

Netrix SOW Number: 32315

Upon execution by both parties, this SOW is effective and is covered by the Terms in the Contract for Professional Services Strategic Plan and Development between the parties, dated July 1, 2021 (the "Agreement"). In the event of a conflict between the Agreement and this SOW, the order of precedence shall be this SOW, the Additional Terms Exhibit, and then the Agreement. By signing, the signatories each represent that they have the authority to bind their respective organizations listed below to this SOW and the Agreement. Upon the date last set forth below (the Effective Date), the Parties agree as follows:

Pricing is valid through 12-22-2023.

FOR REVIEW PURPOSES ONLY. SIGNATURE BLOCK TO BE ADDED WHEN APPROVED FOR EXECUTION.

A. Client Name and Location:

Client Name	City of Hermosa Beach ("Client")
Service Location	1315 Valley Dr Room 203 Hermosa Beach, CA 90254-3846 US
Start Date	01-08-2024**
Opportunity Number	32315
Client Billing Address	1315 Valley Dr Room 203 Hermosa Beach, CA 90254-3846 US



B. Initial Contacts Information:

Name	Company	Title	Email
Suja Lowenthal	City of Hermosa Beach	City Manager	suja@hermosabeach.gov

C. Description of Project:

Project Name: Bard Street Backhaul with LAN and Wireless Network

Client has an initiative to expand LAN connectivity to a location across from the Town Hall on Bard St. This is in lieu of running physical cables either over or under the street.

The solution will consist of a Wireless Point to Point solution that will perform layer 2 backhaul with Siklu EtherHaul™ 614TX(s) for the new Bard St. location and the Town Hall. In addition, the solution will also consist of one (1) HP6200F 24 port PoE switch and one (1) Aruba AP-615 access point to provide wired and wireless access to endpoints in the new Bard St. location.

The Siklu devices will be required to be placed on the roof of the Bard St. and Town Hall locations. A non-penetration roof mount (NPRM) will be provided. The Client will be required to provide a mat and weights to secure the NPRM. In addition, the Client would be responsible for providing maintenance staff or a Low Voltage Contractor (LVC) to provide the cabling run from the mounting location on the Town Hall roof to the MDF switch and the mounting location on the Bard St. roof to the IDF switch. The maintenance staff or LVC will work with Netrix to establish that the Siklu devices are directed appropriately.

Netrix will hold a session to review the low-level IP subnets, addresses, SSIDs and wireless authentication methods that will be utilized on the Bard St. location and how it will integrate with the other Client network infrastructure. The existing SSIDs and Authentication methods will be used at Bard St.

- Project Kickoff Meeting
- Provide a Predicative RF Design for the Siklu point to point solution.
- Hold a discovery/design session with the Client to collect and document requirements for the LAN backhaul and Wireless. This would include the VLANs/IP Subnets, switch configuration review, SSIDs and authentication methods.
- Create high level and low-level Documentation that includes Implementation Checklist and test acceptance documentation that will describe the modifications to the network.
- Create a Document or meet with the AP and wireless point to point installer regarding AP/antenna mounting.
- Review Documents with the Client to gain acceptance.
- Staging and Configuration
 - Prepare Aruba Central Dashboard and add devices/licensing for APs and switch.
 - Unbox/box, perform DoA test, firmware update, inventory of one (1) APs.
 - Prepare the AP to be added to the current IAP Group in the Town Hall. If not, then create an independent IAP Group that mimics the existing for SSIDs and authentication.
 - Unbox/box, perform DoA test, firmware update, inventory of one (1) Aruba 6200F-24 switch.
 - Configure the Switch for connectivity to the LAN based on the agreed design.
 - Perform the staging of two (2) Siklu EtherHaul 614TX devices.
 - Unbox/box, perform DoA test, firmware update, inventory.
 - Configure the Siklu solution based on the agreed design.



- Mount the Aruba Switch in the Bard St. IDF.
- Perform turn-up and activation per the approved implementation plan:
 - Client will mount and cable the Siklu and Aruba Wireless hardware.
- Provide up to four (4) hours of onsite to support and provide guidance to the Electrician/LVC when they are installing/mounting the Silku and Aruba access point hardware, specifically with regards to alignment.
- Perform Testing of Connectivity of the L2 backhaul and Wireless solution while performing testing of Network Functionality and Operation State while recording results.
- Provide up to 4 hours of day 1 go live support after the wireless APs are deployed.
- Update As built documentation.
- Provide a knowledge transfer on the updates and additions.
- Hold a Project Closeout meeting.

D. Pricing:

The following table provides pricing for products and services included in this statement of work.

Netrix SKU	Description	Qty	Fixed Cost
DELOPS-PS-MILESTONE	50% Invoiced upon execution of this contract	1	\$8,025.00
DELOPS-PS-MILESTONE	50% Invoiced upon completion of project	1	\$8,025.00
Total			\$16,050.00

Pricing does not include any applicable Federal, State, and local Taxes, surcharges, Fees, or Transportation costs. Please also see the Additional Terms.

01-08-2024**

** Start Date is the date Netrix plans to begin the onboarding process.

E. Items to be Provided by Client:

1. Client will be responsible for the mounting and installations of the outdoor Wireless devices.
2. Client will be responsible for providing the appropriate electrical power to support the outdoor Wireless devices.
3. Client will designate a Project Coordinator for this project. The Coordinator will be the main point of contact between Netrix and Client.
4. Client shall ensure a designated site contact is always reachable during the Services for the entire duration of the project.
5. Client will provide Netrix with workspace and network connections for on-site efforts.
6. Client will work with Netrix to develop an outage schedule, if applicable. Client will be responsible for notifying users of the outage schedules.
7. Client has and will maintain valid licenses for all systems relevant to this project and will maintain manufacturer software and hardware support contracts for all related hardware and software.
8. Client will provide adequate power and network connectivity.



9. Client will ensure decisions are made in a timely fashion as needed for agreed project schedule milestones.
10. Client will provide Netrix engineers with remote access to its network and servers upon Netrix request. This could be in the form of VPN access or SSH to the applicable network segments and devices.
11. Client will provide appropriate technical resource(s) (up to Global Administrator) and/or access to systems to enable Netrix resources to access all components, environments, and systems as needed in a timely manner.
12. Where possible, portions of the Services will be provided remotely to reduce travel costs.
13. Client will provide appropriate credentials to the network devices and servers with administrator level access to Netrix engineers where necessary, including domain administrator privileges in the domain.
14. Client will provide administrative access to the servers and systems required for the implementation of the described technologies.
15. Client will provide adequate space and climate control capable of supporting the new equipment.
16. Client will have a current backup of all necessary data in the event a data recovery is necessary.
17. If applicable, Client agrees to execute a Proof of Execution (POE) document based on the Netrix-provided template.

F. Assumptions:

1. Where possible, portions of the Services will be provided remotely to reduce travel costs.
2. Client will reimburse Netrix for expenses.
3. Any delays that are not a direct result of Netrix activity may result in delays to the overall project timeline and may incur a change order.
4. Resource reservations, including scheduled status meetings and requests for resources to remain on standby status, will be billed for the full time of the reservation.
5. In the event of an initiated pause in the project of greater than two (2) calendar weeks, Netrix will invoice Client for the current relevant milestone.

G. Additional Terms:

1. **SOW Expiration:** Unless otherwise approved by Netrix in writing or by executing this SOW, this SOW, including pricing, shall be invalid if not fully executed by Client on or before the date for pricing validity set forth at the top of this SOW.



PO Box 7795
 Carol Stream, IL 60197-7795
 Tel: (847) 283-7300 / Fax: (847) 283-7500

Quote # Q-12887			
Quote Name: Wireless Bridge Bard St. 32315 HW			
Date	Terms	PO #	Ship Via
November 21, 2023	Net 30		Ground
Your account manager is Jonathan Feinstein Office Phone: Email: jfeinstein@netrixllc.com			

Bill To:
City of Hermosa Beach City of Hermosa Beach 1315 Valley Dr Room 203 Hermosa Beach, CA 90254-3846 US

Ship To:
City of Hermosa Beach City of Hermosa Beach 1315 Valley Dr Room 203 Hermosa Beach, CA 90254-3846 US

HPE Aruba Wireless

Part #	Description	Qty	Sell Price	Sell Extended
Q9Y59AAE	Hewlett Packard Enterprise - HPE Aruba Central Foundation Subscription license (3 years) - 1 access point - hosted - ESD	2	\$260.00	\$520.00
Q9Y74AAE	3YR ARUBA CENTRAL 62/29XX F SVCS	1	\$682.00	\$682.00
JL725B	HPE Aruba 6200F 24G Class4 PoE 4SFP+ 370W Switch - switch - Max. Stacking Distance 10 kms - 24 ports - managed -	1	\$6,632.00	\$6,632.00
H73POE	HPE Foundation Care Next Business Day Exchange Service Extended service agreement - replacement - 3 years - shipment - 9x5 - response time: NBD - for HPE Aruba 6200F 12G Class4 PoE 2G/2SFP+ 139W Switch	1	\$1,215.00	\$1,215.00
R7J50A	HPE Aruba AP-615 (US) Campus - wireless access point - 802.11a/b/g/n/ac/ax (Wi-Fi 6E) - 2.4 GHz, 5 GHz, 6 GHz	1	\$801.00	\$801.00
H62E7E	Aruba Foundation Care - Extended Warranty - 3 Year - Warranty - 9 x 5 x Next Business Day - Service Depot - Exchange	1	\$157.00	\$157.00
R3J18A	HEWLETT PACKARD ENTERPRISE : AP-MNT-D AP mount bracket individual D	1	\$27.15	\$27.15

Sub Total: \$10,034.15

Siklu & NPRM

Part #	Description	Qty	Sell Price	Sell Extended
EH-614TX-ODU-PoE	Siklu EtherHaul Hundred 614TX Wireless bridge - GigE	2	\$1,198.00	\$2,396.00
EH-UPG-500-1000	EH-600TX License Key for Capacity Upgrade from 500Mbps to 1000Mbps	2	\$277.00	\$554.00
SIK-SR-ELT-3Y-T	SikluCare ELT support plan 3 year plan	2	\$264.00	\$528.00
SIK-AX-IN-60WACPOEUS	PoE Injector 60W E.L. VI 100-240 AC source US AC cable	2	\$92.00	\$184.00
AX-SRG-10G-OD	10 GBE ETHERNET/POE SURGE PROTECTOR (OUTDOOR)	4	\$128.00	\$512.00

251256	Non-Penetrating roof mount, 60in x 1.25" OD	1	\$216.00	\$216.00
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Sub Total: \$4,390.00

Licensing Contact
Name:
Email:
Phone:

Subtotal	\$14,424.15
Tax	
Shipping	\$721.21
Total:	\$15,145.36

Pricing is valid through **12-21-2023**.

Pricing does not include any applicable Federal, State, and local Taxes, surcharges, fees or transportation costs. These will be added at time of invoice. Please see official terms and conditions for more detail.

Unless otherwise approved by Netrix in writing or by executing this Quote, this Quote, including pricing, shall be invalid if not fully executed by Client on or before the date for pricing validity set forth in this Quote.

Quote subject to Netrix Quote Terms & Conditions available at <https://netrixglobal.com/contracts/>.

Approved By: _____

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