



# MORSECOM

## 5-year 71 Switch Maintenance Support

Prepared for: Kenneth Jamerson, Will Hughes  
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November 14, 2024  
Pricing is valid for 30 days



**MORSECOM**  
Everyone & Everything Connected

395 East Drive, Melbourne, FL 32904 | 321.259.8469-Direct | 888.MORSECO | 321.255.0198-Fax  
[www.morsecom.com](http://www.morsecom.com)

## EXECUTIVE SUMMARY

### Objective

A 5-year data maintenance agreement has been produced to service the 71 switches as requested by OFN. To address the approaching end-of-support dates for several switches, adjustments were made to extend support throughout the entire term, along with specifying end-of-support dates. Otherwise, the full 60-month purchase cost was provided. The terms of this agreement are outlined accordingly.

The contract agreement includes ongoing maintenance of the switches, which covers diagnosing issues and conducting repairs as needed to keep the equipment functioning properly.

If a switch or a part of a switch fails, MORSECOM may provide replacement parts. While there is no guarantee for parts of discontinued models, the contract offers a best-effort approach to finding and installing replacement components, prioritizing network stability.

For switches that can continue to be supported, OFN has the assurance that their network will remain covered for the full 60 months. This reduces the need for immediate capital investment in new equipment and allows them to plan upgrades over a longer period.

## BUDGET

### Non-Recurring Costs

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

Description	Products	List Price	Months	Qty	Ocala
5 years End Customer Support Software for one OS6465 Includes 24x7 access to technical assistance, software updates and upgrades. Please see Network Essentials document on MyPortal.	SW5N-OS6465	\$259.00	60	25	\$5,899.44
5 years End Customer Support Software for one OS6860 Includes 24x7 access to technical assistance, software updates and upgrades. Please see Network Essentials document on MyPortal.	SW5N-OS6860	\$729.00	60	7	\$4,649.40
5 years End Customer Support Software for one OS6865 Includes 24x7 access to technical assistance, software updates and upgrades. Please see Network Essentials document on MyPortal.	SW5N-OS6865	\$947.00	60	3	\$2,588.47
2 years End Customer Support Software for one OS6860 Includes 24x7 access to technical assistance, software updates and upgrades. Please see Network Essentials document on MyPortal.	SW2N-OS6860- OS6860 -U28 end of support date 2/6/27	\$323.00	27	13	\$4,303.98
2 years End Customer Support Plus for one OS6900 Includes 24x7 access to technical assistance, software updates and upgrades. Includes advanced replacement of faulty equipment. Please see Network Essentials document on MyPortal.	SP2N-OS6900 -OS6860 -X72 end of support date 2/29/27	\$2,441.00	32	3	\$8,896.09
2 years End Customer Support Software for one OS6900 Includes 24x7 access to technical assistance, software updates and upgrades. Please see Network Essentials document on MyPortal.	SW2N-OS6900 - OS6860 -X72 end of support date 2/6/27	\$885.00	32	20	\$21,502.22
<b>Total</b>					<b>\$47,839.60</b>



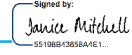
\*Cost does not include applicable taxes, regulatory fees, or shipping charges.

Payment Schedule:

Over \$50,000  
100% due at signing

**SIGNATURES**

By signing ~~the above~~, you agree to the proposed Costs and Project Outline. This allows MORSECOM to proceed with scheduling resources to begin the project.

Signature:  \_\_\_\_\_  
 Janice Mitchell


Print Name: \_\_\_\_\_  
 City of Ocala

Company Name: \_\_\_\_\_  
 11/22/2024

Date : \_\_\_\_\_

PO Number:

Approved as to form and legality:

 \_\_\_\_\_  
 William E. Sexton, Esq.  
 City Attorney



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## ABOUT MORSECOM

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MORSECOM is a Certified Woman & Veteran Owned Business Enterprise (WBE). Our company's management team is comprised of high-level, Industry-recognized experts who truly understand the business and technical requirements of our clients. We serve all major verticals including SLED, Retail, Healthcare, Financial, Manufacturing, and more. We have received awards for our experience and delivery of contact center solutions that truly focus on enhancing the the City of Ocala's experience.

MORSECOM is an industry pioneer in the Cable Infrastructure space, having entered the market almost 30 years ago. Founded by Annette & Mike Costello, MORSECOM has transformed from its early beginnings to become a market leader in technology solutions and as the managed services provider for North America. Serving 38 states and 6 countries worldwide, we have an expansive portfolio with an international footprint always allowing for Best-in-Class Service. MORSECOM has over 100 employees with nearly 80% of those holding technical certifications.

We offer value-based client solutions by effectively integrating business and technology. Our portfolio includes cutting-edge voice, data networking, peripheral applications, and security solutions. We are the full-service integrator assisting clients from the desktop to the data center providing world-class solutions.



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## ADDITIONAL MORSECOM SERVICES & SOLUTIONS

### Networking and Unified Communications

#### Desktop Support:

- Desktop, Laptop, and Mobile Device Support
- Total Email Protection (Malware and Backup)
- Email Migration
- Microsoft 365
- Virtual Desktop Infrastructure

#### Cloud Services:

- Public/Private/Hybrid Cloud Services
- Business Continuity & Disaster Recovery
- IaaS - Infrastructure as a Service
- SaaS - Software as a Service

#### Data Architecture:

- Network Design, Support and Maintenance
- LAN - Local Area Networks
- WLAN - Wireless Local Area Networks
- SDWAN - Software Defined Wide Area Network
- IoT - Internet of Things
- Network Security (SEIM, SOAR, SASE)

#### Unified Communication:

- UCaaS/CCaaS
- Enhanced E911
- Direct Routing (Teams Integration)
- SIP Trunking
- Omni Channel (Voice, SMS, Social, Chat)
- Application Integration (CRM, ERP)

### Structured Cabling Services

Data Center

Fiber Optic Cabling

Coax Cabling

Cabling Services



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## ADDITIONAL MORSECOM SERVICES & SOLUTIONS (CONT'D)

### Perimeter Security Services-UL 2050 Certified

#### Access Control:

- Premise-Based System: Onsite/Local Server
- Cloud Based/ Web Server System
- Badging and Visitor Management Systems
- Remote System Management
- Service and Maintenance of New and Existing Systems
- Multiple Reader & Credentials Options: Bluetooth, Biometric, Prox, Iclass, Desfire, & Myfare

#### Intrusion Systems:

- UL2050 CRZH National Industrial Security Systems
- Commercial, Industrial
- Full UL and Non-UL Monitoring
- Inspection and Certification of Existing Systems
- Installation and Maintenance of New and Existing Systems
- IP/ Network, Cellular and Radio Monitoring
- Complete System Integration

#### Security Monitoring:

- UL2050 CRZH Monitoring
- Commercial Monitoring
- Supervised and Non-Supervised Open and Closing
- 24 Hour Notification
- Daily, Weekly, and Monthly Testing
- The City of Ocala Apps for Notification and Testing

#### Video Surveillance:

- Premise-Based System: Onsite/ Local Servers and Storage
- Cloud Based System: Offsite Server and Storage
- Remote Managed Systems
- Storage solutions for Cloud and Premises platforms
- Local and Remote viewing
- Service and Maintenance of New and Existing Systems
- Video Management Systems
- License Plate Recognition (LPR)
- Analytics for Security and Safety
- Video Surveillance Infrastructure

*EVERYONE & EVERYTHING CONNECTED*



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## Certificate Of Completion

Envelope Id: 76C8FD1C-6495-4B01-BBD1-855DB2C91ADA	Status: Completed
Subject: SIGNATURE: OFN 5-Year 71 Switch Maintenance Support - Morse Communications, Inc. (OFN/240581)	
Source Envelope:	
Document Pages: 6	Signatures: 2
Certificate Pages: 5	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	April Adolf
Time Zone: (UTC-05:00) Eastern Time (US & Canada)	110 SE Watula Avenue
	City Hall, Third Floor
	Ocala, FL 34471
	aadolof@ocalafl.gov
	IP Address: 216.255.240.104

## Record Tracking

Status: Original	Holder: April Adolf	Location: DocuSign
11/19/2024 3:11:37 PM	aadolof@ocalafl.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: City of Ocala - Procurement & Contracting	Location: DocuSign

## Signer Events

William E. Sexton, Esq.  
 wsexton@ocalafl.org  
 City Attorney  
 City of Ocala  
 Security Level: Email, Account Authentication (None)

## Signature

Signed by:  
  
 B07DCFC4E88E429...  
 Signature Adoption: Pre-selected Style  
 Using IP Address: 216.255.240.104

## Timestamp

Sent: 11/19/2024 3:31:48 PM  
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 Signed: 11/20/2024 10:28:58 AM

## Electronic Record and Signature Disclosure:

Not Offered via DocuSign

Janice Mitchell  
 jmitchell@ocalafl.org  
 CFO  
 City of Ocala  
 Security Level: Email, Account Authentication (None)

Signed by:  
  
 55198B43858A4E1...  
 Signature Adoption: Pre-selected Style  
 Using IP Address: 216.255.240.104

Sent: 11/20/2024 10:29:00 AM  
 Resent: 11/22/2024 11:53:59 AM  
 Viewed: 11/22/2024 11:57:27 AM  
 Signed: 11/22/2024 11:58:10 AM

## Electronic Record and Signature Disclosure:

Accepted: 11/22/2024 11:57:27 AM  
 ID: e99a6160-b6e1-436b-a85f-a0479aaa7e3f

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps

<b>Envelope Summary Events</b>	<b>Status</b>	<b>Timestamps</b>
Envelope Sent	Hashed/Encrypted	11/19/2024 3:31:49 PM
Certified Delivered	Security Checked	11/22/2024 11:57:27 AM
Signing Complete	Security Checked	11/22/2024 11:58:10 AM
Completed	Security Checked	11/22/2024 11:58:10 AM

<b>Payment Events</b>	<b>Status</b>	<b>Timestamps</b>
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**Electronic Record and Signature Disclosure**



## **ELECTRONIC RECORD AND SIGNATURE DISCLOSURE**

From time to time, City of Ocala - Procurement & Contracting (we, us or Company) may be required by law to provide to you certain written notices or disclosures. Described below are the terms and conditions for providing to you such notices and disclosures electronically through the DocuSign system. Please read the information below carefully and thoroughly, and if you can access this information electronically to your satisfaction and agree to this Electronic Record and Signature Disclosure (ERSD), please confirm your agreement by selecting the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

### **Getting paper copies**

At any time, you may request from us a paper copy of any record provided or made available electronically to you by us. You will have the ability to download and print documents we send to you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a limited period of time (usually 30 days) after such documents are first sent to you. After such time, if you wish for us to send you paper copies of any such documents from our office to you, you will be charged a \$0.00 per-page fee. You may request delivery of such paper copies from us by following the procedure described below.

### **Withdrawing your consent**

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

### **Consequences of changing your mind**

If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

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Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures electronically from us.

### **How to contact City of Ocala - Procurement & Contracting:**

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by email send messages to: [contracts@ocalafl.org](mailto:contracts@ocalafl.org)

### **To advise City of Ocala - Procurement & Contracting of your new email address**

To let us know of a change in your email address where we should send notices and disclosures electronically to you, you must send an email message to us at [contracts@ocalafl.org](mailto:contracts@ocalafl.org) and in the body of such request you must state: your previous email address, your new email address. We do not require any other information from you to change your email address.

If you created a DocuSign account, you may update it with your new email address through your account preferences.

### **To request paper copies from City of Ocala - Procurement & Contracting**

To request delivery from us of paper copies of the notices and disclosures previously provided by us to you electronically, you must send us an email to [contracts@ocalafl.org](mailto:contracts@ocalafl.org) and in the body of such request you must state your email address, full name, mailing address, and telephone number. We will bill you for any fees at that time, if any.

### **To withdraw your consent with City of Ocala - Procurement & Contracting**

To inform us that you no longer wish to receive future notices and disclosures in electronic format you may:

- i. decline to sign a document from within your signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may;
- ii. send us an email to [contracts@ocalafl.org](mailto:contracts@ocalafl.org) and in the body of such request you must state your email, full name, mailing address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

### **Required hardware and software**

The minimum system requirements for using the DocuSign system may change over time. The current system requirements are found here: <https://support.docusign.com/guides/signer-guide-signing-system-requirements>.

### **Acknowledging your access and consent to receive and sign documents electronically**

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please confirm that you have read this ERSD, and (i) that you are able to print on paper or electronically save this ERSD for your future reference and access; or (ii) that you are able to email this ERSD to an email address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format as described herein, then select the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

By selecting the check-box next to 'I agree to use electronic records and signatures', you confirm that:

- You can access and read this Electronic Record and Signature Disclosure; and
- You can print on paper this Electronic Record and Signature Disclosure, or save or send this Electronic Record and Disclosure to a location where you can print it, for future reference and access; and
- Until or unless you notify City of Ocala - Procurement & Contracting as described above, you consent to receive exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by City of Ocala - Procurement & Contracting during the course of your relationship with City of Ocala - Procurement & Contracting.