plant 1000 Fleischmann Blvd

## 6.3 Grounding & Lightning Suppression

JDL Solutions will provide appropriate grounding of wireless equipment at each location. JDL will also include lightning protection for each device.

## 6.4 Connection to Physical Network

JDL Solutions will provide RJ45 communication cables at each location that City of Naples technical personnel can connect to the existing communications network.

## 6.5 Maintenance & Support

JDL Solutions has provided pricing for a Proxim-provided 1 year ServPack maintenance agreement. This package will enable advanced replacement for parts, priority queuing for technical support, and free firmware updates for all 4 devices.

## 7 Additional Considerations

There are two (2) additional considerations that were discussed during our discovery session. These include a SNMP card for the UPS to provide preventative alarms during power outages and (2) additional wireless AP-4000's for future growth and mobility.

## 8 Payment Plan

Project Modules					
Initial	Phase	Consultant	QTY	Rate	Total for Phase
	Tsunami 20MB PtMP BSU	Senior Engineer	1.00	\$ 4,999.00	\$ 4,999.00
	Tsunami 20MB PtMP SU	Senior Engineer	3.00	\$ 1,499.00	\$ 4,497.00
	Tsunami Base Station Unit Power Brick	Senior Engineer	1.00	\$ 795.00	\$ 795.00
	SP24x7 SP,MP 20MB SU,1yr	Senior Engineer	3.00	\$ 300.00	\$ 900.00
	SP24x7 SP,MP 20MB BSU,1yr	Senior Engineer	1.00	\$ 1,000.00	\$ 1,000.00
	Education / Government 10% Discount	Senior Engineer	1.00	\$ (1,219.10)	\$ (1,219.10)
	Installation Kits, Cables, Materials	Senior Engineer	4.00	\$ 225.00	\$ 900.00
	Grounding and Lightning Protection	Senior System Engineer	4.00	\$ 125.00	\$ 500.00
	Installation of wireless equipment BSU	Senior System Engineer	1.00	\$ 1,000.00	\$ 1,000.00
	Installation of wireless equipment SU	Senior System Engineer	3.00	\$ 600.00	\$ 1,800.00
				\$ -	\$ -
				\$ -	\$ -
<b>Project Modules</b>			<b>22.00</b>		<b>\$ 15,171.90</b>

<b>Total</b>				<b>\$ 15,171.90</b>
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This quotation is based on the specific requirements as described by City of Naples technical staff.

**PRICING DOES NOT INCLUDE FREIGHT.**

**PAYMENT TERMS (NET30)**

**Proxim State Contract #: 250-000-03-1**

## Appendix A: City of Naples Responsibilities

The responsibilities listed in this section are to be provided at no charge to JDL Solutions, Inc. JDL Solutions, Inc. ability to fulfill commitments made under this agreement is predicated upon the following responsibilities being fulfilled by CON or a designated resource.

- Provide JDL Solutions, Inc. with all contacts and relative information to the current and future computer network systems and infrastructure.
- Provide adequate power for all devices being installed.
- Free access to buildings, servers, workstations and other related equipment. Requests for access will be the responsibility of JDL Solutions, Inc.
- If there is a lapse in the availability of products, installation may be delayed, postponed or terminated.
- CON should provide JDL with a test account pass code on each network for testing and integration purposes during installation of CON Main Distribution Frame
- CON must provide a Primary and Secondary Customer Contact to handle all issues pertaining to all issues of installation of all equipment and services.

### Appendix B: Change Request Form

#### PROJECT CHANGE REQUEST

Date \_\_\_\_\_

Project Name: \_\_\_\_\_

Party Requesting Change \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Nature of the proposed change: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Impact of change on project:

Pricing \_\_\_\_\_

Schedule Changes

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Other Impact

\_\_\_\_\_

\_\_\_\_\_

This Project Change Request is (circle)

Approved

Rejected

Signatures:

JDL Solutions, Inc. Project Manager \_\_\_\_\_

Date: \_\_\_\_\_

City of Naples Project Manager \_\_\_\_\_

Date: \_\_\_\_\_

## Appendix C: Standard Integration Project Terms and Conditions

This agreement by and between JDL Solutions, Inc. and City of Naples (CON) sets forth the terms and conditions under which JDL Solutions, Inc. shall provide certain professional services.

### 1. Scope of Services

All services to be provided hereunder shall be as authorized and defined in the attached Statement of Work, which shall be executed by the parties and which shall constitute a part of these Terms and Conditions. The Statement of Work and this appendix shall be construed as being consistent; however, in the event such construction is unreasonable, the provisions of the Statement of Work shall control.

### 2. Payment

The applicable rates, charges, and invoicing information for each task authorized shall be as specified in the attached Statement of Work. Any and all travel charges and out-of-pocket expenses incurred by JDL Solutions, Inc. or City of Naples and any taxes applicable to this agreement shall be borne by CON.

### 3. Confidentiality of Data

Both parties acknowledge that in connection with the performance of its duties hereunder it may be provided with or have access to written information and data which is proprietary to the other and which is so marked as proprietary. Both parties agree to keep confidential all such information and data and shall not disclose same either in whole or in part to any third party without the others written consent.

Both parties agree that without the other's prior written consent, it will not copy or reproduce any information or data or sell, assign, disclose, disseminate, give or transfer any such information or data or any portion thereof to any third party, at any time whether before or after termination of this agreement.

Both parties further agree that upon termination of this agreement or completion of any task assigned hereunder, it will return all applicable information, data, related notes, and work papers belonging to the other.

### 4. JDL Solutions, Inc. Representations

- A. JDL Solutions, Inc. represents that it shall at times exert its best efforts to diligently perform its assigned duties under this agreement.
- B. JDL Solutions, Inc. warrants that all services under this Agreement shall be performed in a professional and workmanlike manner.
- C. JDL Solutions, Inc. further represents that all programs, documentation, reports, design or other items prepared by JDL Solutions, Inc. (termed "Developed Items") under this agreement shall be the property of JDL Solutions, Inc. and the original work product of JDL Solutions, Inc., and JDL Solutions, Inc. shall defend and hold City of Naples harmless from and against any claim brought against City of Naples, that any Developed Items infringe a United States patent or Copyright, or the trade secret or other proprietary right of a third parties. The parties agree that Developed Items do not constitute "work made for hire" as that term is defined under Section 101 of the Copyright Act.
- D. Except as provided above, JDL Solutions, Inc. TAKES NO WARRANTIES OR REPRESENTATIONS, EXPRESS OR IMPLIED, IN FACT OR IN LAW, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

### 5. Termination

This agreement may be terminated in the following manner:

- A. Each phase of this agreement as outlined in the attached Statement of Work shall terminate upon completion and signed acknowledgment of Acceptance of each phase.
- B. Each party may terminate this agreement prior to the commencement of any work outlined in the Statement of Work.
- C. By either party upon the default of the other party to perform its responsibilities hereunder, providing that written notice of such default has been given, and providing that such default has not been corrected within the thirty (30) days following receipt of such notice.
- D. By mutual consent of the parties.

### 6. Default

- A. Failure or breach of any warranty.
- B. Failure to timely perform any duty, obligation or undertaking required in this agreement, provided that the failure to perform was not the fault of the other party.

- C. If any warranty, representation, or response made in writing in connection with this agreement is untrue in any material respect on the date as of which it was made.

- D. In the event of a default of either party, provided that the default was not cured pursuant to paragraph 5.C, the non-defaulting party shall have the right, without further notice, to terminate the agreement, and to exercise any, all, or any combination of the remedies available at law or in equity.

### 7. Limitation of Liability

JDL Solutions, Inc. liability under this agreement for and all damages, whether direct or indirect, including consequential, shall be limited to the charges paid or to be paid to JDL Solutions, Inc. under this agreement by City of Naples for the services, which gave rise to such damages.

### 8. Independent Contractor

It is specifically agreed by the parties that the relationship of JDL Solutions, Inc. to CON is that of an Independent Contractor, and JDL Solutions, Inc. shall not be entitled to any of the employee benefits provided by CON to its employees.

### 9. Non-solicitation of Employees

During the period this agreement is in effect, and for a period of six (6) months after, each party agrees it will not, without the prior written consent of the other party, solicit the employees of the other party for the purpose of offering them employment.

### 10. Nonassignability

This agreement may not be assigned without the prior written consent of the other party.

### 11. Notices

Any notice required or permitted given hereunder shall be either 1) delivered personally or 2) sent by prepaid certified mail, return receipt requested, and shall not be deemed to have been given until received by the other party. Each party shall specify the address and addressee for receipt of such notices prior to the commencement of this agreement.

### 12. Force Majeure

Neither party shall be responsible for delays nor failure in performance resulting from acts beyond its control. Such acts shall include but not limited to Acts of God, strikes, lockouts, riots, acts of war, epidemics, governmental regulations, fire, earthquakes or other disasters.

### 13. Customer Responsibilities

- A. CON must provide appropriate access to the work areas and facilities, consistent with their security procedures, required to effect completion of work tasks. CON is responsible for removing obstacles and impediments, such as furniture, machinery, or other items, which impede access to the work area.
- B. CON must reasonably ensure that JDL Solutions, Inc. employees are provided with a safe and secure work environment free of hazards, with adequate heat, lighting, and air conditioning unless otherwise specified in the Statement of Work.
- C. If necessary for the completion of JDL Solutions, Inc. responsibilities under this agreement, CON must supply adequate space for the receipt, storage and/or configuration of equipment.
- D. Unless otherwise noted in the Statement of Work, CON must supply the labor required to move new or existing equipment included in this agreement.
- E. CON must provide prompt access to duly authorized CON personnel for the purpose of obtaining approvals and additional information required to effect completion of work.
- F. CON is responsible for securing any appropriate authorization permits associated with the performance of work.
- G. CON must provide all necessary architectural and wiring diagrams, specifications, and other information required for completion of the work tasks. In the event that additional information is required, CON must supply such information in a timely manner.

### 14. Standard Work Hours

Unless otherwise noted in the Statement of Work, the standard work hours for JDL Solutions, Inc. personnel are 8:00a.m. to 5:00p.m. local time.

### Acceptance and Signature Document

The following individuals have read this Statement of Work and understand the deliverables, services and responsibilities detailed within this document. City of Naples signature constitutes acceptance of the professional services detailed within this document and authorizes commencement of the project.

**JDL Solutions, Inc. requires three days from the signature of this Scope of Work to schedule resources and commence the project.**

#### Approvals:

This document has been read and approved by the following individuals responsible for its execution.

**FOR AND ON BEHALF OF  
CITY OF NAPLES**

**FOR AND ON BEHALF OF  
JDL SOLUTIONS, INC.**

Signature: _____	Signature: _____
Name: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____



## Project Completion Document

### Completion

City of Naples agrees that those services outlined in the attached proposal and scope of work (including any and all change requests) have been performed and are considered complete.

**If there are no further issues, we will then sign off this project as complete and turn over any and all documents and deliverables for your control.**

### Approvals:

This document has been read and approved by the following individuals responsible for its execution.

**FOR AND ON BEHALF OF  
CITY OF NAPLES**

**FOR AND ON BEHALF OF  
JDL SOLUTIONS, INC.**

Signature:	_____	Signature:	_____
Name:	_____	Name:	_____
Title:	_____	Title:	_____
Date:	_____	Date:	_____