



Where Technology
Means More®

Portsmouth Public Schools

Town Hall AV

6-30-21

ePlus Account Team

Lisa Ovalles - ePlus Account Manager

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Please Note: This document is not an official ePlus Statement of Work or a legally binding contract. The purpose of this document is to provide budgetary labor pricing with a high level review of the level of effort for the customer's reference, and is subject to change based on final agreement between ePlus and customer. An official ePlus Statement of Work will need to be signed by both the customer and ePlus to constitute a formal project.

ePlus Company Information

ePlus offers consultative expertise and services that empower organizations to achieve more success and innovation through sustainable IT solutions. We help customers assess their technology and business needs and advise them on the most effective IT strategy and approach for their organization. We then design, implement, and optimize the cloud, security, data center, networking, collaboration, and emerging solutions to enable that strategy. We back those efforts with local support, long-term service, and flexible financing and consumption models, all with the end result of helping customers thrive in the digital economy and multi-cloud world, drive better business outcomes, and stay ahead of the innovation curve. We are a technology company that takes great pride in designing, implementing, and managing technical solutions for a diverse customer base that spans across multiple market verticals - this includes: Government, Education, Healthcare, Retail, Manufacturing, Finance, Legal, and Mid-Market.

Locations

National Headquarters

ePlus Technology, inc.
13595 Dulles Technology Drive
Herndon, VA 20171
www.eplus.com

[List of all ePlus Locations/Offices](#)



Where Technology Means More®

ePlus is a company where technology means more, and it is more than a tagline, it is our way of doing business.

- **Transform More** - smarter integration requires more listening, more inventive engineers, and more imagination. Every day we at ePlus hand craft agile data center and cloud solutions that deliver more.
- **Protect More** - safeguarding today's complex and rapidly changing IT environment demands more. More thinking, insight, and the tenacity to strengthen security posture.
- **Build More** - a solid IT infrastructure is the backbone of any organization's success. We deliver the best the industry has to offer for more performance, reliability, and scalability.
- **Expect More** - envisioning, designing, implementing, and managing—we offer more answers. Then we make it happen. When people ask for more, we deliver.

Our methodology involves working collaboratively with customers to align technology to the business, making it a strategic component of the organization's success.



Budget Numbers

TOWN HALL CHAMBER A/V

\$63,493.00

- Furnish and install (1) ATLONA Velocity Gateway – controller for all networked A/V equipment.
- Furnish and install (1) ATLONA AT-UHD-PRO3-66M 6 Input x 6 Output AV Matrix switcher.
- Furnish and install (2) ATLONA Black 8” Velocity control touch panel, PoE powered for user interfacing with system.
- Furnish and install (2) ATLONA touch panel tabletop stands for touchscreens.
- Furnish and install (2) ATLONA 210 Series 1x HDMI and 1x USB C video input plates. (Each end of board members horseshoe table)
- Furnish and Install (2) HDMI 25’ M/M Cable off inputs faceplate.
- Furnish and install (5) ATLONA 100 Series HDBaseT receiver with HDMI and Analog audio outputs for projector video output connection.
- Furnish and install (1) AXIS 24 Port POE Switch – for connection between all networked A/V & control devices.
- Install (5) 65” TV Displays, ceiling mounted – provided by EPLUS.
- Furnish and install (5) MUSTANG AV Ceiling mounted TV Brackets w/ adjustable poles.
- Furnish and install (1) CLEARONE PRO Converge 2 digital audio mixer – 12 Inputs / 8 outputs.
- Furnish and install (1) CLEARONE Converge Pro 2 digital audio mixer – 12 inputs / 0 outputs, secondary unit for additional microphone inputs.
- Furnish and install (12) ELECTROVOICE Desktop hardwired gooseneck microphones – 12 inches tall w/ selectable mute button. (for board member horseshoe seats)
- Furnish and install (1) ELECTROVOICE Desktop wireless gooseneck microphone – 12 inches tall w/ selectable mute button. (for moveable podium)
- Leverage all existing hardwired microphone wiring & faceplate inputs.
- Furnish and install (1) WILLIAMS FM Large Area Dual FM / WIFI Heading Assist – 4 Pack w/ headsets.
- Furnish and install (10) HDMI 3-6’ M/M Cables for at each source device and display.
- Furnish and Install (9) locations consisting of (1) Category 6 UTP 4PR Riser rated cable for A/V signal transmissions. (Touchscreen interface x2, Input faceplate x2, TV Displays x5)
- Furnish and Install (1) locations consisting of (1) Category 6 UTP 4PR Riser rated cable for projector rack connection to nearest network faceplate.
- Furnish and install (1) locations consisting of (1) balanced audio cable for rear of room public TV audio output.
- Leverage (6) existing ceiling speakers, amplifier, and wiring.



Televisions

\$7047.15

Part Number	Description	Quantity
75BFL2114/27	75BFL2114 75in Pro Tel LED LCD	5
	Monitor 38x21	

Project Management

ePlus understands that the delivery of business outcomes is realized through the success of projects. Success is achieved through setting proper expectations, clear communications, and the reduction of risk through effective management of people, process, and tools. Knowing this, ePlus has included Project Management in all its service engagements. For this SOW we will be providing:

- **Standard Project Management** is utilized when the management requirements for a project are typical of a mid-sized project. The expectation is that the Project Manager will be working on tasks which may include meeting planning, resource scheduling, equipment confirmation, issue tracking, project closeout and satisfaction surveys.

Additional Warranty

Warranty per year after year 1 is 5414.00 (this contract is signed directly with our AV Vendor K & M per MPA 416. A

All equipment and labor is covered 100% while enrolled in an active SLA. Training is included out of the gate 1-2 hours on site, additional training is provided if needed on site (x1) per year as a refresh.

Advanced Authorizations and Staff Certifications

Strategic alliances with the industry’s leading manufacturers keep ePlus engineers and sales professionals at the forefront of technology, enabling them to deliver industry-leading solutions to our clients. With an extensive roster of staff certifications, we also hold the following partnership designations:

Cisco

Cisco Gold Certified Partner
Cisco Master Specializations:

- + Networking
- + Cloud Builder
- + Security
- + Collaboration
- + Managed Services

Cisco Learning Partner
Cisco Lifecycle Advisor Program
AppDynamics Titan Partner
Cisco Powered:

- + Managed Business Communications
- + Managed Security Services

Cisco Advanced Specializations:

- + Data Center Architecture
- + Collaboration Architecture
- + Enterprise Networks Architecture
- + IoT – Connected Safety and Security
- + Security Architecture
- + Unified Computing Technology

Cisco Authorized Technology Provider:

- + Application Centric Infrastructure
- + TelePresence Video Master
- + Energy Management Suite Integrator
- + Telehealth Reseller
- + Unified Contact Center Enterprise



Hewlett Packard Enterprise

HPE Platinum Partner



HP

HP Partner First Platinum Partner



NetApp

NetApp Star Partner
NetApp Authorized Professional Services Partner
NetApp Solution Specializations

- + Data Center – FlexPod
- + FlexPod Premium Partner
- + Server Virtualization – VMware Professional Services Certifications
- + Storage Infrastructure
- + Data Center Support Services Certified



VMware

VMware Premier Solution Provider
VMware Authorized Consulting Partner

- + Infrastructure Virtualization Competency
- + Business Continuity / Disaster Recovery Competency
- + Desktop Virtualization (VIEW) Competency



Dell-EMC

Partner Titanium





Additional Key Vendors





The ePlus Difference


We bring a keen focus, in-depth knowledge, and an unwavering commitment to the customer experience to every engagement, enabling organizations to navigate challenging situations and achieve results, faster. Positioned squarely at the forefront of today’s most transformative technologies, **ePlus helps organizations imagine, implement, and achieve more from technology.**


 **CLOUD** - Create customized roadmaps, then design, implement, service, and support organizations on their journey to adopt private, hybrid, and public cloud services. ePlus helps customers address today’s multi-cloud requirements surrounding security, compliance, cost optimization, visibility, and connectivity by helping them build and manage a cloud-enabled enterprise foundation.


 **SECURITY** - Deliver custom cybersecurity programs built upon strong culture and integrated technology, aimed at defining and mitigating business risk, identifying business challenges and creating safer environments to achieve positive business outcomes.

 **DATA CENTER** – Design and support all data center needs, including compute, virtualization, hyper converged, storage, and back up and disaster recovery solutions.

 **NETWORKING** - Fully support automation and modernization of the network by optimizing access, connectivity, and security across on-premise, cloud, and hybrid environments, including multi-cloud/SDN, mobility/wireless, SD-WAN, and service provider networking.

 **COLLABORATION** – Foster effective communication—within internal teams and with customers—through voice and video calling, real-time messaging and meetings, video conferencing, and contact center solutions deployed on-premise or in the cloud.

 **SERVICES** - Apply a lifecycle approach to consult, design, architect, and implement solutions as well as monitor and manage IT environments—to attain the greatest return on technology investments and fuel innovation.

 **FINANCING AND CONSUMPTION MODELS** - Enable technology acquisitions with cost predictability and contract flexibility. Accelerate transformations by aligning costs with demand using custom consumption programs.

CONFIDENTIALITY STATEMENT

All information contained within this document is confidential and proprietary to ePlus. All rights, title, and interest in and to the information are and shall remain the sole and exclusive property of ePlus. It is not to be used, copied, scanned, distributed, or disclosed without the written permission of ePlus.

PROPOSAL VALIDITY PERIOD

This proposal is valid for sixty (60) days from the date of submission.