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Thursday, September 18, 2014

RE: Townhouse Proposal

Dear William,

Thank you for the opportunity to provide you with a proposal to outfit the "townhouse" with new structured wiring to support a new WiFi system and potentially, a new VoIP telephone system.

This proposal is to cover all of the technology and professional services to provide WiFi access throughout the townhouse, regardless of the VoIP system you decide upon.

Though we have assessed what is generally needed by the townhouse for this proposal, the actual needs related to WiFi access throughout the townhouse can only be determined with a comprehensive on-site wireless audit. This involves two technicians and one access point. This will determine how many access points will be required, and where to best position them for optimal coverage.

In order to support the access points and to provide Internet access from the modem, we will require structured wiring throughout the townhouse.

We will also require a network switch to provide "switching" between VoIP-related Internet usage and non-VoIP Internet/data usage. We will also require a router for the sharing of the Internet by wire and by WiFi. We've selected a router that also contains a firewall for added inbound security.

The networking gear and wireless access points (AP) that we are recommending support "Power over Ethernet (PoE)" which means that electrical power is sent within the same wire used to carry Internet/data over. This way there is one less wire to conceal and makes for positioning the AP's more easy since they do not need to be located near an electrical outlet.

Recommended Hardware (excludes sales tax and shipping costs)

DELL SonicWall TZ105 Router/Firewall, \$250

Netgear ProSafe GS728P Switch with PoE, \$430

DELL W-AP135 W-series Access Point, \$785 (multiple will be required, depending on results of WiFi Audit)

Professional Services

(excludes telephony services)

Structured Wiring Installation: \$3,000

- 20 line drops

- includes cabling material designed for outdoor usage (black color only)

Comprehensive WiFi Audit: \$1,500

- two techs on-site
- 5 hours
- requires the purchase of one (1) access point

Network Configuration: \$3,000

- WiFi Access Points
- Switch and Router configurations
- Desktop installations
- Project management

Professional Services Total: \$7,500

We'd like to discuss this proposal in greater detail with you by phone or in person, at your earliest convenience.

We look forward to hearing from you.



RICHARD D. LEE
President