



MORSECOM

Project Proposal

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EXECUTIVE SUMMARY

Objective

Provide flexible training credits for City of Ocala to be used within one fiscal year.

Goals

Proactive engineering resource and training for Ocala FiberNet Network.

Solution

Two week training engagement cycle on site to be used throughout the Fiscal year budget. Credits must be used within 12 months from date of purchase. Credits may be carried over with agreement by both parties.

Project Outline

Individual engagements will include customer syllabus to define the two week engagement. Training may be done in lab environment and on production network for advancing the network goals of City of Ocala. Training may cover but is not limited to:

- Architecture design
- Consulting on ALE Solutions
- Network/solution deployment assistance
- Project management
- Configuration audit
- Solution migration

To execute the Service in the most efficient and professional way, the following actions remain under the Customer's responsibility:

- Define a clear mutually agreed upon scope of the work prior to the ALE engagement onsite or remotely
- Assign the appropriate available skilled personnel to interface with the ALE PSE in accordance with the nature and complexity of the solution concerned and provide a list of persons authorized to call the ALE PSE within its organization
- Assign a unique contact that will be the interface to the ALE PSE
- Provide the technical elements requested by the ALE PSE

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- Facilitate access to equipment and locations, and provide the accompaniment on-site
 - Guarantee the security of all equipment that ALE might have to install and leave unattended for any given period of time

LIMITS AND EXCLUSIONS

- Post-sales support will be executed through the standard ALE USA Technical Support.
- Pricing assumes all work to be done during normal business hours.
- This quotation does NOT include any hardware, software or licensing.
- Travel and expenses are included in this offer.
- All services not explicitly mentioned in this Scope of Work are excluded from the proposal.
- Cancellation of services within 10 days of scheduled date will result in a 10% cancellation charge.
- Services must be scheduled within ALE USA accepted travel guidelines. Services must be scheduled with 15 business days notice or there will be a 10% expedite fee added to the project.
- If ALE USA experiences delays due the customer, there may be additional costs associated with those delays.

BUDGET

Non-Recurring Costs

Services to plan, configure, deploy and test the environment.

| Description | Quantity | Unit Price | Cost |
|---|----------|-------------|-------------|
| 60 day Training services on ALE Data Products | 1 | \$88,596.00 | \$88,596.00 |
| | | | |
| Total NRC | | | \$88,596.00 |

SIGNATURES

By signing you are in agreement to the proposed Costs and Project Outline.

This allows MORSECOM to proceeding scheduling resources to begin the project.

Signature:

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Full Name:

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Company Name:

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Date:

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ABOUT MORSECOM

Everyone & Everything Connected

MORSECOM, a Woman Owned Business Entity (WBE), is a 24+ year old technology solutions' company headquartered in Melbourne, Florida. MORSECOM was founded in 1994 by Mike and Annette Costello primarily as a cable infrastructure company. As the company grew, we expanded into communications technologies including: voice, data networking, peripheral applications, and security. Today, MORSECOM is a full-service integrator assisting clients from desktop to datacenter providing solutions from cloud to ground. With growth in both our portfolio and customer base we quickly expanded into other regions of the United States. We currently serve customers in 38 states and 6 countries worldwide.



With the expansion of our portfolio and national footprint, Morse has maintained its core values of integrity, expertise and commitment to our customer base. Also, the company's financial performance has remained very strong and growing. This strong financial performance gives our customers a sense of security in knowing that we will be there to service and support the solutions we provide for years to come.

MORSECOM has a strong heritage of service, both personally and professionally. This is translated to our customers through a commitment to excellence. MORSECOM has gained the highest levels of certification within our portfolio.

Today, MORSECOM has over 75 employees with nearly 80% of those holding technical certifications.

LEGAL

www.morsecom.com/support

All MORSECOM agreements are governed by the standard terms and conditions on our website and are incorporated by reference into this document. Online terms and conditions are subject to change and the terms and conditions in effect at the time of each new order shall be those on the website at the time of such order.