

2025 FortiAP Refresh Proposal



August 21, 2025

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Mr. Rafael Perez
System Development Architect, AVP
Enterprise Architecture
First Bank
San Juan, PR

Dear Sirs,

Thank you for considering our proposal for FortiAP Refresh solution.

Intwo (Integration Technologies, Corp.) can help your organization achieve more with cloud technology. With over 30 years of experience, we specialize in accelerating your business with Microsoft technology and our expertise in your industry. With our consultancy and 24/7 management capabilities we focus on six industries: construction, distribution, manufacturing, professional services, real estate, and retail.

We help our customers to solve their business challenges through powerful technology and industry-oriented consulting, enabling them to unlock the next level of business growth by mapping business strategy to specific digital assets and solutions.

Our solutions are tailored to your specific business needs, through a fusion of the very best people alongside best-in-class Microsoft technologies.

We appreciate the opportunity to serve you.

Cordially yours,
Intwo



Armando Morales
Account Manager

Solution Investment

The following table summarizes the investment required for the activities outlined in this proposal:

Investment Table	
Customer	FirstBank
Description	2025 FortiAP Refresh Rev8-21
ID	AMOS-2025071701

Qty	Description	Unit Price	Extended Price
52	FortiAP 231K - Indoor Wireless AP - (Wi-Fi-7 IEEE Tri-band 2.4/5/6GHz 2+2+2 2 streams 3 radios), internal antennas, 100/1000/2500/5000 Base-T RJ45, BT/BLE, 1x RS-232 RJ45 Serial Port. Ceiling/wall mount kit included	\$330.00	\$17,160.00
7	Wall Plate for FAP-23JK- Wi-Fi-7 Tri-band 2.4/5/6GHz 2+2+2 2 streams 4 radios, internal antennas, 1 x 10G, 3 x 10/100/1000 RJ45 port (1x 802.3af PoE PSE, 2x Non-PoE Ports), BT / BLE, 1x RJ45 Serial Port. Wall	\$430.00	\$3,010.00
1	Planning and Design	\$1,000.00	\$1,000.00
1	Project Management	\$1,500.00	\$1,500.00
1	Remote Deployment	\$5,385.00	\$5,385.00
1	AP Physical Installation in 1130, 1519 and 876 sites	\$1,300.00	\$1,300.00
		Sub-Total	\$29,355.00
		11.5% IVU	\$2,319.55
		4% IVU	\$367.40
		Shipping	\$750.00
		Total	\$32,791.95

NOTES:

- Prices include applicable P.R. Sales and Use Tax (**IVU**). If you are Tax exempt, please provide your Tax-Exempt Certificate or Treasury Dept. Form SC 2916.
- Unless otherwise specified, this proposal is valid for 30 days.
- The ETA is approximately 2-4 weeks; shipping charges to San Juan, PR are included.**

Service Description

First Bank Wireless Architecture Upgrade

Replacement of Legacy FortiAP Models for Compliance and Performance

Overview

First Bank has wireless architecture built on Fortinet products, with a FortiGate Cluster 600E serving as the central controller for a large number of FortiAP access points. The bank now faces the need to replace older FortiAP models to remain compliant with internal life-cycle policies and to ensure continuous security and performance.

Project Scope

This initiative involves the replacement of approximately 40 of FAP-421E and 1 FAP-221E. The selected new model for upgrade is the FAP-231K, which aligns with current Fortinet standards and compliance regulations. By upgrading these devices, First Bank will enhance wireless network reliability, strengthen security, and ensure ongoing vendor support. The scope also includes the configuration and installation of 7 new FAP-231K.

Two (2) of the existing FAP-421E needs to be relocated to another area on the same floor. First Bank will handle the installation of structured cabling, leaving the cable end or patch cord ready at each location where the new access points will be installed. This preparation will allow the technical team to efficiently mount the FAP-231K APs in the designated areas, streamlining deployment and ensuring seamless integration with the existing infrastructure.

Objectives

- Ensure wireless network compliance with life-cycle and security policies.
- Upgrade legacy FortiAP devices to the latest supported model (FAP-231K).
- Maintain seamless wireless coverage and performance throughout all bank facilities.
- Leverage advanced features and support offered by Fortinet's latest technology.
- Replace 40x FortiAP-421E and 1x FortiAP-221E reaching End of Life (EoL).
- Introduce FortiAP-231K (Wi-Fi 7) as the new standard.
- Ensure compatibility and stability by upgrading the FG-600F cluster to FortiOS 7.6.x.
- Maintain the operation of existing FortiAPs (F, C, and E series).

Key Figures

- Devices to be replaced: 48x FAP-221E, and 1x FAP-421E
- New device: 7x FAP-231K
- Central controller: FortiGate Cluster FG-600E

Expected Outcomes

- Improved compliance with life-cycle management policies.
- Enhanced wireless security and network stability.
- Optimized performance and future-proofing of the bank's wireless infrastructure.
- 7 Existing FAP-C24JE-A units are incompatible with the new FortiOS version and will be replaced by FAP-231K models to maintain seamless network performance.

Project Scope

- FG-600E Upgrade
- Controlled upgrade of 2x FG-600E cluster to FortiOS 7.6.x.
- Validation of compatibility and operation of all existing models:
 - Existing FortiAPs: FAP-C24JE, FAP-23JF, FAP-221E, FAP-421E, FAP-231F, FAP-234F, FAP-431F, FAP-433F, FAP-831F.
 - New FortiAPs: FAP-231K.
- Progressive replacement of EoL APs.
- Post-migration validation of coverage, performance, and security.

Benefit

- Modernized wireless network with official support.
- Eliminated risks from EoL devices.
- Prepared for Wi-Fi 7 adoption with FAP-231K.
- Enhanced security with the latest FortiOS features.
- Gradual migration plan minimizing operational risks.

Santurce Site

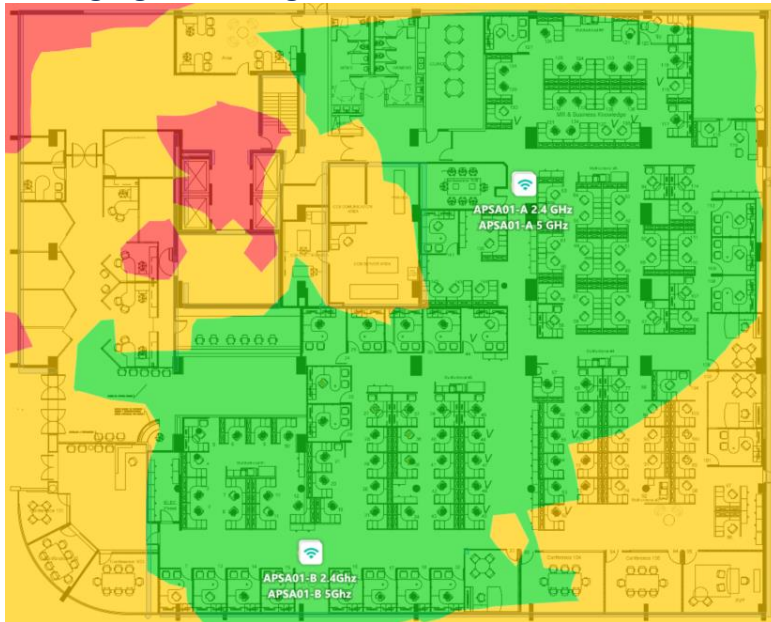
Floor 1

Replace 2 existing APs model FAP-421E with FAP-231K

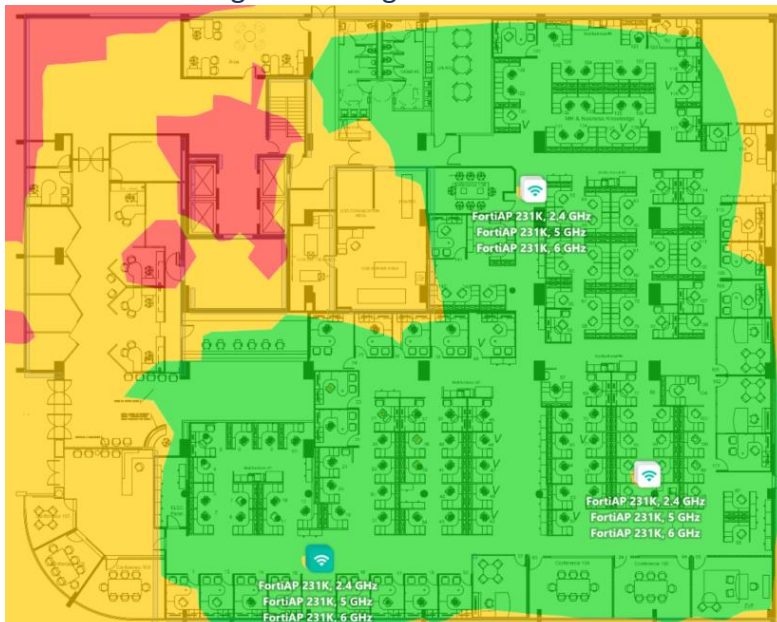
New AP added to the lower-right quadrant in the floorplan

AP Total: 3 FAP-231K

Existing Signal Coverage Predictive



Recommended Signal Coverage Predictive



Floor 2

Replace 6 existing APs model AP-421E with FAP-231K

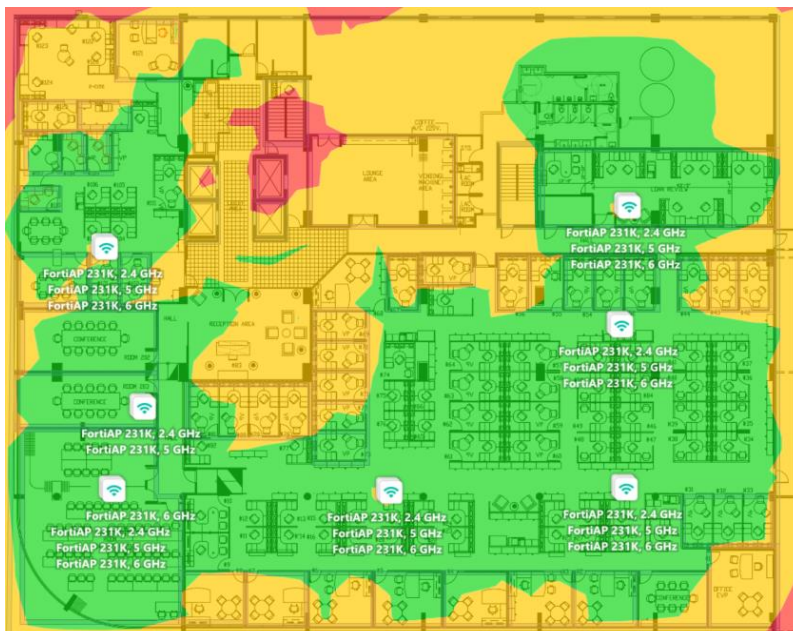
Add new AP to the lower-central quadrant in the floorplan

AP Total: 7 new FAP-231K

Existing Signal Coverage Predictive



New Signal Coverage Predictive



Floor 9

Replace 3 existing APs model FAP-421E with FAP-231K

AP Total: 3 FAP-231K

Signal Coverage Predictive



Floor PH

Replace 4 existing APs model FAP-421E with FAP-231K

AP Total: 4 FAP-231K

Signal Coverage Predictive



MR1130 Site

Floor 1

Replace 5 existing APs model FAP-421E with new FAP-231K

Move AP1B from the middle-left to the lower-left quadrant.

AP Total: 5 FAP-231K

Existing Signal Coverage Predictive



New Signal Coverage Predictive



Floor 2

Replace 6 existing APs model 6 FAP-421E with new FAP-231K

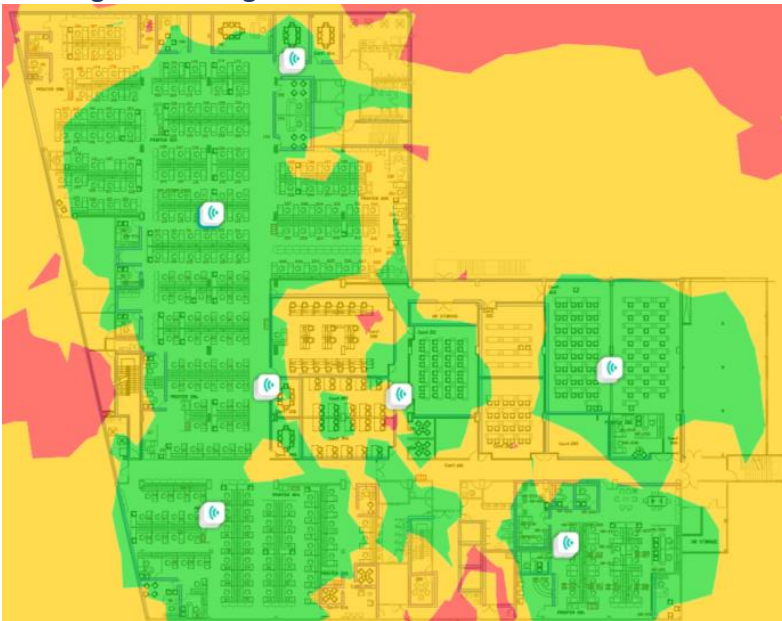
Add one new FAP-231K in the floorplan middle-left quadrant

Total AP: 7 FAP-231K

Existing Signal Coverage Predictive



New Signal Coverage Predictive



Floor 3

Replace 4 existing APs model FAP-421E with FAP-231K

Add one new FAP-231K to the floorplan middle-left quadrant (CSO)

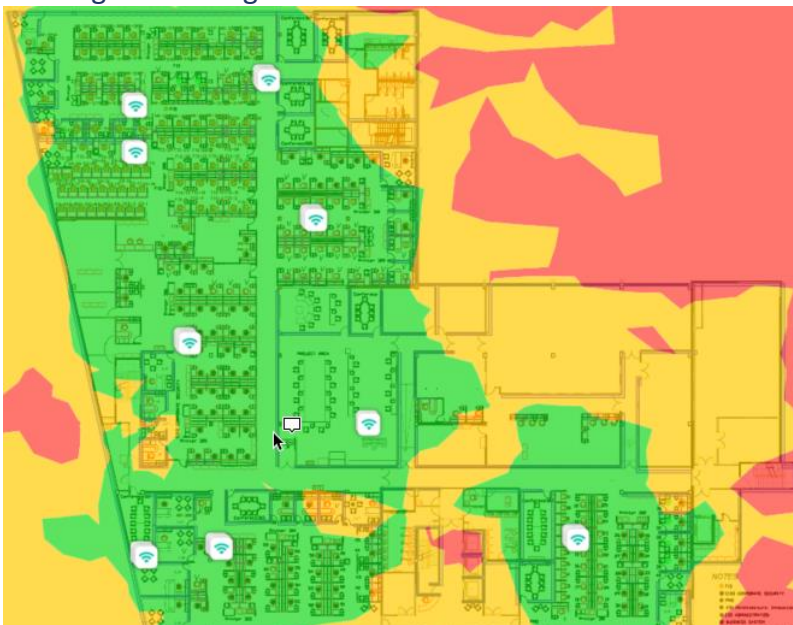
Maintain FAP-221E and FAP-431F models. Those AP will be replaced later.

New APs Total: 5 FAP-231K

Existing Signal Coverage Predictive



New Signal Coverage Predictive

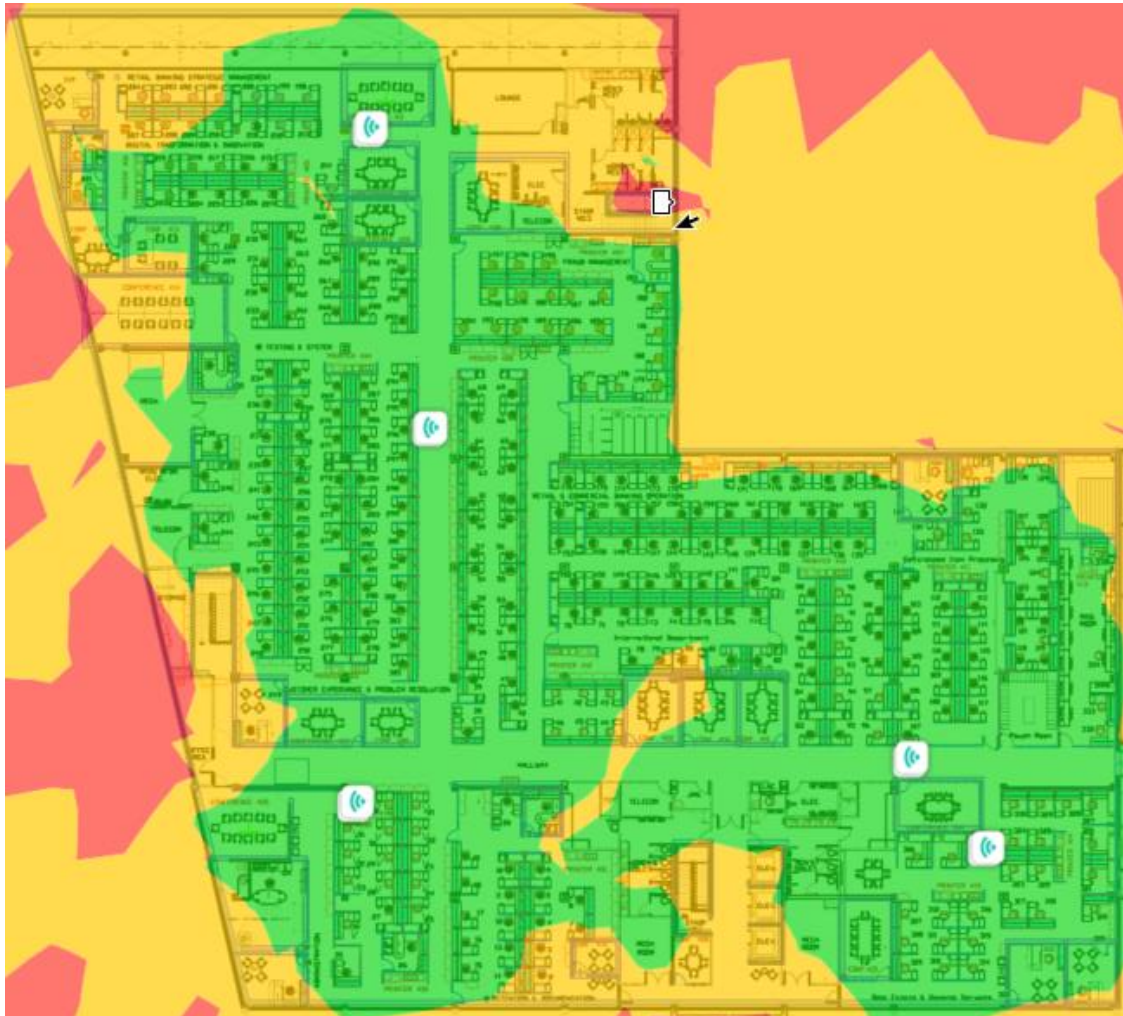


Floor 4

Replace 5 existing APs model FAP-421E with new FAP-231K

AP Total: 5 FAP-231K

Signal Coverage Predictive



Muñoz Rivera 876 Site

Floor 1

This area currently doesn't have WIFI coverage

Add a new AP in the lobby

Total APs: 1 FAP-231K

Signal Coverage Predictive



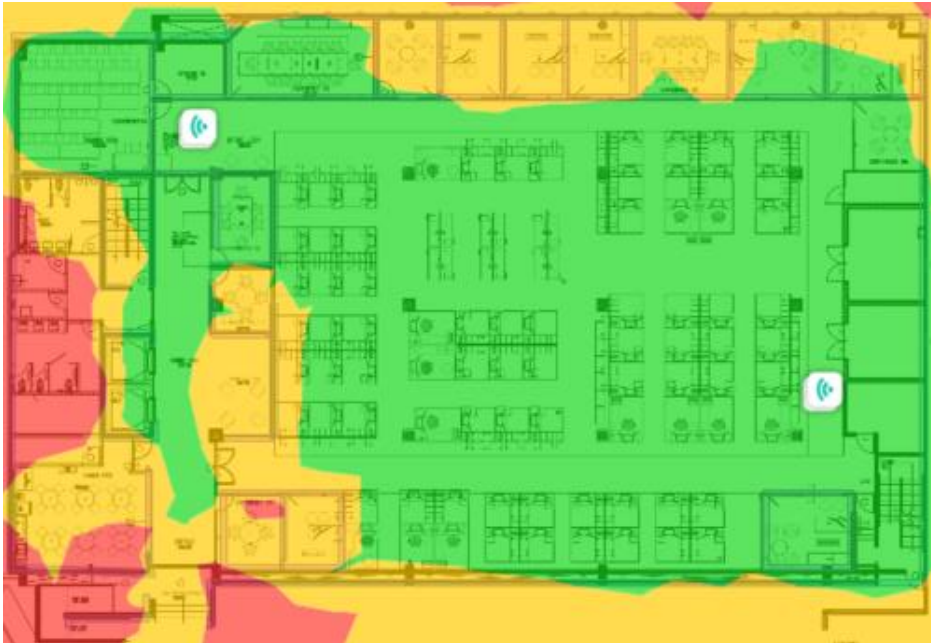
Floor 2

Add a new AP in the floorplan lower-left quadrant

Replace 2 existing APs model FAP-421E with new FAP-231K

Total APs: 3 FAP-231K

Existing Signal Coverage Predictive



New Signal Coverage Predictive



Floor 3

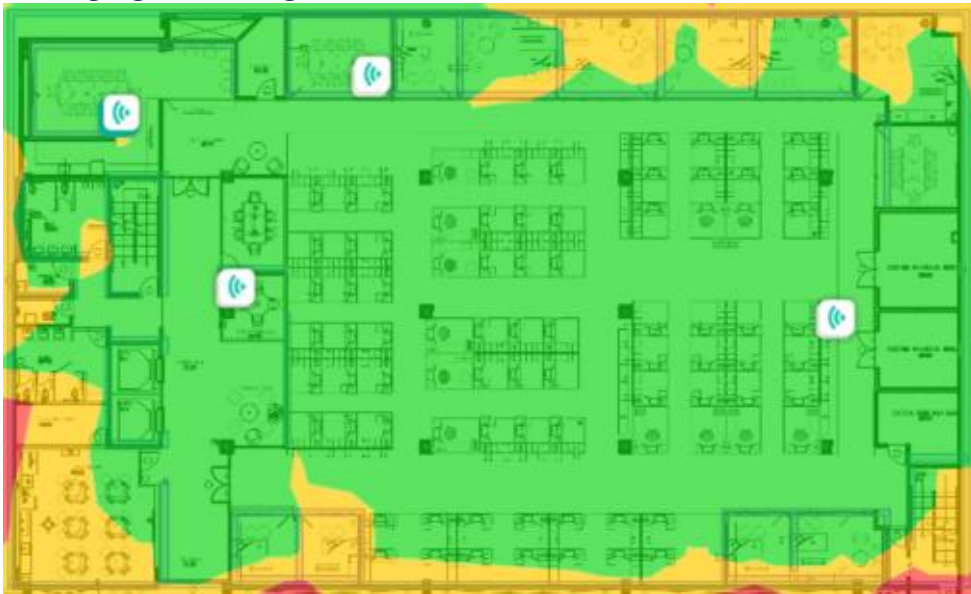
Replace 4 existing APs model FAP-421E with new FAP-231K

Move existing AP from floorplan middle-right to upper-right quadrant

Add a new AP to the floorplan lower-right quadrant.

Total APs: 5 FAP-231K

Existing Signal Coverage Predictive



New Signal Coverage Predictive



SERVICES EFFORT

The duration of the project might be determined at the beginning of this project based on all the data gathered from the customer. The sites must be accessible eight hours per day for installation, configuration, and testing. This project must not be interrupted.

Anything not explicitly specified in this document is not considered part of this project. Any changes requested will be processed through a Change Order (see below).

CHANGE ORDER PROCEDURE

If any change to this proposal is needed, Intwo will prepare a written description of the agreed change (called a "Change Order"), which both parties must sign before its implementation. The Change Order will describe the change, the rationale for the change, and any impact in scope, schedule and cost, if any.

Depending on the extent and complexity of the requested changes, Intwo may charge for the effort required to analyze it. When charges are necessary for Intwo to analyze a change, Intwo will give the customer a written estimate and begin the analysis on written authorization.

The terms of a mutually agreed upon Change Order will prevail over those of this proposal or any previous Change Order.

Billing Terms and Guarantees

1. Products and services will be billed as deliverables are accomplished and accepted by the Customer.
 - a. All terms of payment are Net 30. All payments are to be made in US dollars.
2. Unless otherwise stated in this proposal, travel expenses and any other job-related expense are not included in the above prices or rates and will be invoiced at the actual, reasonable amount incurred to the Customer, if applicable. Bills will accompany these as evidence. Mileage will be billed at a rate of \$.35 per mile.
3. Intwo guarantees all services for 30 days from the date each individual service is accepted by the Customer. This guarantee applies only to errors and omissions from Intwo. Intwo warrants that the services will be performed in a professional, workmanlike and timely manner.
4. While a service is being performed, the Customer may not modify the related products or the work in process without proper authorization by Intwo until final approval and delivery to the Customer. Otherwise, the Customer will be billed on a time and material basis at Intwo's then current fees for damages caused by unauthorized intervention. In this case, any effort put forth by Intwo must be previously approved by the Customer.
5. Once any service is approved by Customer, Intwo is not responsible for any modifications or additions to the implemented services performed by Customer which may cause any malfunction or performance degradation. Otherwise, the Customer will be billed on a time and material basis for any effort invested by Intwo to correct this situation. In this case, any effort put forth by Intwo must be previously approved by the customer.
6. Unless otherwise specified, this proposal is valid for 30 days or while supplies last.
7. Intwo may not be able to honor these prices if only a subset of the quotation is requested. In such a case, this proposal will not be valid and Intwo would have to submit a new proposal.
8. Unless otherwise stated in proposal, prices include all Puerto Rico excise taxes, shipping and handling charges. Any other taxes, fees, duties or governmental charges, however designated (except for taxes on Intwo's net income) which may be levied or based on services or on the importation, movement, delivery, use or possession of new or repaired and replacement products (hereafter referred to as "Charges") are exclusive of the prices in this proposal.
9. Intwo assumes no responsibility for any damages resulting from loss of use, data, profit or business, or for any special, indirect, incidental or consequential damages.
10. Any situation that may arise regarding these components after delivered should be forwarded to Intwo's Service Desk at 787-273-0000, or via email at: servicedesk@intechxsp.com.

Assumptions

1. The services will be provided at the Customer facilities during regular working hours. (Monday through Friday, from 8am to 5pm), excluding Holidays, on the Metropolitan area.
2. Some activities will require down time. Should any work be performed off regular working hours, this must be approved by Intwo prior to its scheduling. Customer must coordinate with Intwo's personnel when the down time period will be scheduled and make the corresponding arrangements at the Customer's site.
3. The corresponding accesses to any secured areas should be available.
4. The Customer's "liaison" will be responsible for scheduling any required customer personnel for meetings and/or interviews.
5. All relevant Customer documentation will be made available to the project team when requested.
6. During the project period, any changes made to your system/network required to interface with the solution/services being proposed should be kept to a minimum and be informed to Intwo, to take into account in the project implementation. We strongly recommend that these changes be minimized during this period to avoid any changes in scope, which can in turn change prices and duration of project, and to ensure final solution functionality and integrity.
7. The Customer will be responsible for relocating any of the equipment to be serviced, should this be required. Otherwise, Intwo cannot be responsible for any loss or damage of equipment during the relocation.
8. We expect that throughout the engagement, the host, network, and servers will be operational and available to the team on all weekdays from 8:00 AM to 8:00 PM, local time. We also anticipate extended hours to be available with reasonable notice.
9. Electrical and environmental conditions are appropriate for project implementation.
10. The entire network infrastructure is in optimal operational state.
11. Customer's Project Manager is responsible for the overall progress of the tasks assigned to Intwo personnel. Any extension of time due to Customer's unavailability, system resources unavailability, or unresolved Customer's issues which impact any of the deliverables, will be charged on a time and material basis at a rate of \$125.00.
12. In addition, we assume that all tasks to be done by third parties contracted by Customer will be coordinated by Customer, unless requested to Intwo, in which case will be billed on a time and material basis.
13. There will be no delays or additional requirements imposed by any government agency, labor disputes, fires, earthquakes, hurricanes or other acts of God or man, unavoidable casualties or unforeseen. Intwo shall not be held liable or penalized for delays caused by such circumstances.
14. During the term of this agreement and for one year thereafter, neither party shall recruit or hire employees of the other party who have been directly involved in the activities covered by this agreement without the other party's prior written consent. In the event that either party hires any of each other's personnel, who are or have been assigned to perform work under this agreement, the hiring party shall pay the other party, within one (1) year of the date of such hiring, an amount equal to twenty-five percent (25%) of the total first year compensation paid to such personnel as a fee for the additional benefit obtained by the hiring party.

15. Termination. Either party may terminate this Agreement if (i) the other party becomes insolvent, files or has filed against it a petition of bankruptcy, or ceases doing business; (ii) the other party fails to cure a material breach of this Agreement within 30 days after receipt of written notice of such breach from the party not in default; or (iii) by mutual agreement of both parties. Upon termination of this Agreement by Intwo for The Customer's breach or by mutual agreement, Intwo may cancel all The Customer's unfulfilled orders without further obligation to furnish Services. Upon Termination of this Agreement by The Customer for Intwo's breach or by mutual agreement, The Customer shall pay to Intwo the aggregate undisputed amount of Products and/or Services charges theretofore billed to The Customer in accordance with this Agreement and not previously paid by The Customer, subject to any offsets or reductions arising pursuant to any other provision of this Agreement. If any advanced payments were made by The Customer to Intwo, Intwo shall return to The Customer that portion of the advanced payment which represents the portion of the work pending completion at the time of the termination.

General Compliance:

1. Global Export Control Clauses for Tender, Bid or Quote Submissions
 - 1.1. This offer is subject to the approval and/or issuance of any required licenses, authorization, or approvals by any relevant government authority. If any required licenses, authorization or approval are not obtained, whether arising from inaction by any relevant government authority or otherwise, or if any such license authorization or approvals are denied or revoked, or if the applicable export control laws and/or regulations would prohibit Seller from fulfilling any order, or would in Seller's judgment otherwise expose Seller to a risk of liability under the applicable export control laws and/or regulations if it fulfilled the offer, Seller shall be excused from all obligation/s under this offer.
2. Global Export Control Clauses for Sales and Distributor Contracts or T&Cs
 - 2.1. The deliverables provided by Seller under this Agreement contain or may contain components and/or technologies from the United States of America ("US"), the European Union ("EU") and/or other nations. Buyer acknowledges and agrees that the supply, assignment and/or usage of the products, software, services, information, other deliverables and/or the embedded technologies (hereinafter referred to as "Deliverables") under this Agreement shall fully comply with related applicable US, EU and other national and international export control laws and/or regulations.
 - 2.2. Unless applicable export license/s has been obtained from the relevant authority and the Seller has approved, the Deliverables shall not (i) be exported and/or re-exported to any destination and party (may include but not limited to an individual, group and/or legal entity) restricted by the applicable export control laws and/or regulations; or (ii) be used for those purposes and fields restricted by the applicable export control laws and/or regulations. Buyer also agrees that the Deliverables will not be used either directly or indirectly in any rocket systems or unmanned air vehicles; nor be used in any nuclear weapons delivery systems; and will not be used in any design, development, production or use for any weapons which may include but not limited to chemical, biological, or nuclear weapons.
 - 2.3. If any necessary or advisable licenses, authorizations or approvals are not obtained, whether arising from inaction by any relevant government authority or otherwise, or if any such licenses, authorizations or approvals are denied or revoked, or if the applicable export control laws and/or regulations would prohibit Seller from fulfilling any order, or would in Seller's judgment otherwise expose Seller to a risk of liability under the applicable export control laws and/or regulations if it fulfilled the order, Seller shall be excused from all obligations under such order and/or this Agreement.
3. Anti-corruption and anti-bribery
 - 3.1. Without limiting Article 14.1 (All copyrights and all other intellectual and/or industrial property rights in the Services and Software as provided by Intwo under the MSA, in whatever form, will remain solely vested in Intwo or its licensors and will not be assigned to First Bank, Each Party represents and warrants that it is aware of, understands, has complied with, and shall continue to comply with, all applicable U.S., EU, U.K. anti-corruption laws, including without limitation, the U.S. Foreign Corrupt Practices Act and U.K. Bribery Act.

- 3.2. The Buyer acknowledges that Seller is committed to eliminating all risk of bribery and corruption, influence peddling, money laundering and tax evasion or the facilitation thereof in its business activities and Buyer shall adhere to Seller's Trust Charter a copy of which is available at https://www.se.com/ww/en/download/document/SchneiderElectric_TrustCharter/?ssr=true. The Buyer must immediately notify Seller of any suspected, or known, breaches of Anti-Corruption Law. The Buyer may raise this alert through their point of contact or through the Trust Line <https://www.se.com/ww/en/about-us/sustainability/responsibility-ethics/trustline/>.
- 3.3. None of the Buyer's employees, beneficial owners, shareholders, or any other person who is involved in or will benefit from the performance of the Contract or has an interest in the Buyer:
- 3.3.1. is a civil servant, public or governmental official;
- 3.3.2. is an official or employee of Seller or one of its affiliates; or
- 3.3.3. has been convicted of, or otherwise been subjected to any administrative sanction or penalty for, any offence involving fraud, bribery, corruption, influence peddling, money laundering, or any other criminal offence involving dishonesty as an element. Buyer will immediately notify Seller if any such individuals are the subject of any investigation into any such offenses.
- 3.4. The Buyer undertakes and covenants to Seller that it shall not, alone or in conjunction with any other person, directly or indirectly, offer, pay, give, promise to pay or give, or authorize the payment or giving of any money, gift, undue advantage, or anything of value to any employee, official or authorized representatives of Seller.
4. ETHICS & COMPLIANCE
- 4.1. The Customer First Bank shall:
- (a) comply with the Ethics Legislation and not engage in any activity, practice or conduct that would constitute an offence under such Ethics Legislation;
 - (b) comply with the Mandatory Policies;
 - (c) not accept, request, provide or agree to provide any undue financial or other advantage of any kind relating to the performance of this Agreement;
 - (d) not pay expenses for travel, lodging, gifts, hospitality, or charitable contributions for Public Officials; and
 - (e) have and maintain in place throughout the Term its own policies and procedures to ensure compliance with clauses (a), clause (b), clause (c) and clause (d) and will enforce them where appropriate
- 4.2. The Customer First Bank shall ensure that any person associated with Customer First Bank who is performing services or providing goods in connection with this Agreement ("Associated Persons") does so only on the basis of a written contract that imposes on and secures from each Associated Person terms equivalent to those imposed on the Customer First Bank in this clause "ETHICS & COMPLIANCE". The Customer First Bank shall be responsible for the observance and performance by each Associated Person of the terms and shall be directly Liable to Intwo for any breach by any Associated Person of any of those terms.
- 4.3. The Customer First Bank hereby warrants and confirms that, as at the date of this Agreement:
- it has not received any request or demand for, nor has it provided or agreed to provide, any undue financial or other advantage of any kind relating to the performance of this Agreement;
 - it has no Public Officials or Connected Persons as a direct or indirect owner, shareholder, officer or employee; and
 - neither the Customer First Bank nor any Associated Person, nor their direct or indirect owners, shareholders, officers or employees have been convicted of, or subjected to any administrative sanction or penalty for, any offence involving a breach of Ethics Legislation or any other offence involving dishonesty as an element.
- 4.4. The Customer First Bank shall immediately notify Intwo in writing:
- (a) of any request or demand for any undue financial or other advantage of any kind received by the Customer First Bank relating to the performance of this Agreement;

(b) of any suspected or known breaches of this clause “ETHICS & COMPLIANCE” by the Customer First Bank or any Associated Person and of any suspected or known breaches of the Ethics Legislation or the Mandatory Policies by Intwo staff. Such notification may be provided by the Customer First Bank making a report through the Intwo’s parent company dedicated Trust Line web page: <https://secure.ethicspoint.eu/domain/media/en/gui/104677/index.html>

(c) if a Public Official or Connected Person becomes an officer or employee of the Customer First Bank or acquires a direct or indirect interest in the Customer First Bank and

(d) if the Customer First Bank or any Associated Person or their direct or indirect owners, shareholders, officers or employees are the subject of any internal or external investigation into allegations that involve an offence under the Ethics Legislation or any other criminal offence involving dishonesty as an element.

4.5. The Customer First Bank shall, within one (1) month of the Commencement Date and annually thereafter, certify to Intwo in writing signed by an officer of the Customer First Bank compliance with this clause “ETHICS & COMPLIANCE” by the Customer First Bank and each Associated Person. The Customer First Bank shall provide such supporting evidence of compliance as Intwo may reasonably request.


5. Definitions

- *Ethics Legislation*: all Legislation relating to corporate and social responsibility, human rights(including anti-slavery and human trafficking), ethics, anti-bribery and anti-corruption, conflict of interests and money laundering. This includes, without limitation, the Bribery Act 2010 (UK), Foreign Corrupt Practices Act of 1977 (US) and Sapin II Law (France).
- *Public Official*: an individual who:
 - (i) holds a legislative, administrative or judicial position;
 - (ii) exercises a public function for a national or foreign country, territory, public agency or public enterprise;
 - (iii) is an official or agent of a public international organization; or
 - (iv) acts in an official capacity for or on behalf of a national or foreign government or any of its departments, agencies or instrumentalities. It includes any analogous term under national and international laws

Acceptance, Signatures and Additional Information Required

We sincerely appreciate this opportunity to be of service. If you have any questions, we will be pleased to discuss them with you. If you would like us to proceed with this engagement, please acknowledge by signing and returning this proposal to us.

Cordially yours,

Integration Technologies, Corp. Representative:	CUSTOMER Representative:
Armando Morales	
Name	Name
	
Signature	Signature
Account Manager	
Position	Position
August 21, 2025	
Date	Date

Contact Information for Administration, Billing and Collections:	Contact Information for Operations/Technical:
Name & Position	Name & Position
Phone	Phone
Email Address	Email Address