



**PORT EVERGLADES DEPARTMENT – Chief Executive & Port Director's Office**  
1850 Eller Drive - Fort Lauderdale, Florida 33316  
954-523-3404 FAX 954-523-8713

## MEMORANDUM

**DATE:** May 17, 2018

**TO:** Brenda Billingsley, Purchasing Director

**FROM:** Glenn A. Wiltshire, Deputy Port Director 

**RE: Request for Approval of Use of the State of Florida NASPO ValuePoint Cooperative Purchasing Agreement for Wireless Mesh Security Network Project**

Port Everglades requests approval to purchase the parts, equipment and labor services for a secured, port-wide wireless mesh network system through the State of Florida NASPO ValuePoint Cooperative Purchasing Agreement (FL#43220000-WSCA-14-ACS). The wireless mesh network is a secured system that will support the Port's various multimedia services and security applications which include the Visitor Management System (VMS), the Closed-Circuit Television (CCTV) Security System and the Transportation Worker Identification Credential (TWIC) reader system. In addition, the US Coast Guard has promulgated a new maritime security requirement for TWIC readers that takes effect on August 23, 2018 and will rely on the wireless connectivity for updates.

The wireless mesh project will be funded using Port Security Grant Funds received from the Federal Emergency Management Agency (FEMA). Port Everglades was awarded a federal grant (EMW-2015-PU-00429) through the Port Security Grant Program for \$1,265,887. The grant's Period of Performance is September 1, 2015 through August 31, 2018. The Port submitted a request to FEMA on February 7, 2018 to extend the period of performance from August 31, 2018 to August 31, 2019, however, that request has been denied. Port staff also considered the use of an existing County Master Agreement and the General Services Administration (GSA) Federal Supply Schedule 70 to procure the required equipment and services, however, there are potential issues whether the use of the Master Agreement and GSA would comply with FEMA grant requirements and Office of Management and Budget (OMB) regulations under 2 CFR § 200. Given the requirement to comply with the US Coast Guard and OMB regulations, purchasing the wireless mesh security network through the State of Florida NASPO ValuePoint purchasing agreement is the most expedient procurement method to consider for the County.

The FEMA Grant Program Manager, Melvin Vanterpool, has given written approval for the Port to purchase grant-funded equipment and services using a GSA Schedule (see attachment). Sections 21.36 of the Broward County Procurement Code authorizes the Director of Purchasing to purchase directly, without bid or quotations, from GSA contracts, or from federal, state, or local contracts when the contract expressly permits or if the awarding jurisdiction and/or the vendor agree to allow the County to purchase therefrom. OESBD has determined that there are no CBE goal requirements for the wireless mesh security network (see attachment).

Memo to Purchasing Director  
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Port staff has reviewed the specification of the equipment and services available through the State of Florida NASPO Cooperative Agreement and believe that the parts, equipment, and labor services provided by Presidio Network Solutions meet our requirements and complies with 2 CFR § 200.

Please do not hesitate to contact my point of contact, Rafael Tirona at (954) 468-3717 or [rtirona@broward.org](mailto:rtirona@broward.org), if you have any questions or additional information concerning this request.

Attachments: OESBD CBE Memorandum dated February 6, 2018  
Presidio NASPO ValuePoint Price Quote  
FEMA Grant Program Manager E-mail Approval dated Feb 8, 2018

Copy: Robert Jenkins, Operations Supervisor  
Rafael Tirona, Program / Project Coordinator  
Michael Mullen, Purchasing Agent

Director of Purchasing Signature

BRENDA  
BILLINGSLEY

Digitally signed by BRENDA  
BILLINGSLEY  
DN: dc=city, dc=broward, dc=bc,  
ou=Organization, ou=BCC, ou=PU,  
ou=Users, cn=BRENDA BILLINGSLEY  
Date: 2018.05.17 15:53:21 -0400



**OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT**  
**Governmental Center Annex**

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400 • FAX 954-357-5674

**MEMORANDUM**

**DATE:** February 6, 2018

**TO:** Sam Harvill, Security Manager  
Port Everglades

**THRU:** Sandy- Michael McDonald, Director *SMM*  
Office of Economic and Small Business Development

**FROM:** Freddy Castillo, Small Business Development Manager *FC*  
Office of Economic and Small Business Development

**SUBJECT:** No CBE Goal for Wireless Mesh Architecture Network Project

The U.S. Department of Homeland Security (DHS), Federal Emergency Management Agency (FEMA), in partnership with the State of Florida, provided homeland Security Grant Program (HSGP) funds to Broward County. HSGP funding is used to directly support maritime transportation infrastructure security activities.

Broward County was unable to establish County Business Enterprise (CBE) goals for these mitigation projects due to a prohibition against geographical preference in bidding, as outlined in FEMA grant regulations. The County's CBE program limits participation to firms located in Broward County, which is considered a geographical preference. In addition, there were no Federal or State percentage-based business participation goals required for this solicitation.

However, in accordance with FEMA grant regulation as provided in Title 44 CFR Part 13.36(e); "Contracting with small and minority firms, Women's Business Enterprise and labor surplus area firms. Broward County will take all necessary affirmative action steps to assure that small and minority firms, Women Business Enterprise and Labor Surplus area firms are used whenever possible."

(1) Broward County will take all necessary affirmative action steps to assure that minority firms, women's business enterprise and labor surplus area firms are used when possible.

(2) Affirmative Action steps shall include:

- (i) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
- (ii) Assuring that small and minority businesses and women's business enterprises are solicited whenever they are potential sources;
- (iii) Dividing total requirements, when economically feasible, into smaller task or quantities to permit maximum participation by small and minority business, and women's business enterprise.
- (iv) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority business, and women business enterprises;
- (v) Using the services and assistance of the Small Business Administration and the Minority Business Development Agency of the Department of commerce; and
- (vi) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs (i) through (v) above.

If you have any questions or concerns regarding this assignment, please contact our office at (954) 357-6400.

cc: Ralph Tirona, Program/ Project Coordinator, Port Everglades  
James Vose, Jr., Small Business Development Specialist, OESBD

# PRESIDIO

BROWARD COUNTY PORT EVERGLADES IT

## STATEMENT OF WORK

### PORT EVERGLADES WIRELESS MESH DEPLOYMENT

**P346-180319-4**

**Monday, March 26, 2018**

**Updated 5-16-18**

**NASPO ValuePoint Cisco AR233 (14-19)  
FL#43220000-WSCA-14-ACS**

**Presidio Networked Solutions LLC**

3250 W. Commercial Boulevard

Suite 360

Oakland Park, FL 33309

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Port Everglades Wireless MESH Deployment  
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#### PROPOSAL TEAM

Name	Role	Phone	Email
Jill Finkelstein	Account Manager		jfinkelstein@presidio.com
Robert E. Schaefer	Solutions Architect		rschaefer@presidio.com
Patricio Chandia	Solutions Architect		pchandia@presidio.com

#### REVISION HISTORY

Revision	Revision Date	Name	Notes
1.0	03/19/2018	Robert E. Schaefer	Initial Draft
2.0	5/4/2018	Jill Finkelstein	Revised for GSA
3.0	5/9/2018	Jill Finkelstein	Additional AP's and GSA
4.0	5/18/2018	Jill Finkelstein	For NASPO contract

#### Notices:

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## **1. EXECUTIVE OVERVIEW**

### **1.1. Introduction**

Presidio Networked Solutions, LLC (Presidio) is pleased to present a statement of work to provide professional services to the Broward County PORT EVERGLADES IT.

This Statement of Work defines the scope of work to be accomplished by Presidio. The tasks to be performed by Presidio are defined and the responsibilities of Presidio and Broward County PORT EVERGLADES IT are contained herein as well.

Any deviations that arise during the proposed project and/or any changes to this Statement of Work will be processed through the procedure described in the "Project Change Control Procedure" (Section 6.8). The investigation and the implementation of changes may result in modifications to the Estimated Schedule, Charges, or other terms of this Statement of Work.

### **1.2. Project Overview**

Broward County PORT EVERGLADES IT has requested assistance from Presidio Networked Solutions with the RF design, deployment and turn-up of a greenfield wireless mesh solution to support cameras and a multitude of portable wireless devices at Port Everglades located in Fort Lauderdale Florida. Port Everglades is considered Florida's "powerhouse port" supporting cruise lines, containerized cargo and is South Florida's main seaport for petroleum products.

Presidio Networked Solutions will be responsible for the RF design process which will include structural infrastructure surveys in order to understand the viability of physical mounting locations for both rooftop access points (RAPs) providing network connectivity to the wired infrastructure as well as mesh access points (MAPs) responsible for extending the reach of the RF signal throughout the property. RF surveys and spectrum analysis will be conducted as part of the design process in order to validate the proposed RF cell sizes as well as to understand any potential 802.11 or non-802.11 interference that could potential affect the design of either the RF cells or the backhaul of data back to the wired infrastructure.

Deployment of the solution will include the physical installation of all access points as well as the configuration of all equipment associated with the solution based on the Solutions Engineering Report (SER) which will be collaborated on by both Presidio and Broward County PORT EVERGLADES IT. Presidio will participate in testing the solution with Broward County PORT EVERGLADES IT to validate that all devices can associate and roam throughout the wireless network based on the requirements. Presidio will also conduct a post-installation RF validation survey in order to validate that the final deployment meets or surpasses the original design requirements. Finally, Presidio will be responsible for providing a knowledge transfer to Broward County PORT EVERGLADES IT for the administration and maintenance of the solution.



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As an Cisco Partner, Presidio Networked Solutions, LLC is optimally suited to partner with the Broward County PORT EVERGLADES IT on this venture.

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## 2. SCOPE OF SERVICES

The section below will highlight the description of services to be performed as well as equipment to be deployed:

### 2.1. Project Locations

This section highlights locations and physical addresses where the services are to performed:

Project Location	Address
Port Everglades	1850 Eller Drive, Fort Lauderdale, FL 33316

**Table 2-1:** Project locations and equipment

### 2.2. High Level Access Point Design

The image below is the initial proposed high-level design for the mounting locations of rooftop access points and mesh access points. This proposed design is based on the Cisco MESH design guidelines based on access point distance and client distance and does not take into account the physical layout of buildings or potential interferers. The high-level design yielded (10) ten RAPs and (21) twenty-one MAPs to be deployed. The RF design phase of the project will provide the final production quantities of RAPs and MAPs as well as their physical mounting locations. RAPs are represented by gold dots and MAPs by green dots. It has been discussed with the customer that if the survey determines additional AP's are available, there will be the need for a change order for the additional services required.

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**Image 2-2:** Proposed High-Level Design

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### 3. KEY ASSUMPTIONS

Presidio made the following assumptions when developing this Statement of Work. These assumptions serve as the foundation to which the project estimate, approach and timeline were developed. Any changes to the following assumptions must be processed using the procedures the section titled "Project Change Control" (Section 6.8).

- Additional required tasks discovered after the execution of this SOW that are not mentioned in this SOW will require a change order
- Presidio will perform most of the Services under this Statement of Work during normal business hours, 8:00 a.m. to 5:00 p.m. (local time) Monday through Friday, except Presidio holidays, unless otherwise specified.
- Some of the Services provided may be performed during the night shift and weekends.
- Presidio will be provided all required physical access to Broward County PORT EVERGLADES IT facilities (identification badge, escort, parking decal, etc.) as required by Broward County PORT EVERGLADES IT policies.
- Some activities on this project may be performed on Presidio's premises.
- Presidio may engage subcontractors and third parties in performing a portion of this work.
- Broward County PORT EVERGLADES IT technical resources will be made available to the Presidio project team for planning purposes and to answer questions about the existing environment.
- Broward County PORT EVERGLADES IT will review and provide Presidio Engineers access to areas that are considered In-Scope prior to survey
- Ensure that access is granted at the time of survey to the coverage locations, if delayed a change order may be required for additional time
- Provide escort with security access to all areas considered in scope, should delays occur due to the security escort, a change order will be required for additional survey hours
- Defective equipment provided by Broward County PORT EVERGLADES IT utilized for this solution that require Presidio additional hours of troubleshooting will require a change order
- Troubleshooting issues due to Broward County PORT EVERGLADES IT configuration changes after milestone signoff will require a change order
- Broward County PORT EVERGLADES IT is responsible for providing engineering/staging workspace and any other access required for completion of this project.
- Presidio will not make changes to the configuration of any network equipment after it has been installed and tested.

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- Broward County PORT EVERGLADES IT technical resources will be made available to the Presidio project team for planning purposes and to answer questions about the existing environment.
- Broward County PORT EVERGLADES IT resource will participate in the acceptance and ready for use testing associated with this solution and sign off on those tests upon successful completion.
- Broward County PORT EVERGLADES IT will provide Presidio administrative access on appropriate devices for the success of this project.
- Cisco MESH is a line of sight technology in which all access points must be visible to each other. If during the survey process line of sight is not available between mesh access points (MAPS) additional rooftop access points (RAPS) may be required to provide connectivity. If natural barriers such as trees or other foliage block line of sight these obstacles may need to be cleared or a new path will have to be determined to backhaul the data.
- The current estimate of (50) thirty-one access points is based on a high-level design, the final number of access points will be determined during RF design phase of this project and change orders may be required for additional access points and the installation of those access points. (NOTE: Pricing has been adjusted for up to 50 access points)
- Due to the nature of RF in the unlicensed bands Presidio cannot guarantee that the customers environment will support the metrics of the design.
- Presidio will have multiple engineers involved in the project depending on the phases, there may be up to 4 engineers working together at any given time.
- **Current pricing includes the NTE pricing of \$70,000 for the physical installation/mounting of access points Pricing does not include power or cabling plant required to support their installation. (assuming that the final AP count does not exceed 50)**
  - **The purpose of Phase 2 – “RF Design” is to determine the mounting locations as well as to understand any power and/or cable plant requirements. Upon completion of the RF design phase a Project Change Request (PCR) will be issued in order to realize these additional costs.**

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#### 4. ESTIMATED SCHEDULE

Services will be performed on the following schedule:

##### 4.1. Phases and Effort

Phase Name	Estimated Efforts
Phase 1 – Kick-off	~2 hours
Phase 2 – RF Design	~4 weeks
Phase 3 – Planning	~3 days
Phase 4 – Preparation and Infrastructure Installation	~4 weeks
Phase 5 – Deployment	~2-3 week
Phase 6 – Follow-up	~1-2weeks
Phase 7 – Closeout	~2 hours

The above delivery schedule is contingent on Broward County PORT EVERGLADES IT carrying out the responsibilities defined in this Statement of Work. This schedule also takes into account that multiple engineers will be required for various phases of the project.

Broward County PORT EVERGLADES IT will be notified as each task is satisfied. Upon notification, Broward County PORT EVERGLADES IT has up to the duration defined in Appendix A (Deliverable Review and Acceptance Procedure) to provide Presidio a written account of any issues or deviations from the task as described within the SOW. If no issues are documented within that period, the task will be considered satisfied and completed.

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## **5. EXPENSES**

In addition to the charges included in the “Statement of Work Agreement” (Section 7) the following expenses will be charged to Broward County PORT EVERGLADES IT. The customer will require all receipts.

**Equipment Expenses Only - All charges are included in the “Statement of Work Agreement” (Section 7)**

### ***Parking***

Parking fees will not be charged to Broward County PORT EVERGLADES IT.

### ***Local Travel***

Local travel will not be charged to Broward County PORT EVERGLADES IT.

### ***Long Distance Travel***

If long distance travel is required airline tickets will not be charged to Broward County PORT EVERGLADES IT.

### ***Other Ground Transportation***

If long distance travel is required car rental, cab, subway and bus fares will not be charged to Broward County PORT EVERGLADES IT.

### ***Lodging***

If long distance travel is required while on travel, Presidio will not charge for Broward County PORT EVERGLADES IT for hotel/motel fees. Hotel/motels will be selected for the location convenience of the traveler, safety and cost.

### ***Lift Rentals***

If a lift is required for over 40' the cost of the lift will be pass – thru to Broward County PORT EVERGLADES IT, with provided invoice. Any required lifts requiring 40' or less reach will be included in the costs.

## **6. PROJECT PHASES**

### **6.1. Project Phases**

The phases for this project consist of the following:

- Phase 1 - Kick-off
- Phase 2 – RF Design
- Phase 3 – Planning
- Phase 4 – Preparation and infrastructure installation
- Phase 5 – Deployment
- Phase 6 – Follow-up
- Phase 7 - Closeout

### **6.2. Phase 1 – Kick-off**

In order to introduce the appropriate parties from both Broward County PORT EVERGLADES IT and Presidio on the project, a project kick-off meeting will be held. The required attendees for the kick off meeting will be Presidio's lead engineer, project manager and Broward County PORT EVERGLADES IT' project lead and technical representative(s).

During the project kickoff meeting the content of this SOW will be reviewed to ensure that there is a clear understanding between Presidio and Broward County PORT EVERGLADES IT as it relates to roles and responsibilities of this project.

### **6.3. Phase 2 – RF Design**

The purpose of the survey phase is to allow Presidio mobility engineers to conduct an "AP on a Stick" survey in order to determine the quantity and mounting locations of all production access points. Spectrum analysis will also be conducted at each of the mounting locations in order to identify any potential 802.11 or non-802.11 interference that may affect the final deployment.

Presidio responsibilities for "Phase 2 – RF Design" will include:

- Presidio will meet with the customer to validate the scope of expected RF coverage
- Presidio will conduct a "AP on a Stick" RF design of the areas listed below utilizing Ekahau Survey Pro
  - ~ (4) sq. mi. of outdoor space
- RF design will be conducted with the following design metrics:
  - Survey will be conducted primarily for 5GHz coverage with 2.4GHz considered best effort
  - -70dBm cell sizes with SNR of 20dBm or better



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- TX power of all survey access points will be set to 18dBm for the 5GHz band and 15dBm for 2.4GHz
- 12Mbps will be set as the minimum mandatory data rate for both 5GHz and 2.4GHz
- Presidio will conduct a spectrum analysis of the coverage areas to determine if any 802.11 or non-802.11 interference may be present that may affect the survey or that of a final deployment
- Survey will be conducted based on the following client devices: Laptops, smartphones, tablets, handheld scanners and other portable devices
- Presidio will conduct a review of all wiring closets within the facility areas noted for coverage to recommend the switch equipment for connecting the wireless infrastructure
- Presidio will check LOS (line of sight) between RAP and MAP
  - Adjust access point as needed
- Presidio will note pole location and mounting hardware
  - Pole location information
    - GPS Coordinates, Pole number
    - Pole height
    - Power requirements
- Presidio will check RAP mounting locations

NOTE: In addition to the above, Presidio will provide Broward County, Port Everglades IT any information of cabling and power requirements.

Broward County PORT EVERGLADES IT responsibilities for "Phase 2 – RF Design" will include:

- Provide Presidio with a single point of contact with the authority and the responsible for issue resolutions and the identification, coordination and scheduling to participate in the RF Design
- Review and provide access to Presidio Engineers areas that are considered in scope prior to the survey
- Ensure that access is granted at the time of survey to the coverage locations, if delayed a Project Change Request (PCR) may be required for additional hours
- Provide escort with security access to all areas considered in scope, should delays occur due to security escort a PCR may be required for additional hours

#### **6.4. Phase 3 – Planning**

The purpose of the planning phase is to allow for the lead engineer from Presidio to fully understand both the technical and business requirements as it relates to how to technically configure the equipment as it pertains to this SOW. Presidio often uses technical workshops as the method for the Presidio lead engineer to come away with all of the information required to

pre-configure, test, and implement the solution. Workshops will be scheduled in-advance, attendance and participation by key project members is essential.

If during a workshop it is determined that additional tasks are required to be performed by Presidio that are not outlined in this SOW or were not originally intended to be part of this project, a Project Change Request (PCR) will be required to make modifications to the project or SOW.

The technical workshop phase should be held in person with as many Presidio resources in attendance as is reasonable.

Presidio responsibilities for "Phase 3 – Planning" will include:

- Conduct a requirement gathering and technical workshop
- Document both requirements and technical information to be used to configure and implement Cisco MESH Solution within the Solutions Engineering Report (SER)
- Document and create Network Ready for Usage Document (NFRU) for "Phase 6 – Follow-up" to include:
  - System tests
  - NFRU sign-off

Broward County PORT EVERGLADES IT responsibilities for "Phase 3 – Planning" will include:

- Participate and provide business and technical input throughout the detailed design workshop
- Sign off on the technical requirements document

#### **6.5. Phase 4 – Preparation and Infrastructure installation**

The purpose of this phase is to document, label, stage and burn-in the new equipment that has been purchased as part of this project and to ensure that all equipment is functioning properly. Burn in may be conducted either in a staging area or that of the final deployment location. If there are any "Dead-on Arrival" (DOA) equipment or if any equipment fails during the forty-eight (48) hour burn-in period, Presidio will RMA the equipment. Upon completion of the documentation, labeling and burn-in of the equipment all access points and antennas will be installed based upon the RF Design Document created in "Phase 2 – RF Design". The quantities of access points listed below are subject to change based on the findings during "Phase – 2 RF design".

Presidio responsibilities for "Phase 4 – Preparation and Infrastructure Installation" will include:

- Stage, burn-in and labeling of the following equipment:
  - (1) one Cisco Prime Infrastructure Appliance
  - (2) two Cisco 5520 Wireless LAN Controllers

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- (31) thirty-one Cisco 1570 series access points
- RMA of equipment, if required

Broward County PORT EVERGLADES IT responsibilities for “Phase 4 – Preparation and Infrastructure Installation” will include:

- Configure the appropriate supporting infrastructure equipment based on the SER created during “Phase – 2 Planning”

#### **6.6. Phase 5 – Deployment**

Once approved by Broward County PORT EVERGLADES IT, Presidio will plug the equipment into the network and start the implementation process. Once implementation has been completed, Presidio will perform a series of system functionality tests as identified during the technical workshop and requirements gathering.

Presidio responsibilities for “Phase 5 – Deployment” will include:

- Connection of the Cisco Prime Infrastructure Management Appliance to the production network, if not completed in “Phase – 4 Preparation and Infrastructure Installation”
- Connection of the Cisco Wireless LAN Controllers to the production network, if not completed in “Phase – 4 Preparation and Infrastructure Installation”
- Connections of all deployed access points to the production network, if not completed in “Phase – 4 Preparation and Infrastructure Installation”
- Conduct system and failover testing as required by the Network Ready for Usage Document
- Upon test failure condition Presidio will remediate the failure and retest the scenario with Broward County PORT EVERGLADES IT
- Presidio, through a certified contractor, will provide the physical installation of the access points in accordance with the design

Broward County PORT EVERGLADES IT responsibilities for “Phase 5 – Deployment” will include:

- Participate in all system and failover testing as required by the Network Ready for Usage Document
- Sign-off on all successful tests
- Sign-off on the completed Network Ready for Usage Document

#### **6.7. Phase 6 – Follow-up**

During this phase, Presidio will be responsible for updating the original SER document with any PCR related changes determined after the signing of the SER creating AS-Built documentation. This also includes a high-level diagram for the solution that has been implemented. All

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usernames, passwords, and IP addresses will be turned over to Broward County PORT EVERGLADES IT as well as conduct a knowledge transfer on the administration and maintenance of the MESH solution. Finally, Presidio will conduct the Post-Installation Validation Survey in order to validate that the original RF design metrics were met.

Presidio responsibilities for “Phase 6 – Follow-up” will include:

- Stage, burn-in and labeling of the following equipment:
  - (1) one Cisco Prime Infrastructure Appliance
  - (2) two Cisco 5520 Wireless LAN Controllers
  - (31) thirty-one Cisco 1570 series access points
- Develop documentation and high-level diagram of the solution that has been implemented
- Turn-over all usernames, passwords, and IP addresses to Broward County PORT EVERGLADES IT
- Conduct Post-Installation Validation Survey
- Conduct RF Tuning as required
- Provide knowledge transfer on the administration and maintenance of the solution. Presidio will provide no more than (2) two (4) four-hour sessions

Broward County PORT EVERGLADES IT responsibilities for “Phase 6 – Follow-up” will include:

- Participate in knowledge transfer sessions

#### **6.8. Phase 7 – Closeout**

Once all of the above phases have been completed, the Presidio project manager will pull together the appropriate resources from Broward County PORT EVERGLADES IT and Presidio to conduct a closeout meeting.

The purpose of this meeting is to review the project documentation with the customer as well as to ensure that all the tasks that have been identified in this SOW or any change orders have been completed. In addition, this will provide Broward County PORT EVERGLADES IT the opportunity to raise any open issues that need to be addressed either as part of this SOW, a Project Change Request or a new SOW.

#### **6.9. Project Change Control Procedure**

In the event both Presidio and Broward County PORT EVERGLADES IT agree to a change in this Statement of Work, a written description of the agreed change (called a “Change Authorization”) will be prepared, which both parties must sign. A Project Change Request (PCR) Form will be used to describe the change, the rationale for the change, and specify any change in the charges, estimated schedule, or other terms. Depending on the extent and complexity of the requested changes, Presidio may charge for the effort required to analyze it. When charges are necessary in order to analyze a change, Presidio will provide

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a written estimate and begin the analysis upon written authorization from Broward County PORT EVERGLADES IT. The terms of a mutually agreed upon Change Authorization will prevail over those of this Statement of Work or any previous Change Authorization.

### 6.10. Deliverables

The following deliverables are associated with this scope of work.

Document#	Document	Format
1	RF Design Document	PDF
2	Solutions Engineer Report	PDF
3	Post-Installation RF Validation Document	PDF
4	Network Ready for Usage Document	PDF

Table 6-9: Deliverable Table

RF Design Document will consist of the follow:

- Recommended access point and antenna mounting locations depicted by photograph for installation
- Coverage heat maps based on access point locations representing -70 dBm cell sizes
- Analysis of collected spectrum data
- Recommendation based on wiring closet review including:
- Switch port density requirements (fiber/copper)
- Access point power recommendations (AC, Power over Ethernet (PoE), Power Injector)
- Bill of Materials to include recommended access point models, antennas, power options and network connectivity options
- Mounting location information

Solutions Engineering Report will include the following and be based on Cisco "Best Practices":

- High-level design of the final access point placement
- Logical configuration of all new equipment to be installed

Broward County PORT EVERGLADES IT  
Port Everglades Wireless MESH Deployment  
P346-180319-4

**PRESIDIO**

- Logical configuration of all supporting infrastructure equipment

Network Ready for Usage Document will include the following:

- System tests
- Network Ready for Usage (NRFU) sign-off form

Post-Installation RF Validation Document will include the following:

- Heat maps depicting current coverage and signal strengths for data at -70 dBm
- Recommendations based on coverage holes in regards to the adding, moving or removal of access points, if required

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P346-180319-4

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## 7. STATEMENT OF WORK AGREEMENT

This Statement of Work (SOW) Agreement applies to the performance, invoicing and payment of services only. Terms for delivery, invoicing and payment of other items such as hardware, software and maintenance are excluded from this agreement.

This Agreement is made between Presidio Networked Solutions, LLC (Presidio), a corporation under the laws of Florida, and \_\_\_\_\_  
(Customer), a corporation organized under the laws  
of \_\_\_\_\_ and located at \_\_\_\_\_.

Upon acceptance of this Agreement (as indicated by its execution below) Presidio agrees to provide to Customer, and Customer agrees to purchase from Presidio, services in accordance with this SOW and the following terms and conditions.

1. Presidio will have satisfied the provisions of this Statement of Work when any of the following occurs:

- **Presidio accomplishes the tasks described under "Scope of Services".**
- **Broward County PORT EVERGLADES IT notifies Presidio, in writing, that further Services are not required.**
- **Either party terminates this Statement of Work under the terms of the Agreement.**
- **Pricing provided is "Not to Exceed" assuming there are no changes to this SOW. All changes will be handled per our change request process**

2. Presidio shall complete the following milestones in accordance with this SOW. Customer will be notified as each milestone is satisfied. Upon notification, Customer has up to the duration defined in Appendix A (Deliverable Review and Acceptance Procedure) to provide Presidio a written account of any deviations from the tasks as described within the SOW. If no issues are documented within that period, the task shall be considered satisfied and completed

Pricing below is based upon and calculated NASPO ValuePoint Cisco AR233 (14-19)  
FL#43220000-WSCA-14-ACS. (NOTE: these rates are NTE, and Presidio pricing is well below those services rates

3.

<u>Kickoff &amp; RF Design</u>	<u>\$ 44,340.00</u>
<u>Planning and Preparation</u>	<u>\$ 37,019.40</u>
<u>Deployment and Physical Installation</u>	<u>\$ 70,000.00</u>
<u>Follow-up &amp; Closeout</u>	<u>\$ 29,505.00</u>
<u>Total</u>	<u>\$ 180,864.40</u>

4. Presidio shall invoice Customer as indicated above and, in the section, titled "EXPENSES" for the services plus applicable expenses according to this SOW.

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5. Having carefully read all provisions of this SOW, All terms and conditions are governed by the referenced GSA schedule of pricing. ( GSA contract GS-35F-333GA, catalog 132.51.) There are no representations, warranties or stipulations, either oral or written, other than those contained herein and in the MSA. Until accepted and signed by an officer of Presidio, this SOW shall not become effective and shall not constitute a binding contract

As indicated by signing below, the parties and their respective heirs, estates, successors and assigns agree to be legally bound to this contract.

**Broward County PORT EVERGLADES IT**

**Presidio Networked Solutions, LLC**

By: SIGNATURE ON FILE \_\_\_\_\_  
(Authorized Signature)

By: \_\_\_\_\_  
(Authorized Signature)

\_\_\_\_\_  
(Print or Type Name)

\_\_\_\_\_  
(Print or Type Name)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Date)



Broward County PORT EVERGLADES IT  
Port Everglades Wireless Mesh Deployment  
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**PRESIDIO**

## 8. AUTHORIZATION TO PROCEED

The use of signatures on this Proposal is to ensure agreement on project objectives and the work to be performed by Presidio.

Presidio signature signifies our commitment to proceed with the project as described in this document. Please review this document thoroughly, as it will be the basis for all work performed by Presidio on this project.

This Proposal is valid for a period of sixty (60) days from the date that this proposal is provided by Presidio to Broward County PORT EVERGLADES IT unless otherwise agreed to by both parties.

### Broward County PORT EVERGLADES IT

---

Signature

Date

---

Printed Name

### Presidio Networked Solutions, LLC

---

Signature

Date

---

Printed Name & Title

Broward County PORT EVERGLADES IT  
Port Everglades Wireless Mesh Deployment  
P346-180319-1

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## **APPENDIX A: DELIVERABLE REVIEW AND ACCEPTANCE PROCEDURE**

With the exception of Project Status Reports, each deliverable material, as defined in Section 6.9 "Deliverables", will be approved in accordance with the following procedure:

1. Within five (5) business days the Broward County PORT EVERGLADES IT will either accept the deliverable Material or provide the Presidio Project coordinator a written list of requested changes. If no written response, either accepting or requesting changes, is received from the Broward County PORT EVERGLADES IT within five (5) business days then the deliverable Material shall be deemed accepted;
2. If a written list of requested changes is received within five (5) business days, the Presidio Project Team will make the agreed upon revisions and will, within five (5) business days, re-submit the updated version to the Broward County PORT EVERGLADES IT;
3. At that time the Broward County PORT EVERGLADES IT has five (5) business days to review and request changes for the final document. If no written response, either accepting or requesting changes, is received from the Broward County PORT EVERGLADES IT within five (5) business days then the deliverable Material shall be deemed accepted.

Deliverable documentation may be delivered via email, uploaded to a portal, or provided on a physical media and it may be provided in either an encrypted or unencrypted format. If Broward County PORT EVERGLADES IT requests a specific delivery method and format, Presidio will use that for all documentation delivery; otherwise, the sender will choose a delivery method which he or she feels is appropriate given the content of the documentation.

# PRESIDIO™

**QUOTE:** 2001118820840-05

DATE: 05/16/2018

PAGE: 1 of 3

**TO:**  
Broward County BOCC  
Raphael Tirona  
201 SE 6th Street  
Ft. Lauderdale, FL 33301  
  
rtirona@broward.org  
(p) 954-468-3717,

**FROM:**  
Presidio Networked Solutions  
Sylvester Fair  
3250 W. Commercial Blvd  
Suite 360  
Oakland Park, FL 33309  
  
sfair@presidio.com  
(p) 407.409.8250  
(f) 407.650.9760

**Customer#:** BROWA012

**Contract Vehicle:** Florida NASPO ValuePoint Cisco AR233 (14-19)  
FL#43220000-WSCA-14-ACS

**Account Manager:** Jill Finkelstein

**Inside Sales Rep:** Sylvester Fair

**Title:** Broward - Port Everglades High Level BoMv2 - 1 Year Support WSCA

#	Part #	Description	Unit Price	Qty	Ext Price
<b>PI-UCS-APL-K9</b>					
1	PI-UCS-APL-K9	Cisco Prime Infrastructure UCS Physical HW Appliance	\$12,045.15	1	\$12,045.15
2	PI-UCS-SD960GBKS4	960GB 2.5 inch Enterprise Value 6G SATA SSD	\$2,708.55	4	\$10,834.20
3	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	\$0.00	2	\$0.00
4	PI-UCS-APL-IMG-3.3	Cisco Prime Infrastructure 3.3 UCS Appliance Software	\$0.00	1	\$0.00
5	PI-UCS-CPU-E52650D	2.30 GHz E5-2650 v3/105W 10C/25MB Cache/DDR4 2133MHz	\$0.00	1	\$0.00
6	PI-MR-1X161RV-A	16GB DDR4-2400-MHz RDIMM/PC4-19200/single rank/x4/1.2v	\$0.00	4	\$0.00
7	PI-UCSC-PSU1-770W	770W AC Hot-Plug Power Supply for 1U C-Series Rack Server	\$0.00	2	\$0.00
8	PI-UCSC-MRD12G-1GB	Cisco 12Gbps SAS 1GB FBWC Cache module (Raid 0/1/5/6)	\$0.00	1	\$0.00
9	PI-UCSC-MRAID12G	Cisco 12G SAS Modular Raid Controller	\$0.00	1	\$0.00
10	PI-UCS-SD-32G-S	32GB SD Card for UCS servers	\$0.00	2	\$0.00
11	CON-SNTP-PIUCPLK9	SNTP-24X7X4 Cisco Prime Infrastr	\$2,764.80	1 for 12 mo(s)	\$2,764.80
				<b>Total:</b>	<b>\$25,644.15</b>
<b>R-MGMT3X-N-K9</b>					
12	R-MGMT3X-N-K9	Cisco Ent MGMT: Lic For PI 3.x And APIC EM Solution Apps	\$0.00	1	\$0.00
13	R-PI33-SW-K9	Prime Infrastructure 3.3 Software	\$16.25	1	\$16.25
14	CON-ECMU-RPI33SW9	SWSS UPGRADES Prime Infrastructure 3.3 Software	\$4.50	1 for 12 mo(s)	\$4.50
15	L-MGMT3X-PI-BASE	Cisco Ent MGMT: PI 3.x Platform Base Lic	\$61.75	1	\$61.75
16	CON-ECMU-LMGMBASE	SWSS UPGRADES Cisco Ent MGMT PI 3.x Platform Base Lic	\$17.10	1 for 12 mo(s)	\$17.10
17	L-MGMT3X-AP-K9	Cisco Ent MGMT: PI 3.x LF, AS & APIC-EM Lic, 1 AP	\$68.25	50	\$3,412.50
18	CON-ECMU-LMGMTAPK	SWSS UPGRADES Cisco Ent MGMT PI 3.x LF, AS APIC-EM	\$18.90	50 for 12 mo(s)	\$945.00
19	CON-ECMU-RMGMT3XN	SWSS UPGRADES Cisco MGMT: Lic For Prime Infra 3.x And	\$0.00	1 for 12 mo(s)	\$0.00
				<b>Total:</b>	<b>\$4,457.10</b>
<b>AIR-CT5520-50-K9</b>					
20	AIR-CT5520-50-K9	Cisco 5520 Wireless Controller supporting 50 APs w/rack kit	\$19,500.00	1	\$19,500.00

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21	LIC-CT5520-50A	Cisco 5520 Wireless Controller 50 AP License	\$0.00	1	\$0.00
22	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	\$0.00	2	\$0.00
23	AIR-CT5520-SW-8.2	Cisco 5520 Wireless Controller SW Rel. 8.2	\$0.00	1	\$0.00
24	AIR-PSU1-770W	770W AC Hot-Plug Power Supply for 5520 Controller	\$454.35	1	\$454.35
25	AIR-CPU-E52609D	1.90 GHz E5-2609 v3/85W 6C/15MB Cache/DDR4 1600MHz	\$0.00	1	\$0.00
26	AIR-MR-1X081RV-A	8GB DDR4-2400-MHz RDIMM/PC4-19200/single rank/x4/1.2v	\$0.00	4	\$0.00
27	AIR-BZL-C220M4	Cisco 5520 Wireless Controller Security Bezel	\$0.00	1	\$0.00
28	AIR-TPM2-001	Trusted Platform Module 1.2 for UCS (SPI-based)	\$0.00	1	\$0.00
29	AIR-CT6870-NIC-K9	PCIe Network Interface 20G	\$0.00	1	\$0.00
30	AIR-PSU1-770W	770W AC Hot-Plug Power Supply for 5520 Controller	\$0.00	1	\$0.00
31	AIR-SD-32G-S	32GB SD Card for UCS servers	\$0.00	1	\$0.00
32	AIR-SD240GBKS4-EV	240GB 2.5 inch Enterprise Value 6G SATA SSD	\$0.00	1	\$0.00
33	CON-SNTP-AIRT5550	SNTP-24X7X4 Cisco 5520 Wireless Controller supportin	\$5,616.00	1 for 12 mo(s)	\$5,616.00
AIR-CT5520-K9			Total:		\$25,570.35
34	AIR-CT5520-K9	Cisco 5520 Wireless Controller w/rack mounting kit	\$13,000.00	1	\$13,000.00
35	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	\$0.00	2	\$0.00
36	AIR-CT5520-SW-8.2	Cisco 5520 Wireless Controller SW Rel. 8.2	\$0.00	1	\$0.00
37	AIR-PSU1-770W	770W AC Hot-Plug Power Supply for 5520 Controller	\$454.35	1	\$454.35
38	AIR-CPU-E52609D	1.90 GHz E5-2609 v3/85W 6C/15MB Cache/DDR4 1600MHz	\$0.00	1	\$0.00
39	AIR-MR-1X081RV-A	8GB DDR4-2400-MHz RDIMM/PC4-19200/single rank/x4/1.2v	\$0.00	4	\$0.00
40	AIR-BZL-C220M4	Cisco 5520 Wireless Controller Security Bezel	\$0.00	1	\$0.00
41	AIR-TPM2-001	Trusted Platform Module 1.2 for UCS (SPI-based)	\$0.00	1	\$0.00
42	AIR-CT6870-NIC-K9	PCIe Network Interface 20G	\$0.00	1	\$0.00
43	AIR-PSU1-770W	770W AC Hot-Plug Power Supply for 5520 Controller	\$0.00	1	\$0.00
44	AIR-SD-32G-S	32GB SD Card for UCS servers	\$0.00	1	\$0.00
45	AIR-SD240GBKS4-EV	240GB 2.5 inch Enterprise Value 6G SATA SSD	\$0.00	1	\$0.00
46	CON-SNTP-AIRT5520	SNTP-24X7X4 Cisco 5520 Wireless Controller	\$3,744.00	1 for 12 mo(s)	\$3,744.00
AIR-AP1572EAC-B-K9			Total:		\$17,198.35
47	AIR-AP1572EAC-B-K9	802.11ac Outdoor AP, External-Ant, AC-power, Reg. Domain-B	\$2,921.75	50	\$146,087.50
48	S157K9W7-15303JC	Cisco 1570 Series IOS WIRELESS LAN	\$0.00	50	\$0.00
49	AIR-ACCPMK1570-1	1570 Series Pole-Mount Kit (Type-1)	\$142.35	50	\$7,117.50

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**QUOTE:** 2001118820840-05

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50	SW1570-UL01A01-K9	SW Cisco AP1570: Unified LOCAL (8.0.TBD)	\$0.00	50	\$0.00
51	AIR-ANT2568VG-N	2.4 GHz 6dBi/5 GHz 8dBi Dual Band Omni Ant., Gray, N conn.	\$285.35	200	\$57,070.00
52	AIR-ANT-GPS-1	GPS Antenna for AP1570	\$213.85	50	\$10,692.50
53	CON-SNTP-AIA157BK	SNTC-24X7X4 802.11ac Outdoor AP, External-Ant, AC-po	\$259.20	50 for 12 mo(s)	\$12,960.00
				<b>Total:</b>	<b>\$233,927.50</b>
<b>AIR-CORD-R3P-40NA=</b>					
54	AIR-CORD-R3P-40NA=	1520 Series AC Power Cord, 40 ft. N. Amer Plug	\$213.85	50	\$10,692.50
				<b>Total:</b>	<b>\$10,692.50</b>
<b>GLC-LX-SM-RGD=</b>					
55	GLC-LX-SM-RGD=	1000Mbps Single Mode Rugged SFP	\$711.75	15	\$10,676.25
				<b>Total:</b>	<b>\$10,676.25</b>
<b>AIR-PWRINJ1500-2=</b>					
56	AIR-PWRINJ1500-2=	1520 Series Power Injector	\$181.35	15	\$2,720.25
57	AIR-PWR-CORD-NA	AIR Line Cord North America	\$0.00	15	\$0.00
				<b>Total:</b>	<b>\$2,720.25</b>
<b>AIR-ACC15-SFP-GLD=</b>					
58	AIR-ACC15-SFP-GLD=	Outdoor-AP1570, SFP Port Gland, Bag of 5 units	\$317.65	3	\$953.55
				<b>Total:</b>	<b>\$953.55</b>

		<b>Sub Total:</b>	<b>\$331,840.00</b>
		<b>Grand Total:</b>	<b>\$331,840.00</b>

This quote is governed by Terms and Conditions of NASPO ValuePoint Cisco Contract AR233 (14-19) Florida Contract # 43220000-WSCA-14-ACS

Standard-Terms-for-Purchase-of-Services or Goods

Quote valid for 30 days from date shown above.

Prices may NOT include all applicable taxes and shipping charges  
All prices subject to change without notice. Supply subject to availability.

Purchase Order should be issued to:  
Presidio Networked Solutions LLC  
8161 Maple Lawn Blvd., Suite 150  
Fulton, MD 20759-2588

Pursuant to this contract your PO must reflect the following contract #  
NASPO ValuePoint Cisco Contract AR233 (14-19) Florida Contract # 43220000-WSCA-14-ACS

Tax ID# 58-1667655; Size Business: Large; CAGE Code: OKD05; DUNS#15-405-0959; CEC 15-506005G  
Credit: Net 30 days (all credit terms subject to prior Presidio credit department approval)  
Delivery: FOB Terms Dictated by individual PO details.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

**Tirona, Rafael**

---

**From:** Harvill, Sam  
**Sent:** Friday, February 09, 2018 9:00 AM  
**To:** Tirona, Rafael  
**Subject:** FW: EMW-2015-PU-00429 (Possible Extension Request)

**Importance:** High

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Ralph,

See below. I'm going to discuss with Glenn purchasing the TWIC Readers and software via GSA.

Sam Harvill  
Port Everglades Security

**From:** Vanterpool, Melvin [mailto:Melvin.Vanterpool@fema.dhs.gov]  
**Sent:** Thursday, February 08, 2018 3:53 PM  
**To:** Harvill, Sam <SHARVILL@broward.org>  
**Subject:** RE: EMW-2015-PU-00429 (Possible Extension Request)  
**Importance:** High

Good Afternoon San: Yes, GSA purchases are allowed with PSGP funds. Of course the procurement process is the same as outlined in your NOFO and in keeping with the CFR's 400 & 2-200 as well as your local procurement policies.

Regards,

*Mel Vanterpool*  
**Manager/Analyst/Certified Port Executive**  
**Port Security Grant Program**  
**DHS/FEMA/GPD/PSGP**  
**202-786-9851 office**  
**202-445-8497 cell**

**\*\*Please include your grant number in the subject line of your email\*\***

**\*\*For NDGrants help, please contact the NDGrants Service Desk Support Line at (800) 865-4076\*\***

**PARS Customer Service Center: 1-866-927-5646 or email: [ask-gmd@dhs.gov](mailto:ask-gmd@dhs.gov).**

**\*\*For EHP related issues, please contact EHP via email at; [GPDEHPinfo@fema.dhs.gov](mailto:GPDEHPinfo@fema.dhs.gov)\*\***

**From:** Harvill, Sam [mailto:SHARVILL@broward.org]  
**Sent:** Thursday, February 8, 2018 3:43 PM