



# True North Technologies

Christian Schnier

Bradley Melchor

Southwell Architects Project

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# Who are we?

- True North Technologies
  - Office Network Installation
  - Technical Support
  - Gainesville-Based
- Teams of:
  - Architects
  - Engineers
  - Information Technology Professionals
  - Installation Specialists
- What makes us different?
  - Attention to detail
  - Communication

# Current State Analysis

- Southwell Architects
  - New office
    - 11 rooms
    - Reception Area
    - Outdoor Rest Area
    - June 1 Deadline
- Requirements
  - Wired Network
  - Wireless access points
  - 30 Employees
  - Conferencing systems
  - AutoCAD

# Narrative of Work

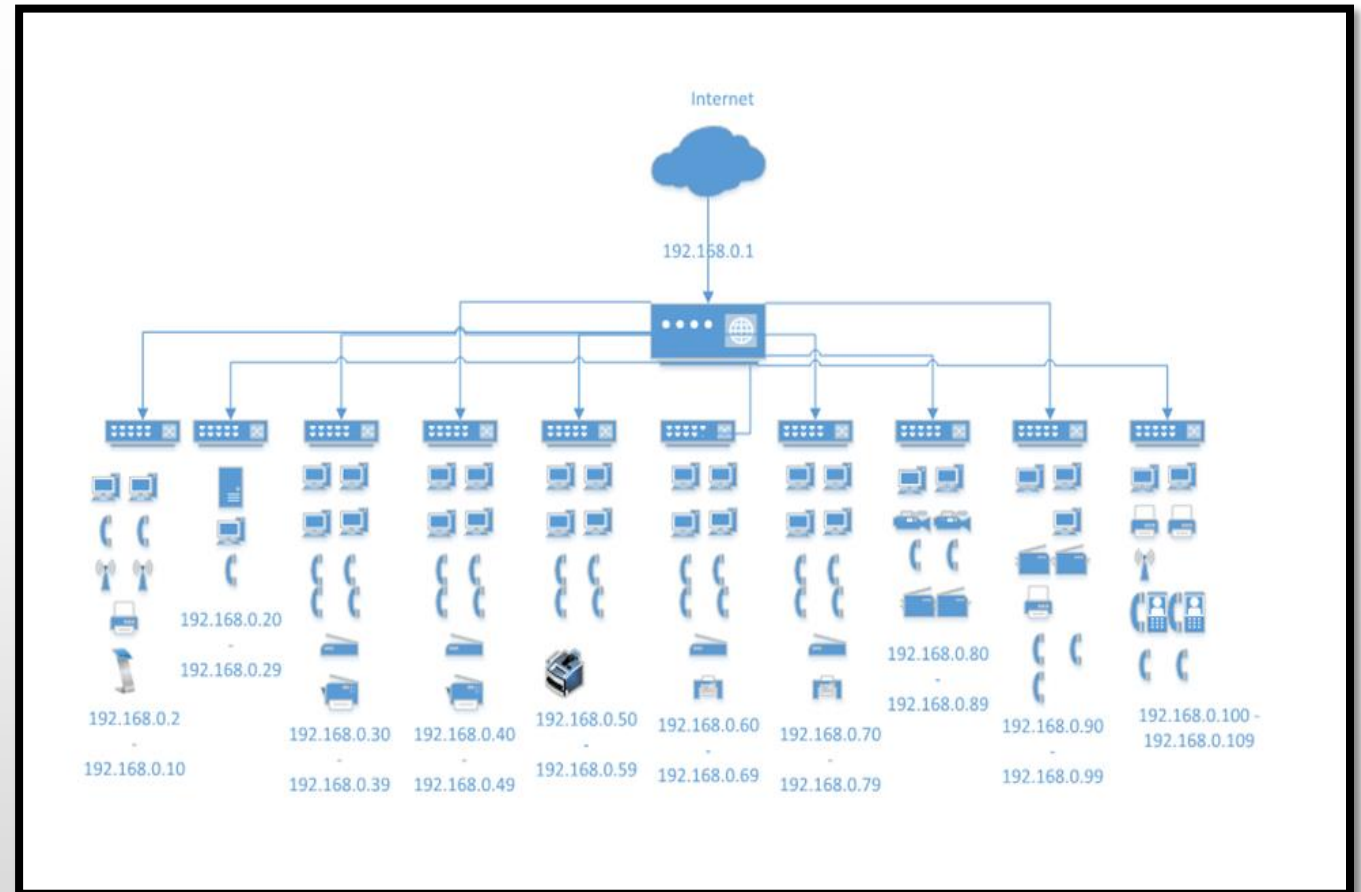
- Equipment to Configure/Install

- 30 Computers & Monitors
- 20 Tablets
- 30 VoIP Phone Systems
- 2 Video Conference Systems
- 2 Audio Conference Systems
- 9 50" Smart TV's
- 4 Color Scanners
- 4 Color Laser Printers

- 4 color Inkjet Printers
- 2 3D Printers
- 3 Xerox All-in-1 Work Centers
- A touchscreen Kiosk
- 2 Plotters
- 10 Switches
- 3 Wireless Routers
- 10 Security- Enabled USB Devices














# Logical Diagram

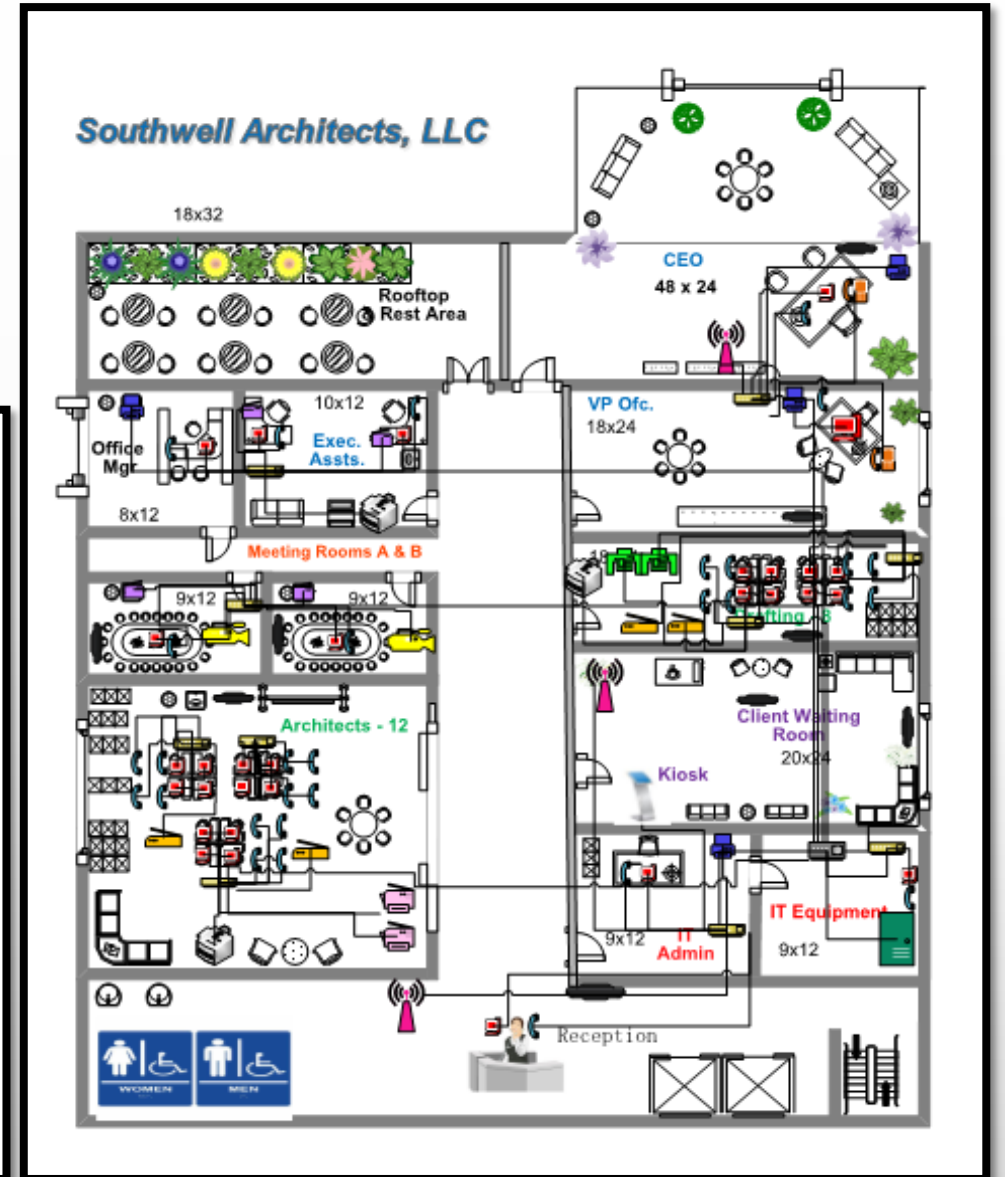
- Default Gateway of 192.168.0.1
- IP Addressing split by room
- Scalable



# Physical Diagram

- Equipment Strategically Placed
  - All-In-One Machines
  - Switches
  - Printers
- Wi-Fi Placement
  - Reception
  - Waiting Room
  - CEO Office

Legend		
Legend Subtitle		
Symbol	Count	Description
	2	Video Conference System
	4	Inkjet
	4	Laser
	30	VoIP Phone
	2	Plotter
	2	Audio Conference System
	30	PC
	4	Scanner
	2	3d printer
	3	Xerox workstation
	1	Server
	10	Switch
	3	Wireless access point
	1	Modem



# Equipment Description

- Desktop Computers/Monitors
  - Strong enough to meet demands
  - High definition monitors to show details
- Tablets
  - Stay up to date on the go
- VoIP/Video Conference Systems/Audio Conference Systems
  - Keep your entire team on the same page.
- Smart TV's
  - Internet connected TV's to stay in the loop

# Equipment Description (Cont.)

- Scanners
  - Input information
- Printers
  - See the fine detail
- 3d Printers
  - Share your vision
- All-In-One Machines
  - Powerful enough for teams to share
- Touchscreen Kiosk
  - The easiest way for your clients to input information
- Plotters
  - For printing full-size blueprints



# Budget

- \$100,000 Budget
- Equipment Staged and Tested
- Optional Server Upgrade
  - \$3,499 extra

Item	Unit Price	Quantity	Total
<a href="#">Lenovo IdeaCentre 510A Workstation</a>	\$ 739.00	30	\$ 22,170
<a href="#">MonitorSamsung 28" Monitor</a>	\$ 399.00	30	\$ 11,970
<a href="#">iPad Pro</a>	\$ 649.00	20	\$ 12,980
<a href="#">Cisco SPA 504G VoIP Phone</a>	\$ 39.00	30	\$ 1,170
<a href="#">Logitech Group Video Collaboration</a>	\$ 1,249.00	2	\$ 2,498
<a href="#">Dolby VoIP Conference Phone</a>	\$ 1,351.00	2	\$ 2,702
<a href="#">Vizio E50-E1 50" Smart TV</a>	\$ 399.00	9	\$ 3,591
<a href="#">Epson Workforce ES-400 Scanner</a>	\$ 279.00	4	\$ 1,116
<a href="#">HP LaserJet Pro M452nw Laser Printer</a>	\$ 249.00	4	\$ 996
<a href="#">HP PageWide Pro InkJet Printer</a>	\$ 399.00	4	\$ 1,596
<a href="#">WiiBoox Desktop 3d Printer</a>	\$ 4,199.00	2	\$ 8,398
<a href="#">Xerox VersaLink C405 All-In-One</a>	\$ 653.00	3	\$ 1,959
<a href="#">Touchscreen IR Kiosk KIOSK-27-IR-I7</a>	\$ 3,176.00	1	\$ 3,176
<a href="#">HP DesignJet T730 ePrinter Plotter</a>	\$ 2,995.00	2	\$ 5,990
<a href="#">APC Back-UPS Pro 1500VA</a>	\$ 169.00	10	\$ 1,690
<a href="#">IronKey D300 64GB USB Flash Drive</a>	\$ 223.00	10	\$ 2,230
<a href="#">Netgear GS308-100PAS Switch</a>	\$ 21.00	5	\$ 105
<a href="#">TP-Link Archer C1200 Wireless Router</a>	\$ 50.00	3	\$ 150
<a href="#">Fortinet FortiGate 80C Firewall</a>	\$ 757.00	1	\$ 757
<a href="#">Laview 4K 4 Camera Security System</a>	\$ 699.00	1	\$ 699
<a href="#">Cat6 Cable</a>	\$ 100.00	3	\$ 300
<a href="#">Raceway Cable Management</a>	\$ 24.00	141	\$ 3,384
Labor	\$ 50.00	160	\$ 8,000
Staging/Testing Labor	\$ 50.00	40	\$ 2,000
<b>Total</b>			<b>\$ 99,627</b>
<b>Optional Hardware</b>			
<a href="#">Lenovo x3650 M5 Server</a>	\$ 3,499.00	1	\$ 3,499.00
<b>Total with Server</b>			<b>\$ 103,126</b>

# Continuing Maintenance

- Continuing technical support offered
  - Most issues handled remotely
  - Severe cases require a site visit
- Support levels offered
  - Gold
  - Silver
  - Bronze

# Gold Support

- Red Carpet Hotline
  - 24/7 availability for questions or concerns
- Cost
  - 10% of Total Project Cost

# Silver Support

- Quick response hotline
  - 8am – 5pm Est
  - Monday – Friday
- Cost
  - 7% of Total Project Cost

# Bronze Support

- Contact through chatrooms or email.
  - 8am – 5pm Est
  - Monday – Friday
- Cost
  - 4% of Total Project Cost

# References

## [Newegg.Com](#)

- Workstations
- Monitors
- TV's
- 3d Printers

## [Apple.com](#)

- iPads

## [TritonDatacom.com](#)

- VoIP Phones

## [Logitech.com](#)

- Video Conference Equipment

## [CDW.com](#)

- Audio Conference Equipment
- Storage Devices
- Firewall

## [OfficeDepot.com](#)

- Scanner
- Laser Printer

## [Amazon.com](#)

- Xerox Machines

## [Touchwindow.com](#)

- Kiosk

## [TheWideFormatCompany.com](#)

- Plotters

## [CableWholesale.com](#)

- Cables

- Switches
- Wi-Fi Router
- Security System

- Cable Management
- Server

- Inkjet Printer

- UPS

# Thank You

- True-North Technologies
  - Bradley Melchor
  - Christian Schnier

