

## Senior Center Project

**Prepared for:**

**Town of Colchester**

**Delivered:**

**March 6, 2024**

**Prepared by:**

**Novus Insight**

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<b>Quote #</b>	6269 v7
<b>Date</b>	March 6, 2024
<b>Expires</b>	April 12, 2024
<b>Contact</b>	Brian Lalama

**ACCEPT QUOTE**

# Senior Center Project

## One-Time Project Fees

### One-Time Fees

Item	Qty	Price	Total
<b>Project Management</b>	8	\$205.00	<b>\$1,640.00</b>
Consulting time with Senior Adviser 8 hours (\$205.00/hour), Time & Materials			
Code: CTIERV19			
<b>Configuration and Installation of New Network Hardware</b>	16	\$175.00	<b>\$2,800.00</b>
Consulting time with Senior Systems Administrator for:			
<ul style="list-style-type: none"> <li>• Configuration and Installation of New Network Hardware</li> <li>• Internet Service Installation and Configuration</li> <li>• Firewall re-configuration</li> </ul>			
16 hours (\$175.00/hour), Time & Materials			
Code: CTIERIV19			
<b>Configuration and Installation of New Workstations and Existing Equipment</b>	32	\$110.00	<b>\$3,520.00</b>
Consulting time with Senior Support Specialist for:			
<ul style="list-style-type: none"> <li>• Installation of New Workstations</li> <li>• Re-configuration and installation of existing equipment (printers, copiers, etc.)</li> </ul>			
32 hours (\$110.00/hour), Time & Materials			
Code: CTIERII19			
<b>Out of Scope/Contingency</b>	4	\$175.00	<b>\$700.00</b>
Consulting time with Senior Systems Administrator 4 hours (\$175.00/hour), Time & Materials			
Code: CTIERIV19			

One-Time Subtotal \$8,660.00

## Project Hardware

### One-Time Fees

Item	Qty	Price	Total
<b>Aruba Instant On 1960 48G 40p Class4 8p Class6 PoE 2XGT 2SFP+ 600W Switch</b>	1	\$2,450.57	<b>\$2,450.57</b>
Aruba Instant On 1960 48G 40p Class4 8p Class6 PoE 2XGT 2SFP+ 600W Switch - 48 Ports - Manageable - 10 Gigabit Ethernet, Gigabit Ethernet - 10GBase-T, 10GBase-X, 10/100/1000Base-T - 2 Layer Supported - Modular - 100 W Power Consumption - 600 W PoE Budget - Optical Fiber, Twisted Pair - PoE Ports - Rack-mountable, Table Top, Wall Mountable, Under Table, Cabinet Mount - Lifetime Limited Warranty			
Aruba (Code: JL809A#ABA)			
<b>AddOn HP J4859D Compatible TAA Compliant 1000Base-LX SFP Transceiver (SMF, 1310nm, 10km, LC)</b>	2	\$59.61	<b>\$119.22</b>
AddOn HP J4859D Compatible TAA Compliant 1000Base-LX SFP Transceiver (SMF, 1310nm, 10km, LC) - 100% compatible and guaranteed to work			
AddOn (Code: J4859D-AO)			
<b>Aruba Instant On AP25 Dual Band 802.11ax 5.30 Gbit/s Wireless Access Point - Indoor</b>	4	\$268.30	<b>\$1,073.20</b>
Aruba Instant On AP25 Dual Band 802.11ax 5.30 Gbit/s Wireless Access Point - Indoor - 2.40 GHz, 5 GHz - MIMO Technology - 1 x Network (RJ-45) - 2.5 Gigabit Ethernet - 20.10 W - Wall Mountable, Ceiling Mountable, Rail-mountable			
Aruba (Code: R9B27A)			
<b>Tripp Lite by Eaton Rack Enclosure Cabinet Horizontal Cable Ring Flexible 1URM</b>	2	\$35.00	<b>\$70.00</b>
Tripp Lite by Eaton Rack Enclosure Cabinet Horizontal Cable Ring Flexible 1URM - Cable Panel - Black - 1U Rack Height - 19" Panel Width			
Tripp Lite by Eaton (Code: SRCABLERING1U)			
<b>APC by Schneider Electric Smart-UPS C 1500VA RM 2U 120V with SmartConnect</b>	1	\$891.15	<b>\$891.15</b>
APC by Schneider Electric Smart-UPS C 1500VA RM 2U 120V with SmartConnect - 2U Rack-mountable - 3 Hour Recharge - 10.10 Minute Stand-by - 120 V Input - 120 V AC Output - Sine Wave - 6 x NEMA 5-15R - 6 x Battery/Surge Outlet			
APC by Schneider Electric (Code: SMC1500-2UC)			
<b>Tripp Lite by Eaton Cat6 Gigabit Snagless Molded (UTP) Ethernet Cable (RJ45 M/M) PoE Blue 3 ft. (0.9)</b>	36	\$3.00	<b>\$108.00</b>
Tripp Lite by Eaton (Code: N201-003-BL)			
<b>Tripp Lite by Eaton Cat6 Gigabit Snagless Molded (UTP) Ethernet Cable (RJ45 M/M) PoE Blue 5 ft. (1.5)</b>	10	\$4.00	<b>\$40.00</b>
Tripp Lite by Eaton (Code: N201-005-BL)			
<b>Tripp Lite by Eaton Cat6 Gigabit Snagless Molded (UTP) Ethernet Cable (RJ45 M/M) PoE Blue 7 ft. (2.1)</b>	5	\$5.00	<b>\$25.00</b>

Item	Qty	Price	Total
Tripp Lite by Eaton (Code: N201-007-BL)			
<b>Tripp Lite Series Cat6 Gigabit Snagless Molded (UTP) Ethernet Cable (RJ45 M/M), PoE, Blue, 10 ft. (3</b>	5	\$5.00	<b>\$25.00</b>
Tripp Lite by Eaton (Code: N201-010-BL)			
<b>One-Time Subtotal</b>			<b>\$4,802.14</b>

## Summary

Please contact us if you have any questions.

**Total One-Time** **\$13,462.14 USD**

ACCEPT QUOTE

## Cost Breakdown

Category	One-Time Fees
Project Labor	\$8,660.00
Hardware Resale	\$4,802.14
<b>Total</b>	<b>\$13,462.14 USD</b>

## Terms & Conditions

Full terms and conditions can be found in Novus Insight's Master Services Agreement (MSA) found at <https://novusinsight.com/master-services-terms-conditions/>.

Taxes, shipping, handling and other fees may apply. Payment is due 30 days from invoice. Invoices will be submitted on a monthly basis, and Client shall be responsible for such ongoing payment even past the expiration date until either Novus Insight's services are terminated or Client executes a renewal quote. See Section A.3. PAYMENT of the Novus Insight MSA.

This proposal expires 45 days from creation.

## Time & Materials Project Fees

Fees for consulting services offered as Time & Materials are determined based on the estimated labor, travel, and expenses related to the performance of the tasks detailed in this proposal. Given the unknowns within the project, the final costs may vary from the estimates detailed in this proposal. The client will be billed the actual time, travel, and expenses related to the project.

## Service Consultant Tiers and Rates:

There are 5 Tiers of IT staff selected based on the client's requirements in support of any project.

- Tier I staff handle desktop support, workstation installations, workstation software patches, workstation security updates, user password resets, printing issues, and day-to-day issues confronting most users in an organization. \$95/hr; \$142/emergency hr\*
- Tier II staff support users and smaller networks. They also can assist with technical projects that can impact small numbers of users, such as wireless controller configurations in small office environments. In addition, they can manage and maintain small networks that Tier III and Tier IV consultants have deployed. \$110/hr; \$165/emergency hr\*
- Tier III staff manage smaller networks, can perform basic server migrations, and can handle technical projects that can impact

many users, such as a larger network's switching and firewalls. In addition, they can manage and maintain more complex networks that Tier IV consultants have deployed. \$145/hr; \$218/emergency hr\*

- Tier IV staff focus on larger technology deployments. Examples of Tier IV projects include setting up private cloud infrastructure, migrating environments to the cloud, virtualizing servers, virtualizing a desktop environment, and assessing the security profile of a network. Non-technical examples of Tier IV include strategic technology planning and consulting for smaller organizations. \$175/hr; \$262/emergency hr\*
- Tier V are senior advisors and are responsible for strategic consulting at the intersections of process, technology, strategy, and mission. While these professionals tend to not to work directly with technology, there may be examples of highly specialized technology engagements that would also fit into Tier V. \$205/hr; \$305/emergency hr\*

<b>Tier of Professional</b>	<b>Standard Hourly Rate</b>	<b>Emergency Hourly Rate*</b>
Tier I – Support Specialist	\$95	\$142
Tier II – Senior Support Specialist	\$110	\$165
Tier III – Junior Systems Administrator	\$145	\$218
Tier IV – Senior Systems Administrator	\$175	\$262
Tier V – Senior Advisor / CISO / VCIO	\$205	\$305

\*Emergency Support/Special Rates services apply to emergency and/or planned projects and activities performed outside normal support hours. Emergency support will have a 4-hour response time to begin diagnosis or initiate service.