



**Monday, January 24, 2022
REGULAR MEETING**

**YCS Board of Education Meeting | YCS Central Office | 1885 Packard Road | Ypsilanti, MI 48197 |
734.221.1230
6:30 p.m.**

1. CALL TO ORDER & ROLL CALL OF BOARD MEMBERS PRESENT: Dr. Celeste Hawkins, Board President

A. Roll Call of Board of Education Members

2. PLEDGE OF ALLEGIANCE: Dr. Celeste Hawkins, Board President

A. Pledge of Allegiance

3. ACHIEVEMENT, AWARDS & RECOGNITION

A. January is Board Appreciation Month

B. YCS MISSION STATEMENT: The purpose of YCS is to develop mindful, engaged students with the skill set, work ethic, and attitude to contribute to a community that honors diversity, equality and justice.

4. ACCEPTANCE OF AGENDA

A. Acceptance of Agenda

5. PUBLIC COMMENTS #1

A. Guidelines for Public Comment

6. ELECTION OF ACTING CHAIRPERSON & APPOINTMENT OF TEMPORARY SECRETARY

A. Acting Chairperson Nomination

B. Temporary Secretary Appointment

7. BOARD ORGANIZATION

A. Nomination & Election of BOARD OFFICERS

B. Appointments of BOARD COMMITTEE MEMBERS & LIAISONS

8. CONSENT AGENDA

A. Consent Agenda

9. ACTION ITEMS: ORGANIZATIONAL MEETING MATTERS

A. District Compliance Officers Appointment

B. Board of Education Meeting Schedule Adoption

10. ACTION ITEMS: ORGANIZATIONAL MEETING: Business Items Review & Approval

A. Use of Facsimile Signature Authorization

B. Execute Contracts and Sign Documents on Behalf of the District Authorization

- C. Bank Account Signatories Authorization
- D. Depository for School District Funds Designation
- E. Electronic Transfer Officer (ETO) Designation
- F. Audit Firm Designation
- G. Legal Counsel Designation
- H. Newspaper for Bid Notices & Other Legal Postings Designation
- I. Meeting Posting Responsibilities Designation

11. ACTION ITEMS: Business and Finance

- A. Acceptance of Resolution for Millage Renewal
- B. Acceptance of QuaverEd Music Curriculum Renewal for \$39,200
- C. Acceptance of Implementation of the iObservation System
- D. Acceptance of the Read 180 and System 44
- E. Acceptance of District Wide YCS Phone Upgrade Project
- F. Amendment to WISD Technology Service Contract
- G. Donation: Meijer's Corporation
- H. Donation: Esperion Therapeutics
- I. Donation: Ann Area Area Community Foundation Grant
- J. Donation: Earl-Lee Bird Learning Center and Child Care

12. PUBLIC COMMENTS #2

- A. Guidelines for Public Comment

13. DISCUSSION

- A. Board of Education Subcommittee Reports

14. BOARD/SUPERINTENDENT COMMENTS

- A. Board/Superintendent Comments

15. ADJOURNMENT OF MEETING

- A. Adjournment of Meeting



TO HONOR SCHOOL BOARD RECOGNITION MONTH, *January 2022*
Ypsilanti Community Schools

Ypsilanti Community Schools joins 529 local and 56 intermediate school districts across Michigan to celebrate January as School Board Recognition Month.

WHEREAS:

1. School board members represent their fellow citizens' views and priorities in the complexity of maintaining and running the community's public schools. They reinforce the principle of local control over public education, which is an important, highly valued aspect of education in Michigan, and;
2. The month of January marks the observance of School Board Recognition Month. This is an opportunity to show our appreciation for these leaders and begin to better understand how local trustees work together to prepare today's students to be tomorrow's leaders, and;
3. The key to a brighter future for Michigan children is a strong public education system. Every day, students count on public schools to help prepare them for a successful future. Students count on adults across the state to ensure they have access to resources to help them learn, keep their building safe, and have qualified teachers to guide them. It takes a commitment to a community to make this possible. At the end of the day, contributing to the success of our students are ordinary citizens with extraordinary dedication to public schools: our school board members, and;
4. The job of school board members is to establish a vision for the education program, design a structure to achieve that vision, ensure schools are accountable to the community, and advocate for continuous improvement in student learning. This is a time to remember school board members for their untiring efforts.

NOW, THEREFORE, BE IT RESOLVED:

1. We encourage you to join Ypsilanti Community Schools with others throughout our community, state, and nation to salute the men and women who provide grassroots governance of public schools.
2. Even though there is a special effort during January to show appreciation for our school Board members, we recognize their contributions are a year-round effort.
3. Celebrating School Board Recognition Month is one way to say 'thanks' for all school board members do.

School Board Members Serving Ypsilanti Community Schools

Dr. Celeste Hawkins, Board President
Sharon Lee, Board Vice-President
Meredith Schindler, Board Secretary
Gillian Ream Gainsley, Board Treasurer
Yvonne Fields, Board Trustee
Maria Goodrich, Board Trustee
Janice Townsend, Board Trustee

Thank you for your dedication and service,

Dr. Alena Zachery-Ross, Superintendent
Ypsilanti Community Schools

Date

REGULAR MEETING (Monday, January 24, 2022)

Generated by Julie Haines on Monday, January 31, 2022

Members present

Dr. Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Members absent

Maria Goodrich

Meeting called to order at 6:35 PM

1. CALL TO ORDER & ROLL CALL OF BOARD MEMBERS PRESENT: Dr. Celeste Hawkins, Board President

Action: A. Roll Call of Board of Education Members

2. PLEDGE OF ALLEGIANCE: Dr. Celeste Hawkins, Board President

3. ACHIEVEMENT, AWARDS & RECOGNITION

Presentation, Recognition: A. January is Board Appreciation Month

[Click here to view the resolution.](#)

YCS would like to recognize January School Board Member Appreciation month. Thank you school board members for serving the children in our community!

TO HONOR SCHOOL BOARD RECOGNITION MONTH, January 2022

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Dr. Celeste Hawkins, Board President

Sharon Lee, Board Vice-President

Meredith Schindler, Board Secretary

Gillian Ream Gainsley, Board Treasurer

Yvonne Fields, Board Trustee

Maria Goodrich, Board Trustee

Jeanice Townsend, Board Trustee

Thank you for your dedication and service,

Dr. Alena Zachery-Ross,

Superintendent

Ypsilanti Community Schools

4. ACCEPTANCE OF AGENDA

Action: A. Acceptance of Agenda

... MOVE THAT the Board of Education accept the agenda, as presented.

Motion by Meredith Schindler, second by Gillian Ream Gainsley.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

5. PUBLIC COMMENTS #1

Information: A. Guidelines for Public Comment

Public Comment Protocol | [Pursuant to Board of Education Policy 0167.3](#)

*The Board recognizes the value of public comment on educational issues and the importance of allowing members of the public to express their view.

*Please limit statements to three (3) minutes duration.

*Participants shall direct all comments to the Board and not to staff or other participants; no person may address or question Board members individually.

*Remarks shall be made in a respectful and professional manner.

Orion Filisko, boy scout, YCHS student, and swimmer addressed the board. He was attending the board meeting to gather information for a merit badge he is working on and he would like to know the status of the high school pool and the renovations.

6. ELECTION OF ACTING CHAIRPERSON & APPOINTMENT OF TEMPORARY SECRETARY

Action, Discussion, Procedural: A. Acting Chairperson Nomination

... MOVE TO nominate Superintendent Zachery-Ross to serve as acting chairperson for this Organizational Meeting.

Motion by Meredith Schindler, second by Jeanice Townsend.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Procedural: B. Temporary Secretary Appointment

Dr. Zachery-Ross appointed Ms. Julie Haines as temporary secretary.

7. BOARD ORGANIZATION

Action, Discussion, Procedural: A. Nomination & Election of BOARD OFFICERS

Verbal nominations for candidates for each of the four offices will be solicited one at a time. Nominations for office do not require seconds. Once all officers have been elected, the newly elected president should preside over the meeting.

If more than one person is nominated for single office, a majority vote should be used to identify the majority candidate for that position. If only one Board member is nominated for an office, the president or person presiding over the meeting shall seek a motion to elect that member by acclamation. The election of officers shall proceed in sequence until all officers are elected.

#1: President

#2: Vice-President

#3: Secretary

#4: Treasurer

NOMINATION AND ELECTION OF BOARD OFFICERS

PRESIDENT

The following Board members expressed interest in serving as President: Celeste Hawkins

Assets and Interest in role:

Dr. Hawkins: Appreciates serving in this way

- very dependable, a team player, organized
- strong relationship with Dr. Zachery-Ross
- very active in the community
- committed and dedicated to the students
- students are our future
- wants to continue to support students, families, and the community

MOTION OF NOMINATION AND ELECTION OF PRESIDENT: Celeste Hawkins to serve until the 2023 Organizational Meeting

Motion by Meredith Schindler, supported by Jeanice Townsend

Roll Call Vote: Fields - Aye, Ream Gainsley - Aye, Townsend - Aye, Lee - Aye, Schindler - Aye, Hawkins - Aye

Passes: 6-0

VICE-PRESIDENT

The following Board members expressed interest in serving as Vice-President: Sharon Lee

Assets and Interest in role:

Sharon Lee: she has been the vice president in the past

- wants to continue to support the board
- to support decisions for students
- to continue to advocate for district
- is always contacted by politicians and she always advocates for more money for the district and to get rid of debt and tells them to contact Dr. Zachery-Ross, she makes sure she follows protocol
- wants to keep going to MASB and to attend other conferences

MOTION OF NOMINATION AND ELECTION OF VICE-PRESIDENT: Sharon Lee to serve until the 2023 Organizational Meeting

Motion by Meredith Schindler, supported by Jeanice Townsend

Roll Call Vote: Fields - Aye, Ream Gainsley - Aye, Townsend - Aye, Lee - Aye, Schindler - Aye, Hawkins - Aye

Passes: 6-0

SECRETARY

The following Board members expressed interest in serving as Secretary: Maria Goodrich

MOTION OF NOMINATION AND ELECTION OF SECRETARY: Maria Goodrich to serve until the 2023 Organizational Meeting

Motion by Yvonne Fields, supported by Jeanice Townsend

Roll Call Vote: Ream Gainsley - Aye, Fields - Aye, Lee - Aye, Schindler - Aye, Townsend - Aye, Hawkins - Aye
Passes: 6-0

TREASURER

The following Board members expressed interest in serving as Treasurer: Gillian Gainsley
Assets and Interest in role:

Gillian Gainsley: she has been the treasurer for the past three years

- she feels it's an important position
- she is proud of the work to refinance the bond
- she wants to make sure money is being used wisely
- she is an advocate at the state level about bonds

MOTION OF NOMINATION AND ELECTION OF Treasurer: Gillian Gainsley to serve until the 2023 Organizational Meeting

Motion by Jeanice Townsend, supported by Yvonne Fields

Roll Call Vote: Fields - Aye, Ream Gainsley - Aye, Townsend - Aye, Lee - Aye, Schindler - Aye, Hawkins - Aye
Passes: 6-0

Action (Consent): B. Appointments of BOARD COMMITTEE MEMBERS & LIAISONS

Resolution: ...THAT the following appointments of Board representatives be approved and in effect until the next Organizational Meeting in January 2023.

#1: Parliamentarian: Trustee Lee

#2: Head Start Policy Committee: Trustee Lee

#3: Legislative Relations Network (LRN) Designee: Trustee Goodrich

#4: Washtenaw Association of School Boards (WASB) Representative: Trustee Goodrich

#5: Ypsilanti Promise Board Representative: not sure they are meeting

#6: Ypsilanti Foundation Board Liaison: Trustee Gainsley

#7: Michigan Association of School Boards (MASB) Convention Delegate & Alternate:

A. Delegate: Trustee Fields

B. Alternate: Trustee Townsend

#8: Coordinated School Health Team: Trustee Schindler

#9: Sex Education Advisory Board (SEAB): Trustee Schindler

The following subcommittees may include 1-3 members, unless noted otherwise:

#1: Policy Subcommittee: Trustee #1 & Chair Schindler

Trustee Goodrich

Trustee Hawkins

#2: Financial & Operational Planning Subcommittee: Trustee #1 & Chair Gainsley

Trustee Townsend

Trustee Hawkins?

#3: Strategic & Educational Performance (DTN) Subcommittee: Trustee #1 & Chair Hawkins

Trustee Goodrich

Trustee Lee

#4: Community Relations Subcommittee: Trustee #1 & Chair Fields

Trustee Townsend

Trustee Goodrich

Motion by Meredith Schindler, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

8. CONSENT AGENDA

Action (Consent), Minutes, Report: A. Consent Agenda

Seeking Board approval of the presented meeting minutes and personnel matters; see attachments below.

Resolution: ... MOVE THAT the Board of Education approve the:

1) December 6, 2021, Regular Board Meeting Minutes

2) December 6, 2021, Special Board Meeting Minutes

3) Personnel matters as per the presented list dated 1/18/22; New Hires and Resignations.

...THAT the following appointments of Board representatives be approved and in effect until the next Organizational Meeting in January 2023.

Motion by Sharon Lee, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

9. ACTION ITEMS: ORGANIZATIONAL MEETING MATTERS

Action, Procedural: A. District Compliance Officers Appointment

... MOVE TO designate the following staff to serve as District Compliance Officers:

1) the Assistant Superintendent as 504 Compliance Officer, and;

2) the Director of Human Resources as District Compliance Officer and ADA Coordinator (in compliance with Policy #s 2260.01 & 4123).

Motion by Meredith Schindler, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Discussion: B. Board of Education Meeting Schedule Adoption

Monday, January 24, 2022

Monday, February 7, 2022

Monday, February 28, 2022

Monday, March 14, 2022

Monday, April 11, 2022

Monday, April 25, 2022

Monday, May 9, 2022

Monday, May 16, 2022

Monday, June 6, 2022

Monday, June 20, 2022

Monday, July 11, 2022

Monday, August 1, 2022

Monday, August 15, 2022

Monday, September 12, 2022

Monday, September 26, 2022

Monday, October 10, 2022

October 20 - 23, 2022

Monday, October 24, 2022

Monday, November 7, 2022

Monday, December 5, 2022

Monday, January 23, 2023 - Organizational Meeting

Dr. Hawkins: If everyone could take a minute to look at the dates that are proposed

Trustee Gainsley: What are the October 20 - 23 dates?

Dr. Zachery-Ross: That is the MASB Conference

Trustee Fields: I won't be at the April 25th meeting.

Trustee Gainsley: There are retreat dates listed for August 5 and 6 or August 12 or 13. I will be on vacation the first week of August.

Trustee Townsend: There is only one meeting in March?

Dr. Zachery-Ross: There is no school on March 21st or 28th. March 14th is the same day as NAACIP and it is at 5:00 p.m. and it's online. Thought we could still do both. Last year when it was virtually it was short. When it is in-person it is longer.

Vice President Lee: The meeting is at 6:30 p.m. and NAACIP starts at 5:00 p.m.

Dr. Hawkins: The 5:00 p.m. start allows us to participate virtually and be able to conduct our board business.

Trustee Townsend: is there school on Columbus Day - 10/10?

Dr. Hawkins: Are we closed on Columbus Day?

Dr. Zachery-Ross: I don't think so. We will double check.

Trustee Townsend: That's a bank holiday.

Vice President Lee: On March 14th do you think we should start our meeting at a later time like 7:00 p.m. or do you think we would be okay?

Dr. Hawkins: We could stream the virtual event together at 5:00 p.m. and then go right into the board meeting. We could have it open. Does that work?

Vice President Lee: That works.

Dr. Hawkins: Looking to offering training for long range planning. We need to complete our strategic planning, our work on our mission/vision statement, and diversity, equity and inclusion work. We want to make sure the dates don't present any conflicts with religious holidays, state holidays.

Trustee Townsend: When is graduation?

Dr. Zachery-Ross: We will find out.

Dr. Hawkins: Dr. Zachery-Ross do you want dates for long range planning or DEI? We might need to get facilitators.

Dr. Zachery-Ross: Yes. If we can have a conversation early, then we can find the facilitators that the board wants in advance. We might also want to talk about potential retreat days and places such as Shanty Creek.

Dr. Hawkins: Maybe we should to mission statement work early in the year and then DEI.

Dr. Zachery-Ross: the retreat has to be after June

Dr. Hawkins: August 5 and 6 doesn't work for Trustee Gainsley. Trustee Schindler is often out of town in August. Let's put a place holder on August 12-13 for the board retreat. What do we think about doing a workshop on February 28th?

Dr. Zachery-Ross: We might be able to get Mary Kerwin to come.

Trustee Townsend: What do we do for Black History Month?

Dr. Zachery-Ross: We let people know of things that are happening in the district to celebrate Black History Month and we used to have students come and give points of pride at that meeting. The topics that we discuss at each of the board meetings mostly come from our board field guide and they are the ones we make sure we discuss.

Trustee Schindler: Love the idea of workshops during planned board meeting and maybe starting a little earlier instead of planning a whole other day.

Dr. Hawkins: So we will move forward with Mary Kerwin coming to the February 28th meeting for mission/vision and strategic planning work. Now talking about equity work. Our next potential workshop day is April 25th which is about 3 months away. We have had worked with Dr. Dorinda Carter Andrews per pandemic and we have work with Yolanda Sealy Ruiz.

Dr. Zachery-Ross: We will have to see. Dr. Carter Andrews said no to a couple of dates.

Dr. Hawkins: Seeing if we could plug something in there with the next date being June 20th.

Dr. Zachery-Ross: Does the board have a preference, Dr. Carter Andrews, Dr. Sealy Ruiz, we have worked with the justice league?

Trustee Schindler: I really like Dr. Carter Andrews. For me it's whoever you think can work with the district better. Maybe the person who is working with the rest of the district makes sense.

Vice President Lee: I like Dr. Carter Andrews.

Dr. Lopez: The last session with Dr. Carter Andrews is April 12th. Our last session with Yolanda is May 27th.

Dr. Zachery-Ross: Both Dr. Carter Andrews (working with teachers from three schools, no administrators were allowed to take that class - "Educating the Black Youth", teachers really like it) and Yolanda Sealy Ruiz are both working with teachers in our district.

Trustee Gainsley: Feels like our focus should be on suspensions and keeping kids out of the school to prison pipeline. When we had our first workshop with Dr. Carter Andrews pre-pandemic, she talked about doing some data analysis and digging into the data to see where we were losing our students, to see if there were patterns. I would be very curious to exam that.

Dr. Hawkins: We had great momentum and then the pandemic hit but the work has continued with the teachers. I am grateful that they know our district and that we have the opportunity to work with two really phenomenal facilitators and leaders with this equity work. We will look to you, Dr. Zachery-Ross to use this skeleton calendar and see if you can get either of these two very sought after facilitators. It sounds like the board wants to continue with this work and would like you to try to schedule something. We are looking at somewhere between April and June.

Dr. Zachery-Ross: Thank you for your flexibility, board.

Dr. Hawkins: If these dates look good, this is what we will vote on.

... TO ADOPT the Board of Education meeting schedule for January 24, 2022 - January 23, 2023.

Motion by Sharon Lee, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

10. ACTION ITEMS: ORGANIZATIONAL MEETING: Business Items Review & Approval

Action, Procedural: A. Use of Facsimile Signature Authorization

.... MOVE TO authorize the Director of Business and Finance to file the necessary forms with the appropriately designated banks to use the facsimile signature of the School District Superintendent on check draws of the General Fund, Food Service Fund, Debt Retirement Fund, Payroll Account, Student Activities Fund and Trust Fund.

Motion by Gillian Ream Gainsley, second by Jeanice Townsend.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: B. Execute Contracts and Sign Documents on Behalf of the District Authorization

.... MOVE TO designate, and limit thereto, the following administrators to sign contract and other documents on behalf of the District: Superintendent, or designee, and Director of Business and Finance.

Motion by Jeanice Townsend, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: C. Bank Account Signatories Authorization

... MOVE TO approve the Board President, Superintendent, Board Treasurer, Director of Business/Finance, and, Finance/Accounting Supervisor as official signatories of bank accounts for the District.

Motion by Jeanice Townsend, second by Gillian Ream Gainsley.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: D. Depository for School District Funds Designation

... MOVE THAT the Board of Education utilize the following financial institutions as depositories for the following funds:

NORMAL OPERATIONS DEPOSITS & WITHDRAWALS:

- 1) Michigan Liquid Asset Fund Plus (MILAF+),
- 2) Bank of Ann Arbor, and
- 3) Fifth Third Bank

BONDED INDEBTEDNESS PAYING AGENTS:

- 1) Bank of New York,
- 2) Huntington National Bank,
- 3) U.S. Bank, and
- 4) Pacific Western

Motion by Meredith Schindler, second by Jeanice Townsend.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: E. Electronic Transfer Officer (ETO) Designation

... MOVE THAT the Board Treasurer or Director of Business and Finance be appointed as Electronic Transfer Officer (ETO) in accordance with Policy #6144.

Motion by Jeanice Townsend, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: F. Audit Firm Designation

... MOVE THAT the Board of Education designate Yeo and Yeo as its auditor for the year ending June 30, 2022.

Motion by Meredith Schindler, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: G. Legal Counsel Designation

... MOVE THAT the Board of Education authorize the following law firms as legal counsel for the District:

- 1) Thrun Law Firm, PC (retainer); and
- 2) Collins & Blaha PC

Motion by Jeanice Townsend, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: H. Newspaper for Bid Notices & Other Legal Postings Designation

... MOVE THAT the Board of Education designate The Ann Arbor News for bid notices and other legal postings.

Motion by Yvonne Fields, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Procedural: I. Meeting Posting Responsibilities Designation

... MOVE THAT the Superintendent, or designee, will designate an appropriate, available person to post notices of public meetings.

Motion by Gillian Ream Gainsley, second by Jeanice Townsend.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

11. ACTION ITEMS: Business and Finance

Action: A. Acceptance of Resolution for Millage Renewal

The annual millage rate expires at the end of 2022. The district would like to renew this millage for the next ten years. It needs to be on the May 2022 ballot.

...MOVE THAT the Board of Education accepts the attached resolution for millage renewal to be added to the May 2022 ballot.

Dr. Zachery-Ross: Our millage rate expires in 2022. We need to clarify to the public that this is not an increase to home owners. It is just a continuation. If the board passes this, we will start communicating to the community about what this means as it is placed on the ballot.

Priya Nayak: We would like to renew the millage because the current one expires in 2022. The millage is to renew the 18 mins for our operating fund that we get from the local taxing authority. We are asking for 18.5 mil because at 18 mil what we get will go down a little but it is not cost increase to any of the home owners.

Dr. Zachery-Ross: That is the big piece that we want to communicate to our home owners and business partners that this is a renewal, a continuation. We would like to continue to receive that support.

Trustee Townsend: We need to communicate it in a way that they understand that it is a renew and it is not increasing, just need to make sure the messaging is clear.

Dr. Hawkins: Make sure the messaging around this is clear.

Motion by Yvonne Fields, second by Gillian Ream Gainsley.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: B. Acceptance of QuaverEd Music Curriculum Renewal for \$39,200

The district's license for QuaverEd (the PK-8 music curriculum) expires at the end of this school year. We would like to renew this for the next 5 years.

Click [here](#) to view the renewal.

...MOVE THAT the Board of Education accept, as presented, QuaverEd Music Curriculum Renewal for Perry Early Learning Center, Ford Early Learning Center, Erickson Elementary, Estabrook Elementary, Holmes Elementary, Ypsilanti International Elementary School [YIES], Ypsilanti Community Middle School Choir, and Ypsilanti Community Middle School Band for \$39,200.

Motion by Gillian Ream Gainsley, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: C. Acceptance of Implementation of the iObservation System

iObservation is a web based platform that will enhance the teacher and administrator evaluation system paid through the Supporting Educator Excellence and Knowledge (SEEK) grant.

Click [here](#) to view the quote.

...MOVE THAT the Board of Education accepts the attached quote for implementing the iObservation system.

Trustee Gainsley: Can we get a little description on this since this is a new item?

Mark Coscarella: This supports the evaluation process for teachers and administration. The evaluation process itself is not changing, the rubrics is exactly the same, just how it is handled. All the evaluations will be in one place and they will all be systematized. This will greatly enhance and make our evaluation process even better than it already is. This will help to indicate patterns so we can offer support and PDS for our teachers.

Trustee Gainsley: The state evaluation process is quite time consuming and burdensome which has been expressed by our teachers and administration. Do you see this system increasing the time spent, decreasing the time spent and if so, by how much?

Mark Coscarella: It's hard to tell by how much but hopefully that is the intend of this system to make it easier for the teachers and administrators to have all the information in one place. This contract will be purchased through the SEEK grant. We have also purchased through the SEEK grant, iPads for the administrators so they can email the teachers directly from the iPad as they are leaving their class so the teachers can get immediate feedback. All evaluation rubrics will be in the one location.

Dr. Zachery-Ross: I just want to emphasize that the process is not changing. We are really advocating for some type of reprieve in the evaluation system at the legislative level for this year. We know that 40% of a teacher's evaluation based on the state test during a pandemic is a lot. We know there are other things that teachers and staff members are doing that need to be focused on. This system will help us to see growth and also where we need to continue to improve. Where we are doing well. It will have save time for the principals. It will give feedback quicker.

Trustee Gainsley: Eager to have an update and how it goes.

Dr. Hawkins: Have we had any feedback from other districts that have used this?

Dr. Zachery-Ross: The thing about this system is aligned with the rubrics that have been adopted by this board, the unions. We will not have adapt this system at all. It aligned with what we already have.

Mark Coscarella: I know of a few other districts that uses this tool and they have found it to be very user friendly, intuitive, and preforms the way the author says it will. We are going to have a soft rollout so we can support the administrators how ever they want to roll it out.

Trustee Townsend: Is the software being rolled out this semester? If everyone is doing it differently, how does that work?

Dr. Zachery-Ross: The process is the same. Some people will use the iPad and others will still be writing it. We haven't even had training on it so we keep pressing for our legislature to wave evaluations during this pandemic because according to the research there are other things the teachers need to be focused on. Until then we are following the law and this is just saying how you are doing it.

Dr. Hawkins: It sounds like this is a way to streamline. We look forward to an update.

Trustee Fields: Getting the feedback to the people being evaluated quickly matter.

Motion by Meredith Schindler, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: D. Acceptance of the Read 180 and System 44

Read 180 and System 44 are supplemental supports designed to improve literacy outcomes for students in grades 3 through 12 paid through Literacy Excellence Accelerates Performance (LEAP) grant.

Click [here](#) to view the proposal.

...MOVE THAT the Board of Education accepts the attached quote for implementing Read 180 and System 44.

Motion by Yvonne Fields, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: E. Acceptance of District Wide YCS Phone Upgrade Project

The district's current phone system is a Toshiba network connected IP phone system. This system has reliably been in use for over ten years. However, the phone system is no longer in production and parts are no longer available to repair broken devices. In addition, the system does not easily connect with current technology nor is it safe to keep the backend servers for the system online (the server is running Windows XP which was retired back in 2014).

We propose upgrading the phone to comply with modern standards that include:

Up to date security

Updated call management system

Integration with modern third party platforms (i.e. security notifications, PA's, etc)

Redundancy in our system

By adopting this new system we are able to provide a more reliable system for both internal and external communications. We were able to secure a proposal through a consortium vendor and a close partner with the district for the following amount:

Approximately \$360,000

This is an estimate due to increased handset amounts and additional caller accessories

Click [here](#) to view the upgrade information.

...MOVE THAT the Board of Education award, as presented, the purchase agreement with Sentinel Technologies to purchase a phone system to replace the current platform.

Motion by Meredith Schindler, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action, Recognition: F. Amendment to WISD Technology Service Contract

In our current contract with the WISD we have several positions that are either split with Lincoln, limited by days/hours, and compensated with below-market salaries. This has resulted in staff being unable to work due to their contracts or having extensive "compensation" hours logged outside of their timesheets. In addition, vacancies remain unfilled due to the compensation being offered. With a team of only 9 team members even a single vacancy severely handicaps our ability to respond to the needs of our staff, students, and community. Here are the proposed changes (all amounts are estimates):

1. Technician – Level 1 Support, FTE 0.5 YCS, 210 days will be upgraded to a Technical Assistant, FTE 0.25 YCS, 230 days (decrease of \$3,981.35)

2. Technician – Level 1 Support, FTE 0.5 YCS, 210 days will be upgraded to a Technician – Level 1 Support, FTE 0.5 YCS, 230 days (increase of \$5,620.65)

3. Technician – Level 1 Support, FTE 1.0 YCS, 210 days will be upgraded to a Technical Assistant, FTE 1.0 YCS, 230 days (increase of \$32,800)

The total amount of the Amended Contract Cost reflects the entirety of the 2021/22 Fiscal Year and will be prorated based on the approved and fully executed date of the contract amendment. The prorated amount will also be updated and reflected in the total Cost Estimate of the 2019-22 Shared Tech Services Contract: Cost Estimate 2021-22 Fiscal Year. The current 2021-22 Cost Estimate is \$616,234.54.

...MOVE THAT the Board of Education approve, as presented, the amendment to the service contract for technology services.

Motion by Yvonne Fields, second by Jeanice Townsend.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: G. Donation: Meijer's Corporation

Meijer's on Carpenter Road has made a donation of school supplies valued at approximately \$3000 to the Ypsilanti Community Schools. Thank you, Meijer's, from all the students that you are impacting with this donation!

.... MOVE THAT the Board of Education accept a donation from Meijer's for approximately \$3000 in school supplies.

Motion by Yvonne Fields, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: H. Donation: Esperion Therapeutics

George Evans, of Esperion Therapeutics, has made a donation of office supplies valued at approximately \$1500 to the Ypsilanti Community Schools. Thank you, Mr. Evans and Esperion Therapeutics, from all the staff that you are impacting with this donation!

.... MOVE THAT the Board of Education accept a donation from Esperion Therapeutics for approximately \$1500 worth of office supplies.

Motion by Jeanice Townsend, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: I. Donation: Ann Arbor Area Community Foundation Grant

The Ann Arbor Area Community Foundation is pleased to present Ypsilanti Community Schools with this payment in the amount of \$75,000.00 in support of Young Men of Purpose for 6th-8th grade young Black males in partnership with Mentor2Youth, WMBK, WCC, and CLFMI. Thank you, Ann Arbor Area Community Foundation for this very generous gift!

.... MOVE THAT the Board of Education accept a grant from the Ann Arbor Area Community Foundation in the amount of \$75,000.00 to support Young Men of Purpose.

Trustee Gainsley: What is this program?

Dr. Lopez: They got together with Ms. Neal, the principal of the middle school. They wanted to focus on our children, our youth. They made a commitment to raise \$75,000 to help tutor, mentor, that kind of support that directly impact our young people. It has been a game changer. You can see where the relationships are really making a difference in the middle school. there's an adult that has your back.

Dr. Zachery-Ross: It was led by community partners. They spearheaded talking to the community foundation. A number of smaller organizations talked to the foundation and said we can't do it alone but can you support us so we can help more. They were collaborative. They brought in families. They brought in Dr. Lopez. They didn't want to do something to the schools, they wanted to do something for the schools realizing that the you black males need help.

Dr. Lopez: Another piece is they are proving support to the families on Saturdays.

Dr. Hawkins: This has great promise for our young men. COGNIA recommended we boost up the number of students having access to mentoring. We look forward to hearing how well this is going.

Motion by Sharon Lee, second by Meredith Schindler.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

Action: J. Donation: Earl-Lee Bird Learning Center and Child Care

Carmen Young of Earl-Lee Bird Learning Center and Child Care had a child n in the YCS District and was so satisfied with the services her daughter received from the Special Education Dept. at the High School that her first thought was to give back to the District that gave so much to her daughter. Thank you so much, Ms. Young and the Earl-Lee Bird Learning Center and Child Care for your very generous donation!

...MOVE THAT the Board of Education accept a donation from Earl-Lee Bird Learning Center and Child Care for \$1000.

Motion by Meredith Schindler, second by Sharon Lee.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Meredith Schindler, Yvonne Fields, Jeanice Townsend

12. PUBLIC COMMENTS #2

Information: A. Guidelines for Public Comment

Public Comment Protocol | Pursuant to Board of Education Policy 0167.3

*The Board recognizes the value of public comment on educational issues and the importance of allowing members of the public to express their view.

*Please limit statements to three (3) minutes duration.

*Participants shall direct all comments to the Board and not to staff or other participants; no person may address or question Board members individually.

*Remarks shall be made in a respectful and professional manner.

No comments.

13. DISCUSSION

Discussion: A. Board of Education Subcommittee Reports

Vice President Lee: Ypsilanti Foundation: In 2021, the Ypsilanti Foundation gave out more than \$93,800, allocated in the following ways: \$4,800 for 15 mini grants, (the 2022 mini grants are in and are expecting to give out more than \$11,000 to the 35 applicants), \$24,500 for scholarships for graduating seniors, \$20,000 to support K-12 learning recovery for academic tutoring, support materials, and kits from KLA, \$4,000 in pandemic priorities.

Dr. Hawkins: Do we know dates for scholarships for this year and has the information been widely shared?

Trustee Townsend: The school district along with the Rotary is having a virtual event on Feb. 10th with the Divine Nine and they will be giving all that information. It will be virtual and live on FaceBook. The flyer is already on the school's website and the information has already been distributed by Alex Cash. It is also on social media.

Trustee Gainsley: Finance and Operational Subcommittee: We have been talking about the millage and making sure we are educating the public. We have asked for a time line of what the district plans to communicate. The district can't advocate for the millage but they can inform. Exploring future use of Cheney Elementary. Property disposition and how we use the properties that we are not using has been a key concern for this board. Some discussion and there was a walk through with Superior Township Board. The sheriff's department had the building evaluated. The building is in surprisingly good shape. We will keep the board updated.

14. BOARD/SUPERINTENDENT COMMENTS

Trustee Townsend: Thank you for all the work that was put into the meeting and for keeping us informed.

Dr. Hawkins: It is the leadership of the district that allows the board to do the work that they do. Thank you to everyone.

Trustee Townsend: Thank you, Solomon, for making us look professional.

Trustee Gainsley: We have an amazing superintendent. For work I went to the MASA this week and found out that she had not only spoken at the main stage and did an incredible job but she also received the district award for Grizzly Learning Camp.

Dr. Hawkins: Recognition for Trustee Gainsley for the year at Michigan Learning Channel.

Trustee Gainsley: The Michigan Learning Channel has been in operation for a year now. We offer learning for all students through PBS stations.

Dr. Zachery-Ross: Trustee Gainsley presented at the MASA with the Michigan Learning Channel using real teachers to teach the lessons. The district has received the Beyond the Class award because of our Grizzly Learning Camp this past summer. It recognizes exemplary out of school efforts in collaboration with community based organizations. Here are some of our partners: U of M, EMU, Toledo Zoo, Culinary Kitchen, Comic Book Store, Dom Bakery, Belle Isle Aquarium, Creature Conservatory, WISD, WCC, Domino Farms, Ypsilanti Running Store, Ypsilanti District Library, Foster Grandparents, Americore, Firehouse Museum, Growing HOPE, Lego Robotics. I was one of three superintendents that was asked to present an Ed Talk. Thank you, Solomon and the technology department, for all the work they did for tonight for this meeting. Thank you all for the sacrifice. With the Michigan code, only members of the military can participate in meetings virtually beginning January 1st. For public comments, the person needs to come in person and the public is welcome. The meeting is being streamed on FaceBook. We don't want to violate the Open Meetings Act so comments cannot be made virtually but people are welcome to come and make comments in person. We are still being transparent, we are still streaming. With districts closing, there is that pressure especially when larger districts close that are close by and people wondering what are we looking at. We are looking at the numbers. There are over 500 districts in Michigan and every week there have been less than 10 that have closed in a week. We have been urged to look at classroom by classroom, building by building. At one point we did have four classrooms closed but the remaining students were able to get their education, to see their counselor, to go to the RAHS clinic, have fellowship with their friends. We are taking the pandemic seriously. The variant has us baffled. We are doing our best to operate in a safe manner and to stay open for our students, families, and community as long as it's safe and it goes with the guidance of the WCHD. The only way we have been able to do it is through the diligence of our bus drivers, cooks, teachers, nurses, custodians, other staff. Every staff member has been invaluable. Thank you, staff members who are leading. Everyone is leading from where they stand. They are working on a plan where as long as we stay open we will get a portion depending on the portion that we have. They don't know if they can forgive a debt but they are trying to get legislators to be more flexible with attendance.

15. ADJOURNMENT OF MEETING

Meeting adjourned at 8:48 p.m.

SPECIAL MEETING (Monday, December 6, 2021)

Generated by Julie Haines on Thursday, December 16, 2021

Members present

Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Yvonne Fields, Maria Goodrich, Jeanice Townsend

Members absent

Meredith Schindler

Meeting called to order at 5:39 PM

1. CALL TO ORDER & ROLL CALL OF BOARD MEMBERS PRESENT: Dr. Celeste Hawkins, Board President

Action: A. Roll Call of Board of Education Members

2. PLEDGE OF ALLEGIANCE: Dr. Celeste Hawkins, Board President

3. ACCEPTANCE OF AGENDA

Action: A. Acceptance of Agenda

... MOVE THAT the Board of Education accept the agenda, as presented.

Motion by Sharon Lee, second by Maria Goodrich.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Yvonne Fields, Maria Goodrich, Jeanice Townsend

4. PUBLIC COMMENTS #1

Information: A. Guidelines for Public Comment

Public Comment Protocol | Pursuant to Board of Education Policy 0167.3

*The Board recognizes the value of public comment on educational issues and the importance of allowing members of the public to express their view.

*Please limit statements to three (3) minutes duration.

*Participants shall direct all comments to the Board and not to staff or other participants; no person may address or question Board members individually.

*Remarks shall be made in a respectful and professional manner.

No comments.

5. PRESENTATION

Presentation: A. COGNIA Accreditation Presentation

Dr. Zachery-Ross will share the Exit Report from the Cognia Accreditation Review Team. National standards are utilized to review and accredit school districts every (3) years. The final report will be shared with the district in the next few months. The presentation is from the Cognia Exit meeting on November 18th.

Dr. Hawkins: Kudos to Dr. Zachery-Ross, all staff, all people who have touched our students. I joined the final exit meeting.

- they were so impressed
- never seen a district score so high
- so proud to be part of this district
- our kids are the beneficiaries of all this

Trustee Gainsley: we are unapologetic**Trustee Townsend:** Congratulations to everyone. During the partner session:

- we went over our time
- they ere impressed with our partnerships
- we stressed our focus on children

Our goal has to be to tell our story.

6. REQUEST FOR CLOSED SESSION

Action: A. Request for Closed Session: Section 8(a) OMA, Personnel Evaluation of Superintendent

Mary Kerwin, Facilitator, Senior Consultant, Michigan Association of School Boards will conduct an evaluation in closed session of the Superintendent.

...MOVE that the Board of Education convene in closed session under Section 8(a) of the OMA to consider a personnel evaluation of the Superintendent.

Motion by Sharon Lee, second by Jeanice Townsend.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Yvonne Fields, Maria Goodrich, Jeanice Townsend

Moved into closed session at 6:05 p.m.

Moved back into open session at 7:45 p.m.

7. REQUEST FOR OPEN SESSION

Action: A. Approval to return to Open Session

Mary Kerwin informed us that we do not have to vote to come back into open session.

8. ACTION ITEM: Human Resources

Action: A. Adoption of Superintendent's Evaluation

The Board of Education conducts an evaluation of the superintendent every year and will discuss the outcome.

...MOVE that the Board of Education adopt the personnel evaluation of Superintendent Alena Zachery-Ross

Motion by Sharon Lee, second by Yvonne Fields.

Final Resolution: Motion Carries

Aye: Dr Celeste Hawkins, Gillian Ream Gainsley, Sharon Lee, Yvonne Fields, Maria Goodrich, Jeanice Townsend

9. MONITORING/EVALUATING: Mary Kerwin, Facilitator | Senior Consultant, Michigan Association of School Boards (MASB)

The YCS Board of Education engages quarterly in progress monitoring of the Superintendent. They also provide an opportunity to self-assess. The Board, facilitated by MASB Consultant, Mary Kerwin, will participate in a progress monitoring and self-evaluation workshop.

Discussion, Presentation: A. Board Self Evaluation/Superintendent Evaluation

Mary Kerwin led the board self-assessment. The board was rated highly-effective last time so we are going to do it a little differently this time. We will use a team approach and have a discussion this time. The board said they would actively reach out to new board members. How is that going?

Trustee Gainsley: I felt the conference helped to bond. I think we set a record for the number of board members there.

Trustee Fields: It was helpful to be together at the conference.

Trustee Townsend: The irony of the conference was that it helped to understand the state of education. We as a district really shined. We represented well. It was nice to sit and chat. It was a good learning opportunity.

Trustee Goodrich: The opportunity to develop as a team is really valued.

Mary Kerwin: I bring this up because new board members were feeling disconnected.

Trustee Fields: I feel more connected being able to catch up with each other, check in with each other, making sure everyone was okay.

Trustee Townsend: Dr. Hawkins was checking in and asking how we would be applying what we are learning.

Mary Kerwin: We are also focusing on mindfulness. How has mindfulness changed your life? How are you trying to add mindfulness to your life?

Trustee Goodrich: I am trying to review my own response, to look at a situation more holistically.

Mary Kerwin: Have you been able to do more with zoom or in-person?

Trustee Goodrich: I have been very mindful of it.

Mary Kerwin: Modeling

Sharon Lee: Trying to be aware of it sitting at the table and in the audience

Trustee Townsend: Asking a lot of questions, repeating a lot, being intentional about having relationships with each other to do our best work for the district. Working to understand the other person.

Dr. Hawkins: Pulling back on communication, being mindful of where people are and not add too much.

- finding balance
- have a commitment to kids
- gratitude, thank people
- pour back into others

Mary Kerwin: Where have you personally grown (ie. team building, new learning)?

Trustee Townsend: It has been overwhelming coming on to the board but the board has worked hard to help me. It has all been well organized with all the meetings and learning about the district.

Trustee Fields: I have grown a lot.

Mary Kerwin: What the community members need to know about MICIP?

Trustee Townsend: We need to help people understand that there is a lot that goes into decisions. We need to support the wins. We need to make sure people know how hard the district is working. All of it is about relationships.

Vice President Lee: We all came together when we had to find a new board member. That was growth in team building.

Trustee Goodrich: We were really able to work together when we had to find a new board member.

Vice President Lee: Because of Covid, we haven't worked much together.

Trustee Gainsley: The board has really come together to support the administration.

Trustee Townsend: We have provided a lot of things outside the box. No other district was doing these things. It didn't matter how much people are making, we have made sure all students needs were met. When things changed up with the calendar, we were mindful of parents so they had enough time to find solutions for their students. We have been mindful of our staff and trying to take care of them. We are the trendsetters.

Dr. Hawkins: We are leading with equity and that makes me very proud. We are supporting our teachers and staff. We are getting a lot better at communication. We have good relationships, have built trust, and are good at listening. The board's health is an indication for the district's health. I am proud of all we have done to advance district goals and our students.

Mary Kerwin: What can we do better?

Trustee Townsend: We can tell our story so they can respect it. We don't need to be so humble. We have expectations. Others need to know our expectations. We need to get more engagement from the community by figuring out how to get people involved and on the same page to support our students.

Trustee Goodrich: We do need to tell our story. We need to fill in the gaps because people don't know all the work we are doing.

Mary Kerwin: There are common themes. We want to share what we are doing with community and family.

Trustee Gainsley: We need to get money from the ISD. We need to be relentless in getting the money we should be getting. I feel we had unprecedented community engagement because we were online. We should try to keep that up.

Dr. Hawkins: How do we take our message to where they need to hear it? We need to be intentional about getting our story out. People aren't going to say, "Hey, you're doing a great job." We need to share our accomplishments. How do we message YCS?

Trustee Goodrich: How do we take on the work of messaging? We need to grow a network that will push back on the negative perception.

Mary Kerwin: Next month we will have our organizational meeting and that will mean voting for new officers for 2022. Trustee Townsend is on the board until the next election in November 2022. There will be a millage that needs to be prepared by February 2022 to go on the ballot in May 2022. We will vote on officers. And the ESSR III funds need to be used by August 2022. Please share if you are interested in an office before 1/10/22.

Mary Kerwin: What are the things you are grateful for?

Trustee Goodrich: I am grateful for all the time that Dr. Hawkins has given to me. The support has been so helpful.

Trustee Townsend: I am grateful for the opportunity to serve on the board.

Trustee Fields: I am grateful for the opportunity to be here. To be working with intelligent women who are involved in so many other things and have so much to offer. I appreciate how everyone went out of their way to welcome me and all the communication with Alena Zachery-Ross.

Vice President Lee: I'm grateful for my family and that we have not had Covid. I'm grateful to be sitting in this room, for each and everyone of you guys, for the respect, that we can share our concerns and our hopes

Dr. Hawkins: I am grateful that we are creating a culture that everyone wants to be a part of. I'm grateful for all our families and students, for their flexibility and patience. Our students are resilient. I'm grateful for our teachers, staff, and administration.

Mary Kerwin: What do you hope for next year?

Trustee Goodrich: To grow and evolve as a district. To take what we have learned and improve this coming year. To learn how we as a board can tell our story and to get the government involved more.

Vice President Lee: I am hopeful that the new normal looks better than it has. That the district keeps improving and that our students are secure emotionally and socially.

Dr. Hawkins: I hope we continue to develop strong relationships with each other and that we improve all relationships.

Mary Kerwin: YCS will change the world. Thank you, Dr. Zachery-Ross.

Dr. Zachery-Ross: We are serving our community. I am grateful that everyone comes to meetings. I thank you for reaching out. Our community is great. I am hopeful we can take it to the next level.

10. BOARD/SUPERINTENDENT COMMENTS

Trustee Gainsley: Look how far we have come as a district. Are we going to keep doing self-assessments as a board so frequently? It seems like 2 times a year would be enough.

Trustee Goodrich: We could make more room for board workshops instead of board assessments.

Vice President Lee: I think once a year for self-assessment would be enough.

Mary Kerwin: We could use other ways of monitoring. We do need accountability. Our community expects us to monitor.

Trustee Gainsley: I feel like we don't need to do a self-assessment four times a year.

Dr. Hawkins: Assessing is about pairing the effectiveness of the board and the superintendent. We received a high rating on Cognia because we are monitoring. I like being held accountable. I like being proactive rather than reactive. We can revisit this question next time. I think monitoring is about showing the community we are doing it.

Trustee Gainsley: We don't have to decide tonight. I just wanted to bring it to the board's attention.

Trustee Fields: I think it is something to look at, to revisit. It seems we don't have to do it according to Mary Kerwin. Maybe we can revamp the process on how we do it.

Trustee Goodrich: I was hoping we could talk about the subcommittees that we will be talking about and joining in the organizational meeting next month. I would like some clarity on the subcommittees so we can know what the goals of each are and we can all be on the same page.

Dr. Hawkins: We needed to talk about that but time has gotten away from us. We will be having the organizational meeting and Dr. Zachery-Ross will get us the subcommittee information and their roles and responsibilities.

11. ADJOURNMENT OF MEETING

Meeting adjourned at 9:20 p.m.

Board of Education

| Name | Location | Position |
|--------------------------|---------------|-----------------------------|
| New Hire | | |
| | | |
| Abowd, Allyson | Perry | Pre School Teacher |
| Aristizabal, Loly | Ford | Spanish Immersion |
| Genautis, Jonathan | High School | Band |
| Johnson, ShawnTanise | Middle School | Paraprofessional |
| Massaro, Carleigh | High School | PE/Health |
| Reeves-Bradley, Channell | Perry | Associate Teacher |
| Reid, Tachera | Perry | Food Service Server |
| Talley, Devin | ACCE | Building Secretary |
| Thomas, Eric | YIES | Paraprofessional |
| Tugman, Brittany | High School | Athletic Secretary |
| Wells, Justus | Beatty | Building Secretary |
| Williams, Avian | High School | Paraprofessional |
| | | |
| | | |
| Resigned | | |
| | | |
| Browe, Heather | Ford/Holmes | Media Specialist |
| Garrett, Ilena | Erickson | Paraprofessional |
| Harris, Faith | Holmes | Paraprofessional |
| Hill, Thomas | High School | Physical Education |
| Kummer, Angelica | Holmes | Social Worker |
| Prepsky, Suzannah | Perry | 1st |
| Royce, Elizabeth | Beatty | Building Secretary |
| Schmidt, Jessica | YC2S | 4th/5th Grade |
| Skinner, Ginelle | Beatty | Director of Early Childhood |
| Toomey, Erin | Middle School | Science |
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Note this list is subject to change. If there are any changes, an updated version will be shared before the board meeting.



Quote Requested By:
Ypsilanti Community Schools

Sales Director: Tim Maus
Email: TimMaus@QuaverEd.com
Phone: (629) 702-7386

Quote ID: 465

Quote Issued on December 17th, 2021
Quote is valid for 90 days.

| PRODUCTS | | COST | QUANTITY | AMOUNT |
|---|-----------------|-------------------|---------------|-------------------|
| Product Bundle A | | \$8,575.00 | 1 | \$8,575.00 |
| Item | Quantity | Unit Cost | Amount | |
| Quaver K-5 Music Curriculum, 5-Year License QK5-05-01d | 1 | \$7,350.00 | \$7,350.00 | |
| Quaver Pre-K Music Curriculum, 5-Year License QGP-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Product Bundle B | | \$3,675.00 | 2 | \$7,350.00 |
| Item | Quantity | Unit Cost | Amount | |
| Quaver Kindergarten Music Curriculum, 5-Year License Q GK-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Quaver 1st Grade Music Curriculum, 5-Year License QG1-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Quaver Pre-K Music Curriculum, 5-Year License QGP-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Product Bundle C | | \$6,125.00 | 1 | \$6,125.00 |
| Item | Quantity | Unit Cost | Amount | |
| Quaver 1st Grade Music Curriculum, 5-Year License QG1-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Quaver 2nd Grade Music Curriculum, 5-Year License QG2-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Quaver 3rd Grade Music Curriculum, 5-Year License QG3-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Quaver 4th Grade Music Curriculum, 5-Year License QG4-05-01d | 1 | \$1,225.00 | \$1,225.00 | |
| Quaver 5th Grade Music Curriculum, 5-Year License QG5-05-01d | 1 | \$1,225.00 | \$1,225.00 | |

Product Bundle D**\$4,900.00****2****\$9,800.00**

| Item | Quantity | Unit Cost | Amount |
|---|-----------------|------------------|-------------------|
| Quaver 2nd Grade Music Curriculum, 5-Year License QG2-05-01d | 1 | \$1,225.00 | \$1,225.00 |
| Quaver 3rd Grade Music Curriculum, 5-Year License QG3-05-01d | 1 | \$1,225.00 | \$1,225.00 |
| Quaver 4th Grade Music Curriculum, 5-Year License QG4-05-01d | 1 | \$1,225.00 | \$1,225.00 |
| Quaver 5th Grade Music Curriculum, 5-Year License QG5-05-01d | 1 | \$1,225.00 | \$1,225.00 |

Product Bundle E**\$3,675.00****2****\$7,350.00**

| Item | Quantity | Unit Cost | Amount |
|---|-----------------|------------------|-------------------|
| Quaver 6-8 Music Curriculum, 5-Year License Q68-05-01d | 1 | \$3,675.00 | \$3,675.00 |

SUBTOTAL**\$39,200.00**

Estimated Tax

\$0.00

Shipping & Handling

\$0.00

Total Proposed Cost**\$39,200.00**

This quote is valid for 90 days. Please keep QuaverEd.com informed of the process for approval.

QuaverEd.com • 65 Music Square West • Nashville, TN 37203



Quotation

Company Address Learning Sciences International
175 Cornell Rd., Suite 18
Blairsville, PA 15717
US

Quote Number Q-15530
Expiration Date 3/1/2022

Vendor Account No.

Payment Terms Net 30

Program Partner Lee Manly
Phone (918) 995-1112

Make checks payable to: Learning Sciences International
Fax Signed Quote to: (724) 299-8133

Bill To Name Ypsilanti Cmty School District
Bill To 1885 Packard Rd
Ypsilanti, MI 48197
US

Contact Name Mark Coscarella
Phone 7342211225
Email mcoscarella6@ycschools.us

NOTE: On-site Professional Development sessions require a minimum of a **30-day** advance notice. Purchase Orders must be received prior to any date or staff developer requests can be honored. Any Professional Development requested with less than 30-day's notice is subject to Staff Developer availability and a \$500 expediting fee.

| QTY | PRODUCT | CODE | DESCRIPTION | UNIT PRICE | TOTAL PRICE |
|-------|---|---------------------------|---|---------------|---------------|
| 11.00 | iObservation Annual License, Danielson (Building) - New | TEC-iO-N1y-Bdg-102-DanI | iObservation Annual License, Danielson (Building) - New. 1-year license. | USD 2,500.00 | USD 27,500.00 |
| 1.00 | iObservation Form Digitization/ Customization | SUP-iO-Custm008 | iObservation Form Digitization/Customization for a total of 9 Ypsilanti Frameworks | USD 2,100.00 | USD 2,100.00 |
| 2.00 | Custom, Danielson Evaluation (Onsite, 3 Hour) | PDC-DE001-D1A-SXXX-3h0-XX | PROP00474; iObservation technical training on features and functions to conduct observations and complete the evaluation process using the district created custom form based on the Danielson 2007 framework. Onsite, 3 hours/cohort. Audience: 12-15 School/District Leaders (All levels)/cohort. | USD 2,750.00 | USD 5,500.00 |
| | | | | | USD 35,100.00 |
| | | | | TOTAL: | USD 35,100.00 |

Notes:

Learning Sciences International Terms & Conditions

Customer Acknowledgment

Customer acknowledges agreement with these Terms & Conditions of Sale by placement of an order to purchase products or services from Learning Sciences International, LLC.

Prices

Prices quoted are good for 30 days from the date of proposal or quote, unless otherwise stated in writing. All prices stated in USD unless otherwise noted.

Payment

Purchase order or payment is required prior to order fulfillment. Make checks payable in USD to "Learning Sciences International" and submit to 175 Cornell Road, Suite 18, Blairsville, PA 15717.

Purchase Orders

Please reference quote number (shown above) on all purchase orders. Purchase orders should be sent to Learning Sciences International, 175 Cornell Road, Suite 18, Blairsville, PA 15717 or faxed to (724) 299-8133 or emailed to: orders@learningsciences.com

Terms

Standard payment terms are net 30 from date of invoice. Seller reserves the right to charge interest at the rate of 0.5% per month on past due balances. Seller also reserves the right to submit invoices greater than 90 days past due to a third party agency for collection.

Scheduling

On-site training and professional development sessions requires 30 days advance notice. Purchase order or payment must be received before training dates can be reserved. Trainings scheduled at the Customer's request with less than 30 days advance notice are subject to availability and a \$500 expediting fee.

All training sessions must be scheduled no later than 12 months following receipt of purchase order.

Cancellation/Rescheduling

Virtual Sessions may be cancelled or rescheduled 7 or more calendar days before the scheduled date of the event without a penalty. Customers who cancel/reschedule the virtual session within 1-6 calendar days prior to the event, will be charged 50% of the event price. If a customer does not show up for the event or cancels the event on the day of the training, will still be responsible for 100% of the event price.

On-Site Trainings may be cancelled or rescheduled 14 or more calendar days before the scheduled training date without a penalty. Customers who cancel/reschedule the on-site training up to 3 calendar days prior to the training, will be charged 50% of the training price after 3 days will be 100% of the training. If a customer does not show up for training or cancels the training on the day it was scheduled, will be responsible for 100% of the training price.

All cancellation or rescheduling requests, should be emailed to: scheduling@learningsciences.com or call: 888-235-6555 ext. 0.

FORCE MAJEURE. Neither Party will be liable for any failure or delay in performing an obligation under this Agreement that is due to any of the following causes, to the extent beyond its reasonable control: acts of God, accident, riots, war, terrorist act, epidemic, pandemic, quarantine, civil commotion, breakdown of communication facilities, breakdown of web host, breakdown of internet service provider, natural catastrophes, governmental acts or omissions, changes in laws or regulations, national strikes, fire, explosion.

Shipping and Handling

Shipping and Handling for print materials shown at standard ground rates. Please allow 7-10 business days for order processing and delivery. Expedited or overnight shipping available for some items. Additional fees may apply.

LSI will fulfill your order based on the quantity of materials shown on your purchase order. Should you request additional copies of materials, you will be invoiced for the materials plus shipping and handling. Expedited or overnight shipping may apply.

Sales, Use, Value Add and other Taxes

Customers exempt from sales taxes must provide a copy of their current exemption certificate, if applicable. LSI reserves the right to charge sales, use, and/or value added tax in addition to quoted product prices as required by taxing authorities, if applicable. Actual sales tax billed will be based on Seller's sales tax collection requirements and Customer's current jurisdiction rates in effect on the date of invoice.

Materials Reprint Licenses

Professional development sessions and related materials are revised periodically to reflect most current research and provide the best possible experience for the learners. Updates to materials covered under reprint licenses will be provided free of charge upon request during the terms of the license. Customers are advised to print only sufficient quantities to cover their immediate training needs.

Recording of Presentations

All audio and video recording is prohibited without written consent from Learning Sciences International, LLC.

iObservation Terms of Use

iObservation terms of use can be found at www.effectiveeducators.com.

Signature: _____

Effective Date: ____/____/____

Name (Print): _____

Title: _____

Please sign and return with Purchase Order.

THANK YOU FOR YOUR BUSINESS!



Houghton Mifflin Harcourt

Proposal #008287411

Prepared For

Ypsilanti Cmty School District

1885 Packard Rd
Ypsilanti MI 48197

Attention:

Carlos Lopez

clopez2@ycschools.us

For the Purchase of:

Read 180 Universal

Prepared By

Tammy Willey

tammy.willey@hnhco.com

Please submit this proposal with your purchase order.

Purchase orders or duly executed service agreements for **Professional Services** purchased, must be submitted at least 30 days before the service event date.

For greater detail, the complete Terms of Purchases may be reviewed here:

<http://www.hnhco.com/common/terms-conditions>

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Carlos Lopez
clopez2@ycschools.us

HMH Confidential and Proprietary

Send **Orders** to:
k12orders@hnhco.com
FAX: 800-269-5232
HMH Orders
9400 Southpark Center Loop
Orlando, FL 32819-8647

Proposal for Ypsilanti Cmty School District

| ISBN | Title | Price | Quantity | Value of All Material | Free Materials Quantity |
|---|---|----------|----------|-----------------------|-------------------------|
| <u>R180 U Stage A</u> | | | | | |
| Student Digital-Only Package | | | | | |
| 6003184 9781328028457 | READ 180 Universal Stage A/ System 44 Upper Elementary Literacy License Digital Student Subscription Package, 1 Year Includes Literacy Intervention License (R180U Stage A / S44 Upper Elementary), Reading Inventory, and Phonics Inventory student software subscription. Software to be hosted by HMH. | \$118.30 | 405 | \$47,911.50 | |
| Total for Student Digital-Only Package | | | | \$47,911.50 | |
| Teacher Subscription | | | | | |
| 9781328019905 | Literacy Intervention License (R180 U Stage A / S44 Upper Elementary) Teacher Subscription | \$299.00 | | | 40 |
| Total for Teacher Subscription | | | | \$0.00 | |
| <u>Total for R180 U Stage A</u> | | | | \$47,911.50 | |

| | |
|----------------------------------|--------------------|
| Subtotal Purchase Amount: | \$47,911.50 |
| Shipping & Handling: | \$0.00 |
| Sales Tax: | \$0.00 |

Total Cost of Proposal (PO Amount): **\$47,911.50**

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Carlos Lopez
clopez2@ycschools.us

HMH Confidential and Proprietary

Send **Orders** to:
k12orders@hmhco.com
FAX: 800-269-5232
HMH Orders
9400 Southpark Center Loop
Orlando, FL 32819-8647

Total Cost of Proposal (PO Amount): \$47,911.50

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
 - o Point of Contact for Print materials
 - o Point of Contact for Digital materials
 - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

| | |
|---|---|
| Ship to: Ypsilanti Community School District 1885 Packard Rd Ypsilanti, MI 48197-1846 | Sold to: Ypsilanti Community School District 1885 Packard Rd Ypsilanti, MI 48197-1846 |
|---|---|
- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Shipping Point.
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase.

Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

Date of Proposal: 12/8/2021

Proposal Expiration Date: 1/22/2022



Houghton Mifflin Harcourt

Send **Check Payments** to:
 Houghton Mifflin Harcourt Publishing Company
 14046 Collections Center Drive
 Chicago, IL 60693

Attention:
 Carlos Lopez
 clopez2@ycschools.us

HMH Confidential and Proprietary

Send **Orders** to:
 k12orders@hmhco.com
 FAX: 800-269-5232
 HMH Orders
 9400 Southpark Center Loop
 Orlando, FL 32819-8647



A PROPOSAL TO

Ypsilanti Community Schools

DECEMBER 23, 2021



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GENERAL CONTACT INFORMATION

General Contact Information

CUSTOMER CONTACT INFORMATION

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Interim Director of Technology
Ypsilanti Community School's
734.221.1045
ahahn7@ycschools.us

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17199 N. Laurel Park Dr., Ste. 322, Livonia, MI 48152
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rshingle@sentinel.com

Keith Barra
Principal Solutions Architect
17199 N. Laurel Park Dr., Ste. 322, Livonia, MI 48152
734.794.5717 fax 734.794.5701
kbarra@sentinel.com

SSAE 16 SOC 2, Type II Attestation

Standing at the apex of Sentinel's myriad awards, honors and certifications is its SSAE 16 Service Organization Control (SOC) 2, Type II Attestation which has been undertaken annually by the nationally-renowned auditing firm Plante Moran, PLLC for the past three years. The SOC 2, Type II attestation is the highest and most rigorous in the SSAE 16 portfolio of audits, evaluating Controls and Processes that encompass the Five Trust Service Principles of Security, Availability, Processing Integrity, Confidentiality and Privacy.

Why should this matter to you? The SSAE 16 attestation provides independent validation and assurance that Sentinel is in compliance with best practices regarding items of critical importance to you -- security, confidentiality, data protection, project management and IT strategic solutions, to name a few. If you are seeking consulting or services support for your IT environment, the SOC 2, Type II attestation should be one of the most important factors in your evaluation.



The SSAE 16 Attestation is a standard that was created by the American Institute of Certified Public Accountants (AICPA) in 2010 to replace the SAS 70 certification process, and expand reporting to the effectiveness of a service organization's controls relating to operations and compliance

Executive Summary

Ypsilanti Community Schools, located in Ypsilanti, Michigan, is looking to upgrade their existing phone system to an On-Premise Cisco Collaboration solution. This new solution will provide Call Processing, Voice Messaging, Phone Paging and E911 Emergency Response for all of their locations. They have asked Sentinel Technologies, Inc. (Sentinel) to provide them with proposal for the following hardware, software, subscriptions, maintenance and professional services:

YPSILANTI COMMUNITY SCHOOLS LOCATIONS

- District Administration Offices.
- Erickson Elementary.
- Estabrook Elementary.
- Ford Early Learning Center.
- George (Ypsilanti A.C.C.E. Program).
- Holmes Elementary.
- Perry Early Learning Center.
- Regional Career Technical Center.
- Ypsilanti Community High School.
- Ypsilanti Community Middle School.
- Ypsilanti International Elementary School.
- Transportation (Willow Run High School).

COLLABORATION SERVERS

Cisco Business Edition 6000M M5 Servers – The Cisco Business Edition 6000M M5 Server has been designed to host five to seven Cisco Collaboration and Customer Care Applications running as Virtual Machines on the Cisco Business Edition Embedded Virtual Basic 7x Hypervisor (ESXi). These applications will include Cisco Unified Communications Manager (Call Processing), Cisco Unity Connection (Voice Messaging), Cisco Paging Server (Phone Paging) and Cisco Emergency Responder.

- Sentinel will provide a quantity of (2) Cisco BE6000M M5 Servers as part of this proposal and will be installed at the following locations:
 - One server will be installed at the Ypsilanti Community High School location.
 - The second server will be installed at the Willow Run Middle School location.
- Sentinel will also provide a new UPS units and Secondary Server Power Supplies for the Ypsilanti Community High School and Willow Run Middle School locations:
 - (2) - Cisco UCS 770W AC Power Supply for Rack Server.
 - (2) - APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card.

EXECUTIVE SUMMARY

- (2) - APC Smart-UPS X 120V External Battery Pack Rack/Tower.
- **Note: Each of the UPS Units will require a dedicated 30 AMP 125 Volt Circuit with a NEMA L5-30R receptacle to be provided by the District.**

COLLABORATION LICENSING - FLEX PLAN

Cisco Collaboration Flex Plan for Education - The Cisco Collaboration Flex Plan for Education gives the district access to Cisco's collaboration products, allowing Ypsilanti Community Schools to mix and match buying models and deployment models in a single subscription depending on their buying needs. This subscription covers entitlement and technical support for the cloud services such as Cisco Webex Meetings and Cisco Webex Teams and the entitlement and technical support for Cisco Unified Communications Manager and is associated applications.

- Sentinel has included "Enterprise Agreement" pricing for the following 60 month subscription:
 - (1) – Cisco Flex 3.0 for Education.
 - (1) - Basic Support for Flex Plan (Includes tech support and application software upgrade entitlements).
 - (400) - EntW On-Premises Calling for Education.
 - (3850) - EA Students for K-12 (*Webex Teams*).
 - (480) - SRST Endpoints.
 - (96) - CUBE Standard Trunk Session License.
 - (1) – Cisco Attendant Console Standard.
 - Included Licenses.
 - (480) - On-Premises Smart License – EA.
 - **(Includes 20% Growth with EA - 1 Voice Mail and up to 10 Devices).**
 - (80) - Access Smart License (*Used for FXS Ports*).
 - (200) - Common Area Smart License.
 - **(Used for Conference Phones, Analog Ports, Lobby Phones, Lunchroom Phones with no Voice Messaging).**
 - (680) - Unity Connection Smart License (*Voice Mail*).
 - (1200) - Emergency Responder Smart License.
 - **(Used by Emergency Responder for Devices).**
 - (4330) - Cloud Device Registration Entitlement.

EXECUTIVE SUMMARY

COLLABORATION SERVICES - ON PREMISE APPLICATIONS

- **Call Processing** – The new Cisco Unified Communication Manager (v12.5) call processing application will be installed and configured to run as redundant virtual machines (Publisher & Subscriber). The publisher and subscriber will be split between the two Cisco BE6000M M5 servers to provide high availability call processing for all Ypsilanti Community Schools phone users. This application's features include but are not limited to; embedded video endpoint support, adhoc conferencing, single number reach, and mobility and basic E911 capabilities.
 - This will facilitate connectivity for the following phones:
 - (350) - Cisco UC Phone 7841 (Standard Handset).
 - (50) - Cisco UC Phone 8811 (Executive Handset).
 - (12) - Cisco UC Phone 7821 (Computer Room, Lobby Etc.)
 - (12) - Cisco 7832 IP Conference Phone (Small Room).
 - (2) - Cisco 8832 IP Conference Phone (Large Room).
 - (2) - Cisco 8832 Wired Microphones Kit for Worldwide.
 - (5) - Cisco 8832 Wireless Microphones Kit for North America.
 - (8) - Cisco VG202XM Analog Voice Gateway.
 - (22) - Analog FXS Ports attached to Voice Gateway.
- **Phone Spares** - At the request of Ypsilanti Community Schools, Sentinel has not included Manufacturer's Support on the handsets but has included the following Spares instead:
 - (5) - Cisco UC Phone 7841 (Standard Handset).
 - (3) - Cisco UC Phone 8811 (Executive Handset).
 - (2) - Cisco UC Phone 7821 (Computer Room, Lobby Etc.).
 - (2) - Cisco 7832 IP Conference Phone (Small Room).
 - (1) - Cisco 8832 IP Conference Phone (Large Room).
 - (2) - Cisco VG202XM Analog Voice Gateway.
- **Voice Messaging** – The existing Cisco Unity Connection (v12.5) voice messaging application will be installed and configured to run as redundant virtual machines (Publisher & Subscriber). The publisher and subscriber will be split between the two Cisco BE6000M M5 servers to provide high availability voice messaging (Voicemail, Auto-Attendants, etc.) for all Ypsilanti Community Schools users.
 - The Cisco Unity Connection voice-messaging application will either be setup to synchronize all or selected voice mailboxes to an on premise Microsoft Exchange server (2007 or Higher) or forward all voice messages to a cloud based email solution such as Microsoft Office 365 or Google Gmail.
 - Sentinel will configure up to Twelve (12) Auto-attendants as part of this proposal.

EXECUTIVE SUMMARY

- Emergency Response (E911) - Sentinel will install and configure the Cisco Emergency Responder (Automated E911 Phone Tracking) application and configure it to run as redundant virtual machines (Publisher & Subscriber). The publisher and subscriber will be split between the two Cisco BE6000M M5 servers to provide high availability automated E911 Phone Tracking for all Ypsilanti Community Schools users.
 - PSAP Integration:
 - Sentinel will configure the Cisco Emergency Responder application as a standalone application with no direct PSAP Integration.
 - **Note: Ypsilanti Community Schools will be responsible for updating ALI/ANI (Location) information with their provider AT&T.**
 - Caveats:
 - In order to keep costs low Sentinel is assuming that Ypsilanti Community Schools will provide the labor to produce the phone to switch port mapping.
 - If required Ypsilanti Community Schools will need to provide DID's for E911 Zones.
- Paging:
 - Phone Paging – The Cisco Paging Server (SingleWire Basic Paging) software application comes free with the Cisco Unified Communications (v12.5) software suite and offers essential paging functions through Cisco IP Phones with emergency notification capabilities built-in. The solution provides business-critical corporate communications as well as reliable security awareness for many industries. The Cisco Paging Server application will provide phone-paging support for up to 50 IP phones per page group. Multiple paging groups can be used at locations with greater than 50 IP Phones. The Cisco Paging Server application will be configured to run as a standalone virtual machine on one of the Cisco BE6000M M5 Servers to provide IP paging services for all Ypsilanti Community Schools phone users.
 - If Cisco IP Phone Paging to more than 50 users per paging group is required, Sentinel can provided pricing for SingleWire InformaCast Advanced Paging or SingleWire InformaCast Fusion.
 - Epic Integration - Sentinel has confirmed with Audio Enhancements that their EPIC System will support SIP Trunk Integration with Cisco Unified Communications Manager.
 - **Note: Sentinel has not included time to integrate with the EPIC system as part of this proposal.**

CISCO IP HANDSETS AND ANALOG ADAPTERS

- Cisco 7841 IP Phone:
 - The Cisco 7841 IP Phone includes the following features:
 - Four line and programmable feature keys enable quick access to telephony features and staff.
 - White back-lit, Grey scale, 3.5" 396×162 pixel-based display.
 - Dedicated fixed keys ease communications for increased efficiency.

EXECUTIVE SUMMARY

- Built-in speakerphone adds freedom with hands-free communications.
 - Wideband for enhanced audio clarity is supported with handset, speaker, or a headset.
 - Power over Ethernet (PoE) – IEEE 802.3af PoE (Class 1).
 - Integrated IEEE 10/100/1000 switch lowers installation costs and footprint at the desk.
 - (450) + (5 Spares) - Cisco 7841 IP Phone have been included as part of this proposal.
- Cisco 8811 IP Phone:
 - The Cisco 8811 IP Phone includes the following features.
 - Five line and programmable feature keys enable quick access to telephony features and staff.
 - 5-in. high-resolution (800 x 480) widescreen backlit grayscale display.
 - Dedicated fixed keys ease communications for increased efficiency.
 - Built-in speakerphone adds freedom with hands-free communications.
 - Wideband for enhanced audio clarity is supported with handset, speaker, or a headset.
 - Power over Ethernet (PoE) Class 2 and Cisco Energy Wise helps reduce energy costs.
 - Integrated IEEE 10/100/1000 switch lowers installation costs and footprint at the desk.
 - An optional wall-mount kit is orderable as a spare part for Customers who want this capability.
 - (50) + (3 Spares) - Cisco 8811 IP Phone have been included as part of this proposal.
- Cisco 7821 IP Phone:
 - The Cisco 7821 IP Phone includes the following features:
 - One Line Appearance.
 - White backlit, greyscale, 3.5” 396×162 pixel-based display.
 - Handset is a standard wideband-capable audio handset (connects through an RJ-9 port) for the IP Phone 7821, 7841 and 7861.
 - Full-duplex speakerphone allows gives you flexibility in placing and receiving calls.
 - The hook-switch can be controlled electronically with a third party headset connected to the auxiliary port for the IP Phone 7821, 7841, and 7861.
 - The phone supports IEEE 802.3af PoE (Class 1); power consumption does not exceed 3.84 watts.
 - Category 5/5e/6 for 100-Mbps cables with 4 pairs.
 - (12) + (2 Spares) - Cisco 7821 IP Phones have been included as part of this proposal.
- Cisco 7832 IP Conference Phone:
 - The Cisco 7832 also includes the following features.

EXECUTIVE SUMMARY

- 360-degree room coverage for spaces up to 172 square feet (16 square meters).
 - Microphone pickup up to 7 feet (213 centimeters) from the endpoint.
 - 3.4-inch (8.6-cm) backlit, monochrome, pixel-based display with an antiglare bezel to make viewing and interaction easier.
 - 10/100 Power over Ethernet (Class 2), requiring no standalone power supply.
- (12) + (2 Spares) - Cisco 7832 IP Conference Phones have been included as part of this proposal.
- Cisco 8832 IP Conference Phone:
 - The Cisco 8832 IP Conference Phone includes the following features:
 - Wideband (G.722) for crystal-clear audio performance.
 - 360-degree coverage of rooms up to 800 square feet (74.3 square meters).
 - Up to 26 attendees.
 - Back-lit, anti-glare, color pixel display eases viewing and navigation.
 - Same easy-to-use call experience as other 8800 Series IP Phones.
 - Power Over Ethernet (PoE) - IEEE PoE Class 3.
 - (2) + (1 Spares) - Cisco 8832 IP Conference Phones have been included as part of this proposal.
- Microphone Kits:
 - (2) - Wired Microphone kits has been included as part of this proposal.
 - (5) - Wireless Microphone kits has been included as part of this proposal.
- Analog Voice Gateways (VG202XM):
 - VG202XM's have Analog ports and are used to attach analog devices such as Fax Machines, Credit Card Machines, Etc. to Unified Communication System. The VG202XM includes the following features:
 - Two-Port FXS for low-density two line deployments.
 - Combine RJ11 interfaces with Cisco IOS Software manageability to increase the functionality of analog equipment.
 - Housed in compact, fanless, desktop chassis that are also wall-mountable.
 - (8) + (2 Spares) - Cisco VG202XM Analog Voice Gateways have been included as part of this proposal.
- Attendant Console:
 - Cisco Attendant Console Standard.

EXECUTIVE SUMMARY

CISCO VOICE GATEWAYS

- The Cisco Catalyst 8200/8300 Series Voice Gateways will be configured to route calls to and from locally connected circuits such as Analog Trunk (POTS) lines, SIP Trunks, etc. and can be used to facilitate connectivity to Analog Station devices such as fax machine, modems, multi-use devices, etc. As proposed this proposal assumes Ypsilanti Community Schools will be terminating PRI Circuits on the Voice Gateway at the Ypsilanti Community High School location. All others will be setup for SRST (See SRST Section).
 - Cisco Catalyst 8200 Voice Gateways Locations:
 - District Administration Offices.
 - Erickson Elementary.
 - Estabrook Elementary.
 - Ford Early Learning Center.
 - George (Ypsilanti A.C.C.E. Program).
 - Holmes Elementary.
 - Perry Early Learning Center.
 - Regional Career Technical Center.
 - Ypsilanti Community High School.
 - Ypsilanti Community Middle School.
 - Ypsilanti International Elementary School.
 - Transportation (Willow Run High School).
 - Cisco Catalyst 8200 Voice Gateways.
 - (11) - Cisco Catalyst C8200-1N-4T Router.
 - (11) - Cisco Catalyst 8200 Edge 8GB memory.
 - (11) - Cisco Catalyst 8000 Edge M.2 USB 16GB.
 - (11) - Cisco Catalyst 8000 Edge RFID - 1RU.
 - (11) - AC Power Cord (North America), C13, NEMA 5-15P, 2.1m.
 - (11) - Cisco Catalyst 8200 Rack mount kit - 19" 1.
 - (11) - UNIVERSAL IOS XE Autonomous boot up mode for Unified image.
 - (11) - 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module.
 - Cisco Catalyst 8300 Voice Gateways Locations:
 - Ypsilanti Community High School.
 - Cisco Catalyst 8300 Voice Gateway:
 - (1) - Cisco Catalyst C8300-1N1S-6T Router.

EXECUTIVE SUMMARY

- (1) - Cisco Catalyst 8300 Edge 8GB memory.
- (1) - Cisco Catalyst 8000 Edge M.2 USB 16GB.
- (1) - Cisco Catalyst 8000 Edge RFID - 1RU.
- (1) - Cisco Catalyst 8300 Rack mount kit - 19" 1RU.
- (1) - UNIVERSAL IOS XE Autonomous boot up mode for Unified image.
- (1) - Cisco C8300 1RU 250W AC Power supply.
- (1) - AC Power Cord (North America), C13, NEMA 5-15P, 2.1m.
- (1) - 2 port Multiflex Trunk Voice/Clear-channel Data T1/E1 Module.
- (1) - 64-channel DSP module.
- (1) - 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module.
- (1) - Cisco Catalyst SM to NIM Module Adaptor.
- Voice Gateway Subscriptions:
 - DNA Subscription for 8200 Voice Gateways.
 - (11) - Cisco DNA Advantage On-Prem Lic 5Y - upto 15M (Aggr, 30M).
 - DNA Subscription for 8300 Voice Gateway.
 - (1) - Cisco DNA Advantage On-Prem Lic 5Y - upto 15M (Aggr, 30M).
- Survivable Remote Site Telephony (SRST):
 - Cisco Unified Survivable Remote Site Telephony (SRST) – provides cost-effective solutions for supporting redundant call control in remote branch offices.
 - Cisco Unified SRST will be deployed on the Voice Gateways in the remote-location Voice Gateways to automatically detect a failure in the network, initiate a process to provide call-processing backup redundancy for the IP phones in that location, and help ensure that the telephony capabilities stay operational. The following is a list of maximum SRST sessions per Voice Gateway model.
 - C8200-1N-4T Router - 2500 Sessions.
 - C8300-1N1S-6T - 2500 Sessions.
 - (480) SRST Licenses have been included as part of this proposal.
- **Note: Sentinel assumes that other devices provided by Ypsilanti Community Schools will be providing all inter-site routing and security.**

MANUFACTURERS MAINTENANCE

- Ypsilanti Community Schools has asked Sentinel to provide pricing for 60-months of Hardware and Software maintenance on the hardware and software included in this proposal with the exception of the IP handsets.
 - Cisco SMARTnet Total Care Services – UC Servers:

EXECUTIVE SUMMARY

- Advanced Hardware Replacement – 8x5xNBD.
- 24x7 Cisco TAC Support.
- Firmware Updates.
- Cisco SMARTnet Total Care Services – Voice Gateway at Ypsilanti Community High School:
 - Advanced Hardware Replacement – 24x7x4.
 - 24x7 Cisco TAC Support.
 - Firmware Updates.
- Cisco SMARTnet Total Care Services – Voice Gateway (All other locations):
 - Advanced Hardware Replacement – 8x5xNBD.
 - 24x7 Cisco TAC Support.
 - Firmware Updates.
- Cisco Software Support Service – All Cisco Collaboration Applications:
 - 24x7 Cisco TAC Support.
 - Major and Minor Release Updates.

OPTION #1 – SPEECHVIEW LICENSES

- Sentinel has included line item pricing (Qty 1) to allow the district to add Speechview voicemail transcription (English & Spanish) to Unity Connection Voicemail Boxes as an option

PROFESSIONAL SERVICES

- See Scope of Work Section.

It is the intent of this engagement that Sentinel will architect, design, and implement the project according to Sentinel established best practices and in a manner ready for production computing. During this project, knowledge transfer of general administration tasks, points of scale, and the environment will be provided to prepare the Customer staff moving forward after the engagement. The next section “Project Overview” highlights the main phases involved in this project. The “Scope of Work” section then lays out in further detail what is covered as part of this project. Finally, “Customer Responsibilities and Assumptions” details important assumptions Sentinel has made in discussion with the Ypsilanti Community Schools IT Team.

Project Phases

PHASE 1 - PROJECT INITIATION MEETING

Sentinel Project Management will coordinate a kick-off meeting to review and approve the Scope of Work provided to the Customer. Customer and Sentinel provided resources will be introduced and their relevant roles for the project discussed. Sentinel Project Management will then coordinate a time for a site visit by Sentinel Engineers in order to draft a blueprint of all proposed work which will be provided to the Customer. High level timelines for project milestones will also be identified and discussed.

EXECUTIVE SUMMARY

PHASE 2 - ANALYSIS & DESIGN

Sentinel engineers will perform a high-level audit of the Customer's relevant infrastructure. The data collected from this audit will be used to generate a design for the implementation of the solution. Sentinel engineers will inform the Customer of any design requirements that will need to be completed by the Customer's IT staff prior to the start of the next phase (such as provisioning of storage space, acquisitions of licenses, and other essential design components not covered within this document). Upon acceptance of the work as detailed within the blueprint by the Customer, Sentinel engineers and project managers will then coordinate specific dates and times appropriate for accommodating the nature of the work involved (i.e. work which will require outages will be scheduled during appropriate maintenance windows).

PHASE 3 - STAGING

During the staging phase, equipment will be unboxed, burned-in, configured and tested off-site before being repacked and delivered for onsite implementation. This ensures maximum efficiency and quality while minimizing the disruptions and impacts to the Customer's environment.

PHASE 4 - IMPLEMENTATION

Sentinel engineers will proceed with the implementation of all items specified within this Scope of Work and further detailed in the Customer approved Design Document.

PHASE 5 - POST SUPPORT

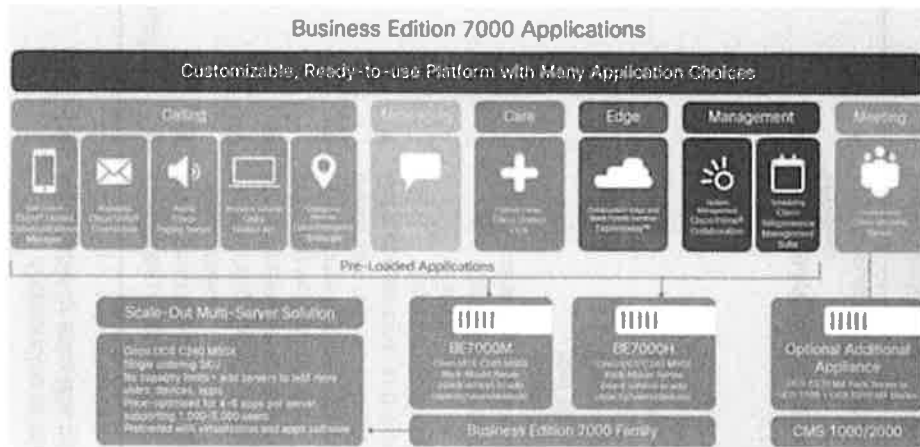
Sentinel engineers will be dedicated to being available for the resolution of any problems or issues that arise during the post support portion of the project.

PHASE 6 - PROJECT COMPLETION

Upon conclusion of all other phases of work Sentinel's engineers will provide the Customer with updated design documents for the project. Sentinel's project management team will then arrange for a meeting with the Customer to review the status of all project items. If no project items remain open Sentinel's project managers will request that the Customer sign off on the project, thus closing the project at that time.

Solution Design

Business Edition 6000



Scope of Work

Planning and Pre-Engagement Preparation

- Identification of key Customer project team members with whom Sentinel will work to accomplish the tasks defined in this Scope.
- Review required hardware, software, networking and facilities required to successfully complete this engagement.

Analysis & Design

GENERAL

- Analyze the current environment to make sure the environment is ready for infrastructure implementation based upon the assumptions laid out in the next section.
- Engage with the Customer team to brainstorm the technical requirements and use case design for the implementation.
- Develop specific requirements, design and use case specifications blueprint document based upon Customer discussion.

COLLABORATION

- Sentinel will work with Ypsilanti Community Schools to study the existing phone system(s) environment(s) to determine what information can be used for the implementation of the new system

Implementation – Switching Infrastructure

- Sentinel Engineers will work with the Ypsilanti Community Schools IT staff to setup the required programming on the existing switching infrastructure to support the new Cisco IP Phones as specified in the Implementation Blueprint.
- It is assumed that Ypsilanti Community Schools will provide Power Over Ethernet capable switches for the operation of the Cisco IP Phones.
 - Cisco IP Phone 7841 - Class 1.
 - Cisco IP Phone 8811 - Class 2.
 - Cisco IP Phone 7821 - Class 1.
 - Cisco IP Conference Phone 7832 - Class 2.
 - Cisco IP Conference Phone 8832 - Class 3.
 - Cisco Telephone Adapter VG202XM - Class 2.

Implementation – UC Servers

- Sentinel Engineers will implement a two new Cisco Business Edition 6000M M5 Servers at the Ypsilanti Community Schools at the Ypsilanti Community High School and Willow Run Middle School locations.
 - Sentinel will provide the physical rack-and-stack for the BE6000M M5 servers. This will include:
 - Assembly of the server components purchased.
 - Racking and setup of power to the BE6000M M5 servers.
 - Connection of the BE6000M M5 servers to the Customer's network per the Implementation Blueprint.
 - Cisco Integrated Management Console (CIMC) Configuration.
 - Validating the installation and configuration passes initial startup tests.
 - Installation of the Secondary Power Supplies.
 - Sentinel Engineers will install and configure the two new UPS and Battery Pack units as specified in the implementation blueprint.

Implementation – Collaboration On-Premise Applications

APPLICATIONS – CISCO UNIFIED COMMUNICATION MANAGER

- The Cisco Unified Communications Manager (v12.x) application will be installed in a Publisher/Subscriber configuration as specified in the Implementation Blueprint.
 - The Publisher Virtual Machine will be installed on the server at the Ypsilanti Community High School location.
 - The Subscriber Virtual Machine will be installed on the server at the Willow Run Middle School location.
- Sentinel Engineers will install and configure the Cisco Unified Communications Manager (v12.x) Call Processing application with the required Phones, Partitions, Calling Search Spaces, Directory Numbers, Directory Integration, Phone Labels, Call Restrictions, Hunt Groups, Route patterns, etc. as specified in the Implementation Blueprint.
- Data from the existing phone system(s) will be used if possible for the new implementation.
- This implementation includes support for up to (435) Cisco IP Phones, Analog Adapters and FXO Ports, etc.

APPLICATIONS – CISCO UNITY CONNECTION

- The Cisco Unity Connection (v12.x) application will be installed in a Publisher/Subscriber configuration as specified in the Implementation Blueprint.
 - The Publisher Virtual Machine will be installed on the server at the Ypsilanti Community High School location.

SCOPE OF WORK

- The Subscriber Virtual Machine will be installed on the server at the Willow Run Middle School location.
- Sentinel Engineers will configure the Cisco Unity Connections (v12.x) Voice Messaging application for up to 425 Voice Mailboxes and up to Twelve Auto Attendants.
- Sentinel Engineers will configure Voice Mailboxes, Auto Attendants, Call Restrictions, Directory Integration, etc. as specified in the Implementation Blueprint.
- Sentinel will either configure Unified Messaging (Single Inbox) syncing voice mail to Microsoft Exchange/Office365 or configure Integrated Messaging forwarding all messages to remote user inboxes on third party Voicemail systems.
- **Note: Sentinel assumes that the migration of old existing system voicemails are Out of Scope. Additionally all voicemail greetings and auto-attendant prompts will be re-recorded by the district as part of the new phone system.**

APPLICATIONS – CISCO EMERGENCY RESPONDER

- The Cisco Emergency Responder (v12.x) will be installed in a Publisher/Subscriber configuration as specified in the Implementation Blueprint.
 - The Publisher Virtual Machine will be installed on the server at the Ypsilanti Community High School location.
 - The Subscriber Virtual Machine will be installed on the server at the Willow Run Middle School location.
- Implementation:
 - Project Planning.
 - Sentinel will conduct onsite meetings with district IT Staff at each of the 12 buildings noted in the RFP. Sentinel will work with the district to establish E911 zones at each building meeting the guidelines specified in MPSC Rules 484.901-484.906. These Zones will be clearly marked on building maps provided by the district.
 - Data Discovery and Mapping.
 - Sentinel will conduct data discovery with district IT staff at each of the 12 buildings to locate all phones and indicate the locations on the building maps provided by the district.
 - Please note that only active phones will be mapped to the ERL/Zones. After the work has been completed the phone, cable drop and its associated switch port will be locked to a specific ERL/Zone.
 - Please note that if phones must be relocated or moved between switch ports or buildings the district must work with Sentinel to follow a documented procedure to ensure that the phone gets properly remapped to the correct ERL/Zone. Sentinel will provide this procedure as part of our final project documentation.
 - Cisco Emergency Responder Configuration.

SCOPE OF WORK

- Sentinel will modify programming as required in Cisco Unified Communications Manager and Cisco Emergency Responder to map phones to Emergency Response Locations (Zone).
 - Sentinel Engineers will configure the Cisco Emergency Responder (v12.x) application for all IP Phones, Analog Adapters or FXO Ports as specified in the implementation blueprint.
 - Please note each Emergency Response Location/Zone will require two Direct-Inward-Dial number (Primary and Backup).
 - **Note: The district must provide any required DID's required to complete the zoning configuration.**
- Acceptance Testing:
 - Sentinel will work with the district and local PSAP's to test a representative sample of phones at each building to ensure E911 is working as designed.
 - Documentation:
 - Sentinel will provide documented procedures on how the district must work with our support team to properly maintain the E911 configuration deployed as part of this proposal. Additionally Sentinel will provide up to four hours of informal training for district IT staff on how to properly use this procedure.

APPLICATIONS – CISCO PAGING SERVER (SINGLEWIRE BASIC PAGING)

- The Cisco Paging Server (v12.x) application will be installed as a standalone virtual machine configuration as specified in the Implementation Blueprint.
 - The Publisher Virtual Machine will be installed on the server at the Ypsilanti Community High School location.
- Sentinel Engineers will integrate the Cisco Paging Server with the Cisco Unified Communications Manager Server.
- Sentinel Engineers will program the necessary paging groups as specified in the Implementation Blueprint.
- Sentinel Engineers will configure multicast configuration on the voice gateways to support the Cisco Paging Server application.
- If Ypsilanti Community Schools requires more than 50 phones per Page Group, the SingleWire InformaCast Advance Notification License option will be necessary.

APPLICATIONS – CISCO ATTENDANT CONSOLE STANDARD

- The Cisco Attendant Console Standard (v12.x) application will be installed on a receptionist workstation provided by the district.

ACCEPTANCE TESTING

- Sentinel will provide acceptance testing as specified in the implementation blueprint.

SCOPE OF WORK

APPLICATIONS – 3RD PARTY

- Ypsilanti Community Schools has indicated that they have no known 3rd Party Applications integrated with their existing phone system. Sentinel assumes that any 3rd Party applications uncovered in the future will be upgraded by Ypsilanti Community Schools to support the necessary Cisco Collaboration Release.
 - Sentinel assumes the responsibility for validating compatibility of these applications will be a shared responsibility between Ypsilanti Community Schools and the Sentinel team. Any required changes to the third party applications will be the responsibility of Ypsilanti Community Schools or an associated vendor.
 - Sentinel will be responsible for supporting the Cisco portions of the 3rd Party integrations until the test and acceptance of those integrations are complete. Sentinel will be involved with the Customer's team during the planning process.
 - Ypsilanti Community Schools acknowledges that they and/or an associated vendor are the Subject Matter Experts (SME's) for these 3rd party applications and are therefore the most appropriate primary owner responsible for verifying 3rd party applications are compatible with the new version of Cisco Unified Communications Manager.

Implementation – IP Phones and Devices

- Sentinel Engineers will configure and deploy the Cisco IP Phones and VG204 Units as specified in the Implementation Blueprint.
- Sentinel Engineers will be responsible for the placement and installation of the IP Handsets and Analog Voice Gateways.
- Note: Each new phone comes with a Copper patch Cable. Sentinel assumes that existing client station patch cables will be used to make connection to the phones.

Implementation – Voice Gateways

HARDWARE – NEW VOICE GATEWAYS

- Sentinel Engineers will install and configure new Cisco Voice Gateways as specified in the implementation blueprint.
 - Locations:
 - District Administration Offices.
 - Erickson Elementary.
 - Estabrook Elementary.
 - Ford Early Learning Center.
 - George (Ypsilanti A.C.C.E. Program).
 - Holmes Elementary.

SCOPE OF WORK

- Perry Early Learning Center.
- Regional Career Technical Center.
- Ypsilanti Community High School.
- Ypsilanti Community Middle School.
- Ypsilanti International Elementary School.
- Transportation (Willow Run High School).
- Installation and Configuration:
 - Sentinel engineers will configure the voice gateways to route calls to and from locally connected circuits (Analog Trunk (POTS) lines, SIP Trunks, etc.) as specified in the implementation blueprint.
 - Sentinel engineers will install the voice gateways into the racks provided by Ypsilanti Community Schools and make connections to circuits and devices at all locations.
 - Ypsilanti Community Schools will install the voice gateway into the rack provided by Ypsilanti Community Schools and make connections to circuits and devices at the Avenel location.
 - Sentinel engineers will deploy Cisco Unified SRST on the Voice Gateways as specified in the implementation blueprint.
- Circuits:
 - Local Analog circuits must be provided by Ypsilanti Community Schools to support SRST & Backup 911 Functionality.
 - A single PRI Circuit provided by Ypsilanti Community Schools will be terminated on the Voice Gateway at the Ypsilanti Community High School.
 - If the circuit is a PRI at the time of the installation Sentinel will move the circuit to the new Voice Gateways.
 - SIP Circuits provided by Ypsilanti Community Schools will be terminated on the Voice Gateway at the Ypsilanti Community High School and the Voice Gateway at Willow Run Middle School.
 - If the district provides SIP circuits at the time of the installation Sentinel will work with the SIP provider to port the existing DID's to the new voice gateways.

Acceptance Testing and Post Support Services

- Sentinel will provide acceptance testing for all phases of the installation
- Sentinel has allocated up to (8) hours of post support to resolve any issues related to the installation

Cutover / Migration Strategy

Sentinel has provided Engineering and Project Management professional services to support a cutover/migration strategy. The project team will deploy the solution within an estimated twelve (12) cutover window(s). Any additional cutovers, or phased installation work will be added into scope via the change order (PCR) process, and may require additional professional services to complete.

CUTOVER PLANNING SERVICES PROVIDED BY SENTINEL

Prior to any cutover, the Sentinel PM and Lead Engineer on the project will provide a “Solution Installation and Cutover Plan” which details the following:

- Start time and End time that is targeted for the maintenance window required for the cutover.
- Step by step plan for the work that is to be done prior to the installation, during the installation, and after the installation.
- Task ownership for each of the tasks identified.
- Task durations for each of the tasks identified.
- Back-out plan – along with a timeframe that identifies when we will initiate the back out plan.
- Test and Acceptance plans to be executed.

Once the cutover/installation plan has been created, the Sentinel Project Team and the Customer will meet to review and approve the plan. Prior to the cutover, a “go/no-go” call will take place to once again review the cutover plan, and ensure that all stakeholders involved in the cutover are available, and all pre-cutover tasks have been completed successfully in preparation for the maintenance window. If a Customer requests to cancel and reschedule a cutover, rescheduling charges may apply. Any impact to Customer resource schedules as a result of a “no-go” call, will be Customer responsibility.

Documentation and Knowledge Transfer

- Sentinel will provide documentation of the setup including a revised Sentinel design doc as well as any available vendor-created administrative and/or best practices guides.
- Sentinel will provide End User Phone Training as follows:
 - Provide (20) 1-Hour training classes designed to help end users become accustomed to the new phone system.
 - Sentinel will provide quick reference handouts as part of the engagement.
 - The training shall include the following:
 - Basic features such as how to make calls, answer calls, transfer call and forward calls.
 - How to set up ad-hoc conference calls.
 - How to access voice mail from your phone.
 - How to use information services to access the corporate directory.

SCOPE OF WORK

- How to customize phone settings such as ring sound, adjusting the LCD display, adjusting handset and speaker volume.
- Sentinel will provide System Administrator Training as follows:
 - Provide six (6) hours of informal system administration and knowledge transfer including basic functional overviews of products implemented, demonstrating the normal operations as installed in the Customer's environment. This will include the following products:
 - Cisco Unified Communications Manager.
 - Cisco Unity Connections.
 - Cisco Emergency Responder.
 - Cisco Paging Server.
 - Basic Voice Gateway Operation.
- Note that knowledge transfers and functional overviews are not a substitute for formal vendor product Customer Education courses available. Sentinel strongly encourages attendance at Customer Education classes to gain further insight into the product architecture and its integration.

Project Management

Sentinel will provide a project manager committed to the success of the project. The project manager will be responsible for:

- Complete success of the project.
- Optimal coordination of all resources.
- Guiding the Customer on aspects of the project they are required to perform.
- Tracking and reporting of progress.
- Management of agreed to budget issues.
- Management of expected timelines for implementation.
- Changes to the project and communications of changes in writing using a Project Change Form.
- Post installation document gathering, assembly and presentation.
- Post installation project completion agreement and signature.

Project management will ensure complete project success. Communication is the cornerstone of project management and the project manager will be the central communication mechanism for all parties. This will assure all relevant parties are informed about decisions that may affect the success of their component of the solution.

Customer Responsibilities and Assumptions

Unified Communications

VOIP SITE POWER

Power backup provisions are recommended. Unless noted here or within the equipment detail, Sentinel has not provided power backup analog lines, phones or cabling. There are many ways to provide this service including automatic power failure relay equipment, and Sentinel can provide a recommendation and cost estimate upon request.

LANGUAGE SUPPORT

Unless noted within the proposal detail, the solution assumes US English language only. Additional language support needs to be identified and quoted at an additional cost.

PROMPTS, MESSAGES AND MUSIC ON HOLD.

Unless noted, this proposal assumes Customer provided prompts and messages. Sentinel can recommend a professional service for this as required.

QUALITY OF SERVICE

This proposal does not specifically include QoS provisioning unless otherwise specified in the above deliverable. Basic QoS will be configured on all endpoints and/or devices per best practices. For services that will leverage a broadband/Internet based connection, Sentinel will not be able to guarantee quality and/or performance on these connections as they are considered "best-effort".

ACTIVE DIRECTORY

Customer may be required to make adjustments or additions to the existing LDAP/Active Directory environment for UC application integration. This would be in adherence with best practices in most cases. Customer is responsible for these changes if needed.

WAN MULTICAST

Support for multicast over the WAN may not be supported depending on the WAN technology being leveraged. MPLS WAN technology typically does not support multicast unless specifically allowed by the provider. In these cases, Sentinel may recommend unicast or tunneling alternatives to help facilitate. These recommendations may require additional services that are not included in this proposal.

LIVE MUSIC ON HOLD

Live music on hold is not currently supported for the virtualized installation of Cisco Unified Communications. Sentinel recommends leveraging a lesser model physical server for live MoH if required. If this option is not feasible, Sentinel can suggest possible solutions to work with live MoH. These solutions are not included as part of this proposal.

CLIENT SOFTWARE

Sentinel will install the applicable Cisco client software (i.e. CAD, Jabber, CUCI, CUVA, etc.) on up to two (2) Customer provided workstations. The Customer is responsible for the deployment of any Cisco client software to the remaining workstations in the environment.

CUSTOMER RESPONSIBILITIES AND ASSUMPTIONS

VOICE MESSAGES

This proposal assumes that any voice messages on the client's existing PBX will not be migrated to Cisco Unity Connection as part of this proposal.

CERTIFICATES AND HARDWARE USB E-TOKENS

Customer will provide any public SSL certificates or hardware USB E-Tokens to allow Sentinel to configure the applications and servers specified as part of this proposal. Pricing for public certificates and Hardware USB E-Tokens have not been included as part of this proposal.

General

The following is a list of responsibilities and/or tasks that Sentinel assumes have been completed or reviewed by Ypsilanti Community Schools to the execution of the above-mentioned project. If additional responsibilities are uncovered during the project, Sentinel will make sure that Ypsilanti Community Schools is made aware of any issues promptly to determine resolution.

PRODUCT LEAD TIMES

Depending on the technologies quoted, orders may be direct or through distribution. Lead times should be expected to be 8 weeks but can exceed 8 weeks. Should expedited equipment requirements arise, there could be an additional charge to source through a warehousing distribution partner.

SITE READINESS AND SITE SURVEY REQUIREMENT

Every effort has been made to ensure that proper power cords and patch cables have been included to match your environment's infrastructure. The notes section of the Bill of Materials (BOM) explicitly states the quantity and type of cords quoted.

Four options are available to ensure the accuracy of the selected items; please initial next to which method you agree to: (SELECT AND INITIAL ONLY ONE)

Note: In the absence of the Customer selecting one of the four options below, it is agreed that the contract will default to Option #1.

Initials

OPTION 1

Customer waives the opportunity to complete a site/closet checklist, has reviewed the BOM and agrees to quantity, type and length of the power and patch cables provided. [Financial obligation for labor and materials for changes identified post order will be the Customer's responsibility]

OPTION 2

Customer has provided a site/closet review checklist document and confirms the quantity, type and length of the power and patch cables quoted. [Financial obligation for labor and materials for changes identified post order will be the Customer's responsibility, unless Sentinel provided the incorrect part based upon the provided checklist]

CUSTOMER RESPONSIBILITIES AND ASSUMPTIONS

OPTION 3

Customer elects a “for charge” onsite survey of the facilities and closets to determine the quantity, type and length of the power and patch cables required. In addition, Sentinel will assess each closet’s cooling and UPS readiness for the proposed equipment being provided. [Financial obligation for labor and materials for changes identified post order will be Sentinel’s full responsibility, unless changes to the site have taken place subsequent to the site assessment]

OPTION 4

Not applicable. This SOW does not contain any work that would be performed in or impacted by the Customer’s MDF, IDF or Data Center facilities.

PERMITS & ACCESS

Unless otherwise agreed, all permits, variances, access to facilities, roof access, building warranty concerns or other site specific information and procedures are the responsibility of the Customer. Sentinel can assist as needed, but will need to be informed of any requirements prior to the site survey to consider these within the validation process.

REMOTE SUPPORT

Sentinel's service estimate assumes remote access support through IP VPN or IP PPP connection. Without this access, additional services may be incurred for optimization and tuning required pre and post installation.

TRAVEL REQUIREMENTS AND COST

Unless specified within the proposal, all travel expenses and time are not included. Travel time shall be invoiced at pre-negotiated rates and expenses plus per diem at actual costs.

EXISTING HARDWARE COMPATIBILITY & FIRMWARE UPDATES

Where Customer provides existing server or other hardware, it is assumed the Customer has verified all such hardware is compatible with the versions of the software specified within the scope. This includes relevant firmware updates. Sentinel will not be providing firmware updates to any servers as part of this Scope of Work.

3RD PARTY INTEGRATION

Unless noted otherwise, Sentinel assumes no reliance on 3rd Party applications, connections or plug-ins to software deployments and updates as specified in this scope. If during Analysis and Planning any required 3rd Party integration is uncovered, additional hours may be incurred.

FIBER

It is assumed that the Customer's existing fiber will support proposed transmission speeds (i.e. 1GB, 10GB, 40GB, etc.). Customer must ensure that the fiber optic cabling is within manufacturer tolerances for distance and loss in order to support the required transport speeds. In some cases, specialized equipment, such as attenuators and mode conditioning cables, may be required to properly support these speeds. This equipment will be at the expense of the Customer.

CUSTOMER RESPONSIBILITIES AND ASSUMPTIONS

OPTICS (SFP, SFP+, GBIC, ETC...)

Every effort was made in the pre-sales process through white board sessions, BOM reviews and diagrams to identify any and all optics required. **OPTICS AS QUOTED AND SOLD ASSUME A STAND ALONE SYSTEM UNLESS OTHERWISE NOTED.** Migration items and integration items to existing equipment, if not noted, are not included nor is time for the interconnection, planning or design of same. Should any question exist as to the total number, types and use of the optics, Sentinel can set up a design review and white board session prior to the order upon request.

POWER, RACKS & COOLING

Like the optics, Sentinel has made a best effort to match any power requirements and answer any requests of the Customer related to equipment specifications, power cables included or other physical requirements. Any adjustments to fit in racks, connect to specific power terminal types, or secure electrician services to run a new service are beyond the fixed bid project price. Sentinel will respond to any inquiry and provide product literature. Any sizing charts provided are done so as a convenience to the Customer and DO NOT represent a commitment by Sentinel that, as sold, the equipment is ready for the Customer site. Sentinel offers Technology Area Design (TAD) consulting services should the Customer prefer a more formal and accurate solution.

PATCH CABLES / CABLE LENGTHS

In most cases the BOM includes any note(s) on cable lengths included. Without the design validation of a formal TAD engagement, only a best effort is made to match the site requirements. Any changes to the cord lengths, connectors or other site readiness items will be in addition to the solution once the order is placed with the manufacturer(s). Many of the vendors offer the ability to select the appropriate items prior to order, but will charge for any replacements needed after the order and this offer will be extended to the Customer through the Sentinel Project Change Request (PCR) process. Unless specified, Sentinel assumes the Customer will provide all patch cables needed and can provide the product literature on any devices upon request.

LABOR UNION REQUIREMENTS

Sentinel has NOT included any parameters for Union workers. Any requirement would require a subcontract arrangement to be determined up front and would increase the cost of deployment.

PATCHING AND EQUIPMENT CABLING

Sentinel assumes, unless noted here, that the Customer will patch in all equipment to the cabling plant within the facility. Sentinel can perform this connection service at an additional charge with an approved PCR.

PRICING

Pricing

Phone System Upgrade
NASPO Contract NVP #AR3227
Participating Addendum for MI #210000001333

Hardware and Software

| | | Extended Price | |
|------------------------------------|-----------|-----------------------|--|
| UC Hardware and Software | \$ | 110,078.00 | |
| Hardware and Software Total | \$ | 110,078.00 | |

Solution Maintenance & Support

| | | Extended Price | |
|--|-----------|-----------------------|--|
| Maintenance - 5 Years | \$ | 29,278.00 | |
| Maintenance & Support Total | \$ | 29,278.00 | |

Solution Subscriptions - Unless explicitly indicated otherwise within this contract, the below term for these subscription services will automatically renew, absent at least ninety (90) days' notice of cancelation by Customer before the start of the renewal term. For subscription services that do not automatically renew, Customer must provide Sentinel with at least ninety (90) days' notice of its intention to renew the services and shall hold Sentinel harmless from any service interruption to result from the cessation of services due to Customer's failure to provide timely notice as stated herein.

| | | Extended Price | |
|----------------------------|-----------|-----------------------|--|
| Subscriptions - 5 Years | \$ | 132,428.59 | |
| Subscriptions Total | \$ | 132,428.59 | |

TOTAL PROJECT - Project Total Cost is based on the combined purchase of all Hardware/Software, Professional Services and Solution Maintenance from Sentinel as detailed in the attached Bill of Materials. Unbundling or materially reducing any of these essential elements of the solution may result in modifications to the cost of the remaining elements.

| | | Extended Price | |
|--------------------------------|-----------|-----------------------|--|
| Hardware and Software | \$ | 110,078.00 | |
| Solution Maintenance & Support | \$ | 29,278.00 | |
| Solution Subscriptions | \$ | 132,428.59 | |
| Professional Services | \$ | 56,430.00 | |
| Project Total | \$ | 328,214.59 | |

| | | | |
|---|-----------|--------------|--|
| Option #1 - Speechview = Per Voicemail Box | \$ | 51.49 | |
|---|-----------|--------------|--|

*Quote is valid until 01/22/2022

Plus applicable tax, shipping & handling

PRICING

UC HARDWARE AND SOFTWARE

| UC Hardware and Software | | | | | |
|---|--|-----|-------------|--------------|---------------|
| Part Number | Description | Qty | Unit Price | Ext Price | Special Notes |
| UC Servers - YCS, WR & WISD | | | | | |
| BE6H-M5-K9 | Cisco Business Edition 6000H (M5) Appliance, Export Restr SW | 2 | \$ 7,446.00 | \$ 14,892.00 | |
| BE6K-PSU | Cisco UCS 770W AC Power Supply for Rack Server | 4 | \$ - | \$ - | |
| BE6H-NIC1 | Intel i350 Quad Port 1Gb Adapter | 2 | \$ - | \$ - | |
| BE6K-RAIDCTRLR | Cisco 12G Modular RAID controller with 2GB cache | 2 | \$ - | \$ - | |
| BE6K-DISK | 300GB 12G SAS 10K RPM SFF HDD | 16 | \$ - | \$ - | |
| R2XX-RAID5 | Enable RAID 5 Setting | 2 | \$ - | \$ - | |
| BE6K-RAM | 16GB DDR4-2666-MHz RDIMM/PC4-21300/single rank/x4/1.2v | 4 | \$ - | \$ - | |
| BE6K-CPU | 2.2 GHz 4114/85W 10C/13.75MB Cache/DDR4 2400MHz | 4 | \$ - | \$ - | |
| CAB-9K12A-NA | Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | 2 | \$ - | \$ - | |
| BE6K-VIRTBAS-7X | Cisco BE Embedded Virt. Basic 7x, BE6K only | 8 | \$ - | \$ - | |
| UCSC-PSU1-770W= | Cisco UCS 770W AC Power Supply for Rack Server | 2 | \$ 263.00 | \$ 526.00 | |
| IP Phones and Analog Adapters | | | | | |
| CP-7841-K9= | Cisco UC Phone 7841 | 350 | \$ 116.00 | \$ 40,600.00 | |
| CP-8811-K9= | Cisco IP Phone 8811 Series | 50 | \$ 160.00 | \$ 8,000.00 | |
| CP-7821-K9= | Cisco UC Phone 7821 | 12 | \$ 81.00 | \$ 972.00 | |
| CP-7832-K9= | Cisco 7832 IP Conference Station | 12 | \$ 315.00 | \$ 3,780.00 | |
| CP-8832-K9 | Cisco 8832 in Charcoal with accessories for North America | 2 | \$ 545.00 | \$ 1,090.00 | |
| CP-8832-POE | Cisco IP Conference Phone 8832 PoE Accessories for Worldwide | 2 | \$ - | \$ - | |
| CP-8832-MIC-WIRED= | Cisco 8832 Wired Microphones Kit for Worldwide | 2 | \$ 150.00 | \$ 300.00 | |
| CP-8832-MIC-WLS= | Cisco 8832 Wireless Microphones Kit for North America | 5 | \$ 241.00 | \$ 1,205.00 | |
| VG202XM | Cisco VG202XM Analog Voice Gateway | 8 | \$ 302.00 | \$ 2,416.00 | |
| SVG2XIPV-15603M | Cisco VG20X Series IOS IP VOICE | 8 | \$ - | \$ - | |
| CAB-AC | AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | 8 | \$ - | \$ - | |
| CAB-ETH-S-RJ45 | Yellow Cable for Ethernet, Straight-through, RJ-45, 6 feet | 8 | \$ - | \$ - | |
| PWR-30W-AC | Power Supply 30 Watt AC | 8 | \$ - | \$ - | |
| Spares - IP Phones and Analog Adapters | | | | | |
| CP-7841-K9= | Cisco UC Phone 7841 | 5 | \$ 116.00 | \$ 580.00 | |
| CP-8811-K9= | Cisco IP Phone 8811 Series | 3 | \$ 160.00 | \$ 480.00 | |
| CP-7821-K9= | Cisco UC Phone 7821 | 2 | \$ 81.00 | \$ 162.00 | |
| CP-7832-K9= | Cisco 7832 IP Conference Station | 2 | \$ 325.00 | \$ 650.00 | |
| CP-8832-K9 | Cisco 8832 in Charcoal with accessories for North America | 1 | \$ 545.00 | \$ 545.00 | |
| CP-8832-POE | Cisco IP Conference Phone 8832 PoE Accessories for Worldwide | 1 | \$ - | \$ - | |
| VG202XM | Cisco VG202XM Analog Voice Gateway | 2 | \$ 302.00 | \$ 604.00 | |
| SVG2XIPV-15603M | Cisco VG20X Series IOS IP VOICE | 2 | \$ - | \$ - | |
| CAB-AC | AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | 2 | \$ - | \$ - | |
| CAB-ETH-S-RJ45 | Yellow Cable for Ethernet, Straight-through, RJ-45, 6 feet | 2 | \$ - | \$ - | |
| PWR-30W-AC | Power Supply 30 Watt AC | 2 | \$ - | \$ - | |
| Voice Gateways - 11 Locations | | | | | |
| C8200-1N-4T | Cisco Catalyst C8200-1N-4T Router | 11 | \$ 1,578.00 | \$ 17,358.00 | |
| MEM-C8200-8GB | Cisco Catalyst 8200 Edge 8GB memory | 11 | \$ - | \$ - | |
| M2USB-16G | Cisco Catalyst 8000 Edge M.2 USB 16GB | 11 | \$ - | \$ - | |
| C-RFID-1R | Cisco Catalyst 8000 Edge RFID - 1RU | 11 | \$ - | \$ - | |

PRICING

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|-----------------|--|----|----|----------|----|----------|
| CAB-AC | AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | 11 | \$ | - | \$ | - |
| C8200-RM-19-1R | Cisco Catalyst 8200 Rack mount kit - 19" 1R | 11 | \$ | - | \$ | - |
| NETWORK-PNP-LIC | Network Plug-n-Play Connect for zero-touch device deployment | 11 | \$ | - | \$ | - |
| C8200-PIM-BLANK | Cisco Catalyst 8200 Edge PIM Blank | 11 | \$ | - | \$ | - |
| SC8KBEUK9-174 | UNIVERSAL | 11 | \$ | - | \$ | - |
| IOSXE-AUTO-MODE | IOS XE Autonomous boot up mode for Unified image | 11 | \$ | - | \$ | - |
| NIM-2FXS/4FXOP | 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module Voice Gateway - Ypsilanti Community High School | 11 | \$ | 470.00 | \$ | 5,170.00 |
| C8300-1N1S-6T | Cisco Catalyst C8300-1N1S-6T Router | 1 | \$ | 3,472.00 | \$ | 3,472.00 |
| MEM-C8300-8GB | Cisco Catalyst 8300 Edge 8GB memory | 1 | \$ | - | \$ | - |
| M2USB-16G | Cisco Catalyst 8000 Edge M.2 USB 16GB | 1 | \$ | - | \$ | - |
| C8300-PIM-BLANK | Cisco Catalyst 8300 Edge PIM Blank | 1 | \$ | - | \$ | - |
| NETWORK-PNP-LIC | Network Plug-n-Play Connect for zero-touch device deployment | 1 | \$ | - | \$ | - |
| C-RFID-1R | Cisco Catalyst 8000 Edge RFID - 1RU | 1 | \$ | - | \$ | - |
| C8300-RM-19-1R | Cisco Catalyst 8300 Rack mount kit - 19" 1R | 1 | \$ | - | \$ | - |
| IOSXE-AUTO-MODE | IOS XE Autonomous boot up mode for Unified image | 1 | \$ | - | \$ | - |
| SC8KBEUK9-173 | UNIVERSAL | 1 | \$ | - | \$ | - |
| PWR-CC1-250WAC | Cisco C8300 1RU 250W AC Power supply | 2 | \$ | - | \$ | - |
| CAB-AC | AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | 2 | \$ | - | \$ | - |
| NIM-2MFT-T1/E1 | 2 port Multiflex Trunk Voice/Clear-channel Data T1/E1 Module | 1 | \$ | 719.00 | \$ | 719.00 |
| PVDM4-64 | 64-channel DSP module | 1 | \$ | 1,075.00 | \$ | 1,075.00 |
| NIM-2FXS/4FXOP | 2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module | 1 | \$ | 470.00 | \$ | 470.00 |
| C-SM-NIM-ADPT | Cisco Catalyst SM to NIM Module Adaptor | 1 | \$ | 470.00 | \$ | 470.00 |
| | UPS | | | | | |
| SMX3000LVNC | APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card | 2 | \$ | 1,709.00 | \$ | 3,418.00 |
| SMX120BP | APC Smart-UPS X 120V External Battery Pack Rack/Tower | 2 | \$ | 562.00 | \$ | 1,124.00 |

Hardware and Software Sub-Total: \$110,078.00

MAINTENANCE - 5 YEARS

| Maintenance - 5 Years | | | | | | |
|------------------------------|---|-----|-------------|--------------|--------------------|--|
| Part Number | Description | Qty | Unit Price | Ext Price | Special Notes | |
| Maintenance - 5 Years | | | | | | |
| CON-SNT-BE6HM5K9 | SNTC-8X5XNBD Cisco Business Edition 6000H (M5) Applia | 2 | \$ 1,224.00 | \$ 2,448.00 | 60 Months Duration | |
| CON-ECMU-BE6KVIRX | SWSS UPGRADES Cisco BE Embedded Virt. Basic 7x, BE6K | 2 | \$ 283.00 | \$ 566.00 | 60 Months Duration | |
| CON-SNT-C82001N4 | SNTC-8X5XNBD Cisco Catalyst C8200 | 11 | \$ 1,846.00 | \$ 20,306.00 | 60 Months Duration | |
| CON-SNTP-C830IN6T | SNTC-24X7X4 Cisco Catalyst C8300 | 1 | \$ 5,958.00 | \$ 5,958.00 | 60 Months Duration | |

Maintenance & Support Sub-Total: \$29,278.00

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SUBSCRIPTIONS - 5 YEARS

| Subscriptions - 5 Years | | | | | | | |
|---|--|-------|-------------------|------------------|-----------------------|---------------|--------------|
| Part Number | Description | Qty | Unit Price (Term) | Ext Price (Term) | Initial Term (Months) | Billing Model | Renewal Term |
| Cisco Flex 3.0 EDU Licensing Subscription | | | | | | | |
| A-FLEX-3-EDU | Flex 3.0 for Education | 1 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| SVS-FLEX-SUPT-BAS | Basic Support for Flex Plan | 1 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-EAPL-EDU | EntW On-Premises Calling for Education | 400 | \$ 240.66 | \$ 96,264.00 | 60 Months | Prepay | 12 Months |
| A-FLEX-EA-E-K-STU | EA Students for K-12 | 3850 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-SME-S | Session Manager (1) | 1 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-SRST-E | SRST Endpoints (1) | 480 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-P-EA | On-Premises Smart License - EA (1) | 480 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-P-ACC | Access Smart License (1) | 80 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-P-CA | Common Area Smart License (1) | 200 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-P-UCXN | Unity Connection Smart License (1) | 680 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-P-ER | Emergency Responder Smart License (1) | 1200 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-EXP-PAK | Expressway Product Authorization Key (1) | 1 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-C-DEV-ENT | Cloud Device Registration Entitlement | 480 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-MSG-ENT | Messaging Entitlement | 4330 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-FILESTG-ENT | File Storage Entitlement | 86600 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-PROPACK-ENT | Pro Pack for Cisco Control Hub Entitlement | 480 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-EXP-RMS | Expressway Rich Media Session (1) | 80 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-SW-14-K9 | On-Premises & Partner Hosted Calling SW Bundle v14 (1) | 1 | \$ - | \$ - | 60 Months | Prepay | 12 Months |
| A-FLEX-STD-CUBE | CUBE Standard Trunk Session License | 96 | \$ 93.27 | \$ 8,953.92 | 60 Months | Prepay | 12 Months |
| Cisco Flex 3.0 Licensing Subscription - AC Console | | | | | | | |

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|--------------------|---|----|----|----------|----|-----------|-----------|--------|-----------|
| A-FLEX-3 | Collaboration Flex Plan 3.0 | 1 | \$ | - | \$ | - | 60 Months | Prepay | 12 Months |
| SVS-FLEX-SUPT-BAS | Basic Support for Flex Plan Unified | 1 | \$ | - | \$ | - | 60 Months | Prepay | 12 Months |
| A-FLEX-CUAC-S | Attendant Console Standard | 1 | \$ | 731.59 | \$ | 731.59 | 60 Months | Prepay | 12 Months |
| | DNA Subscription for 8200 Voice Gateways | | | | | | | | |
| L-DNA-C8200 | Cisco DNA Subscription for Catalyst 8200 Series | 1 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| C82L-1N-4T-PF | C8200L-1N-4T Platform Selection for DNA | 11 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| IOSXE-AUTO-MODE-PF | DNA Subscription IOS XE Autonomous boot up mode for Unified image | 1 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| DNA-P-T0-A-5Y | Cisco DNA Advantage On-Prem Lic 5Y - upto 15M (Aggr, 30M) | 11 | \$ | 2,206.59 | \$ | 24,272.49 | 60 Months | Prepay | Requote |
| SVS-PDNA-ADV | Embedded Support for SW - Tiered DNA Advantage On-Prem | 11 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| DSTACK-T0-A | Cisco DNA Advantage Stack - upto 15M (Aggr, 30M) | 11 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| NWSTACK-T0-A | Cisco Network Advantage Stack - upto 15M (Aggr, 30M) | 11 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| SDWAN-UMB-ADV | Cisco Umbrella for DNA Advantage | 11 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| DNAC-ONPREM-PF | Cisco DNA Center On Prem Deployment Option for WAN | 11 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| | DNA Subscription for 8300 Voice Gateway | | | | | | | | |
| L-DNA-C8300 | Cisco DNA Subscription for Catalyst 8300 Series | 1 | \$ | - | \$ | - | 60 Months | Prepay | Requote |
| C83-1N1S-6T-PF | C8300-1N1S-6T Platform Selection for DNA Subscription | 1 | \$ | - | \$ | - | 60 Months | Prepay | Requote |

PRICING

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|--------------------|---|---|-------------|-------------|---|-----------|--------|---------|
| IOSXE-AUTO-MODE-PF | IOS XE Autonomous boot up mode for Unified image | 1 | \$ - | \$ - | - | 60 Months | Prepay | Requote |
| DNA-P-T0-A-5Y | Cisco DNA Advantage On-Prem Lic 5Y - upto 15M (Aggr, 30M) | 1 | \$ 2,206.59 | \$ 2,206.59 | - | 60 Months | Prepay | Requote |
| DSTACK-T0-A | Cisco DNA Advantage Stack - upto 15M (Aggr, 30M) | 1 | \$ - | \$ - | - | 60 Months | Prepay | Requote |
| NWSTACK-T0-A | Cisco Network Advantage Stack - upto 15M (Aggr, 30M) | 1 | \$ - | \$ - | - | 60 Months | Prepay | Requote |
| SDWAN-UMB-ADV | Cisco Umbrella for DNA Advantage | 1 | \$ - | \$ - | - | 60 Months | Prepay | Requote |
| DNAC-ONPREM-PF | Cisco DNA Center On Prem Deployment Option for WAN Embedded | 1 | \$ - | \$ - | - | 60 Months | Prepay | Requote |
| SVS-PDNA-ADV | Support for SW - Tiered DNA Advantage On-Prem | 1 | \$ - | \$ - | - | 60 Months | Prepay | Requote |

Initial Term Subscriptions Sub-Total: \$132,428.59

OPTION #1 – SPEECHVIEW

| Option #1 - Speechview | | | | | | | |
|------------------------|------------------------------|-----|-------------------|------------------|-----------------------|---------------|--------------|
| Part Number | Description | Qty | Unit Price (Term) | Ext Price (Term) | Initial Term (Months) | Billing Model | Renewal Term |
| A-FLEX-SPEECHVIEW | Speechview Standard - 1 User | 1 | \$ 51.49 | \$ 51.49 | 60 Months | Prepay | 12 Months |

Initial Term Subscriptions Sub-Total: \$51.49