Advanced Network Management, Inc
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Los Alamos Public Schools
C/O LAC Warehouse West101 Camino Entrada Bldg 3
Los Alamos, NM 87544
NM State Wide Purchasing Agreement: NM 60-00000-25-00021AB
Scott Newman
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Quote #: QT-000119929

LAPS - Network remediation and EOL refresh

August 06, 2026

Part Number	Description	Start Date	End Date	Term(M)	Qty	List Price	Extended LP	Discount%	Price	Extended Price
N9K-C93180YC-FX3	**Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec,SyncE**				2	$ 41,677.10	$ 83,354.20	42.00%	$ 24,172.72	$ 48,345.44
CON-SNT-N9KC93X3	SNTC-8X5XNBD Nexus 9300 48p 1/10/25G, 6p 40/100G, MAC			36	2	$ 5,601.00	$ 11,202.00	18.00%	$ 4,592.82	$ 9,185.64
NXK-AF-PE	Dummy PID for Airflow Selection Port-side Exhaust				2	$ -	$ -	-	$ -	$ -
MODE-NXOS	Mode selection between ACI and NXOS				2	$ -	$ -	-	$ -	$ -
NXOS-CS-10.6.2F	Nexus 9300, 9500, 9800 NX-OS SW 10.6.2 (64bit) Cisco Silicon				2	$ -	$ -	-	$ -	$ -
NXK-ACC-KIT-1RU	Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal				2	$ -	$ -	-	$ -	$ -
NXA-FAN-35CFM-PE	Nexus Fan, 35CFM, port side exhaust airflow				8	$ -	$ -	-	$ -	$ -
NXK-MEM-16GB	Additional memory of 16GB for Nexus Switches				2	$ 3,489.34	$ 6,978.68	42.00%	$ 2,023.82	$ 4,047.64
NXA-PAC-650W-PE	Nexus NEBs AC 650W PSU - Port Side Exhaust				4	$ -	$ -	-	$ -	$ -
CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America				4	$ -	$ -	-	$ -	$ -
NXOS-SLP-INFO-9K	Info PID for Smart Licensing using Policy for N9K				2	$ -	$ -	-	$ -	$ -
DCN-OTHER	Select if this product will NOT be used for AI Applications				2	$ -	$ -	-	$ -	$ -
C1A1TN9300XF-3Y	DCN Advantage Term N9300 XF, 3Y			36	2	$ 25,581.24	$ 51,162.48	42.00%	$ 14,837.12	$ 29,674.24
SW-OTHER	Select if this product will NOT be used for AI Applications			36	2	$ -	$ -	-	$ -	$ -
SVS-B-N9K-ADV-XF	EMBEDDED SOLN SUPPORT SWSS FOR NEXUS 9K			36	2	$ -	$ -	-	$ -	$ -

ANM Professional Services

Part number	Description	Qty	Price	Extended Price
PS	Professional Services Per Attached SOW	1	$ 335,004.76	$ 335,004.76

Sub-Total	**$ 426,257.72**
Estimated Taxes	**$ 28,740.84**
Shipping Costs	**$ -**
Grand Total	**$ 454,998.56**

ANM will honor the prices in this quote for 30 days subject to increases, if any, imposed during that period by third party suppliers. Original Equipment Manufacturer (OEM) products, software and services are non-cancelable and non-returnable, unless approved by the OEM.

This quote is governed by the terms and conditions of the following contract: NM 60-00000-25-00021AB.
All software and/or hardware is subject to manufacturer terms and conditions.

Subscription fees are non-refundable and payment obligations are non-cancelable and non-negotiable, except in the event of insufficient appropriations made available by federal and/or state legislature, or as otherwise prohibited by court order or law.

All prices subject to change without notice. Supply subject to availability.
Taxes and Shipping costs are estimates and Customer agrees to pay the actual tax and shipping costs due as listed on the applicable invoice. Customer agrees to supplement their PO issued to ANM if necessary to authorize payment of actual invoiced taxes and shipping cost. NTTC required for non-taxable sales.
Amounts shown for Consumption-based products and services are estimates only, and Customer agrees to pay for invoiced amounts based on actual consumption.
Customer agrees to supplement their PO issued to ANM as necessary to authorize payment of actual consumption-based costs.
Expedited shipping is subject to an additional charge.
All software and/or hardware is subject to manufacturer terms and conditions.
Credit card payments will be subject to a 3% surcharge, which is not greater than our total cost of accepting credit cards and is not applied to debit card payments.
Purchase Orders should be issued to:
Advanced Network Management, Address: 4001 Jefferson Plaza NE Albuquerque, NM 87109
NM Vendor ID # **0000051498** | | NM Tax ID # CRS: **02-2617770-09**
Federal Tax ID # **85-0427142** | | DUNS # **83-909-5247**
Credit: Net 30 Days (all credit terms subject to prior ANM credit approval)

Customer Signature _____ Date _____

Customer Name (Printed) _____ Title _____

Terms and Conditions

These Terms and Conditions ("Agreement") apply to hardware and software (collectively, "Products") and services ("Services") that you ("Customer") purchase from Advanced Network Management, Inc. or its affiliates (collectively, "ANM"). Products that are manufactured by third-party vendors ("Manufacturers") and associated Services provided by such Manufacturers may be subject to additional terms which are available at https://anm.com/eulas-and-product-warranties/ ("Manufacturer's Terms") and incorporated into this Agreement by reference. Customer accepts this Agreement unless it has a separate signed agreement in which case that separate agreement will take precedence with the exception of the Manufacturer's Terms.

1. **ORDERS.** Customer may purchase Products and/or Services from ANM by signing an ANM-provided quote ("Quote"), issuing a purchase order in response to a Quote, or as otherwise agreed by ANM in writing including, without limitation, in a Statement of Work (collectively, "Orders").

2. **TERM.** . If Products or Services are provided on a subscription basis, ANM shall provide them from the initial date and for the period listed in the Order ("Initial Term"). Products or Services subject to a term that exceeds 12-months (e.g. 3-year subscription) ("Multi-Year Subscriptions") are non-cancelable and non-refundable unless Customer is a government entity subject to non-appropriation of funds. ANM reserves discretion to divide the payment for a Multi-Year Subscription into several payments as a convenience for Customer. Following the Initial Term, the Products or Services will automatically renew for a term equivalent in length to the then-expiring term ("Renewal Term") unless notice is provided to ANM at least 30 days prior to the end of the current term. Any Customer that is a government entity subject to non-appropriation of funds may terminate Products or Services that are subject to a Renewal Term by providing ANM notice at any time prior to the start of the Renewal Term.

3. **PRICE.** Prices provided on a Quote are subject to change without notice. Applicable taxes will be added to all prices unless a proper tax exemption certificate is provided to ANM at the time an Order is placed.

4. **PAYMENT.** Payment is due 30 days from invoice date unless ANM expressly agrees otherwise in writing. A service charge of 1.5% per month may be added to all past due balances until collected. Customer agrees to pay to ANM all costs and expenses incurred by ANM with respect to recovering any undisputed amount owed to it under this Agreement including, but not limited to, reasonable attorneys' fees and costs.

5. **SHIPPING.** ANM has sole discretion in selecting a carrier for orders. If Customer requests expedited shipping, then it agrees that ANM is authorized to upgrade the shipping and may bill Customer for all additional shipping charges. Risk of loss or damage to Products will pass upon ANM's surrender of the Products to the transportation provider (F.O.B. Shipping Point). ANM is not liable for any delays in delivery or for partial or early deliveries. Transportation charges will be in accordance with ANM's shipping policy at the time of shipment. Claims for Product damage or loss in transit on shipments made by a common carrier must be made by the Customer to the common carrier and in accordance with the terms of the common carrier. For deliveries made by ANM personnel, claims for shortages or damages to Products must be made to ANM within five (5) days of the delivery date. If Customer fails to notify ANM within the five (5) day period, the Products will be deemed accepted.

6. **PRODUCT RETURNS;** Products are non-returnable and the prices and fees associated therewith will be non-refundable except as permitted in this Section. Customer may return erroneously shipped Products or Products that the Manufacturer authorizes for return through its Return Merchandise Authorization process ("RMA"). Products damaged after shipment may not be returned. Customer is responsible for complying with all Manufacturer return requirements and Customer agrees that any return may be subject to an ANM restocking fee plus shipping costs which it authorizes ANM to offset against any amounts to be credited to Customer's ANM account. If Customer has not yet paid for the Product(s), ANM may invoice Customer for the restocking fee.

7. **SECURITY INTEREST.** Customer agrees that ANM shall have a purchase money security interest in all Products supplied to Customer by ANM under this Agreement until all payments due ANM for said Products are paid in full. ANM shall have the right to file in any state or local jurisdiction such financing statements as ANM deems necessary to perfect its purchase money security interest hereunder. Upon request by ANM, Customer hereby agrees to execute all documents necessary to secure ANM's purchase money security interest. Customer also agrees that this Agreement may be filed by ANM in any state or local jurisdiction as a financing statement (or as other evidence of ANM's purchase money security interest).

8. **WARRANTIES.** . Customer represents and warrants that: (a) employees and agents placing orders on its behalf are duly authorized to commit Customer; (b) it will comply with the applicable Manufacturer's Terms; and (c) it will comply with applicable laws and regulations (including those pertaining to export control) related to its receipt and use of the Products and Services. Product warranties and warranties for Services performed by the Manufacturer (if any) are provided by the Manufacturer. To the extent authorized, ANM shall pass through to Customer any transferable warranties and indemnifications with respect to Products and Services performed by Manufacturers, which shall be Customer's sole and exclusive remedy relating to such Products and Services. With respect to Services performed by ANM, such Services shall be performed in a diligent, professional and workmanlike manner conforming to the requirements of the applicable Order. WITH THE EXCEPTION OF THE FOREGOING, ANM DISCLAIMS ANY AND ALL WARRANTIES, WHETHER EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTIES OF MERCHANTABILITY, TITLE, FITNESS FOR A PARTICULAR PURPOSE, AND NON-INFRINGEMENT.

9. **INDEMNIFICATION.** Unless prohibited by law, Customer will indemnify, hold harmless, and defend ANM and its affiliates, its officers, directors, employees, successors, and assigns from and against any and all damages, costs, and expenses (including reasonable attorneys' fees, expenses, and costs) incurred in connection with any third party claims, demands, suits, or proceedings relating to this Agreement.

10. **LIMITATION OF LIABILITY.** TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW AND REGARDLESS OF WHETHER ANY REMEDY FAILS OF ITS ESSENTIAL PURPOSE AND REGARDLESS OF WHAT CAUSE OF ACTION (INCLUDING NEGLIGENCE) OR CLAIM FOR RELIEF IS ASSERTED: (A) IN NO EVENT WILL EITHER PARTY OR ITS OFFICERS, DIRECTORS, EMPLOYEES, SUCCESSORS, ASSIGNS, OR AFFILIATES BE LIABLE TO THE OTHER PARTY OR ANY OTHER PERSON FOR ANY INDIRECT, INCIDENTAL, CONSEQUENTIAL, PUNITIVE, OR OTHER SPECIAL DAMAGES; (B) THE ONLY LIABILITY ANM WILL HAVE WITH RESPECT TO PRODUCTS PROVIDED UNDER THIS AGREEMENT AND SERVICES PERFORMED BY MANUFACTURERS WILL BE THE PRODUCT RETURN RIGHTS DESCRIBED HEREIN; AND (C) THE MAXIMUM LIABILITY OF ANM WITH RESPECT TO SERVICES PERFORMED BY ANM SHALL BE LIMITED TO THE AMOUNT OF FEES PAID BY CUSTOMER TO ANM FOR SUCH SERVICES DURING THE TWELVE (12) MONTHS PRIOR TO THE FIRST EVENT OR OCCURRENCE GIVING RISE TO THE CLAIM.

11. **DISPUTES.** The enforcement and interpretation of, and all claims or disputes arising out of or related to this Agreement shall be governed by the procedural and substantive laws of the State of New Mexico, including its statute of limitations, without regard to conflict of laws principles that would cause the application of another jurisdiction's laws to apply. If a dispute arises out of or relates to this Agreement, or the performance or breach thereof, the parties agree first to try in good faith to settle the dispute by negotiation before proceeding to litigation.

12. **NOTICES.** Any notice, demand, or request required or permitted to be given under this Agreement must be in writing and sent to the parties at the addresses set forth below via hand delivery, overnight courier, or certified or registered U.S. mail. Notices are effective upon receipt. Customer notices shall be sent to the most recent billing address on file with ANM. ANM notices shall be sent to: Advanced Network Management, Inc., ATTN: In-House Counsel, 304 Inverness Way S, Suite 400, Englewood, CO 80112.

13. **SEVERABILITY.** Any provision in this Agreement that is held by a court of competent jurisdiction to be unenforceable shall be modified by said court and interpreted to best accomplish the original provision to the fullest extent permitted by law. The remaining provisions of this Agreement shall remain in effect.

14. **ENTIRE AGREEMENT.** This Agreement, together with any Order, constitutes the entire agreement, and supersedes any and all prior agreements between the parties with regard to the subject matter hereof. Issuance of a purchase order responsive to a Quote shall constitute an agreement to this Agreement. Any boilerplate terms included on any such purchase order are expressly rejected and are not part of this Agreement unless prohibited by law.

STATEMENT OF WORK

Network Optimizations, Hardware Refresh, & Wireless Surveys



PREPARED FOR	**Los Alamos Public Schools**
ISSUED	August 04, 2026
VERSION	v1.0

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1. Engagement

1.1 Executive Summary

ANM is delivering a network stability and optimization engagement for Los Alamos Public Schools across 10 district sites, addressing the configuration defects identified during ANM's prior assessment that are degrading network performance today. The immediate priority is returning the existing estate to a stable, consistent operating standard: RSTP topology remediation, SSID consolidation from 15 to 4-5 role-based networks, and alignment of NTP, 802.1Q QoS, PoE, logging, and security hardening across all in-scope devices.

In parallel, ANM conducts an Ekahau passive wireless survey across all 10 sites to document current coverage and identify gaps, which inform per-site access point configuration during the refresh. A subsequent hardware refresh, replacing end-of-life infrastructure with 51 Cisco Catalyst 9200L access switches, 2 Cisco Nexus N9K-C93180YC-FX3 core/aggregation switches, and 145 Cisco Meraki MR57 access points, is scheduled at LAPS's direction once the network is stable.

1.2 Solution Overview

Current environment. The district operates a mixed access and core environment spanning 10 sites, with access-layer switching running Cisco IOS and a legacy Ruckus configuration set that requires translation to IOS. The core and aggregation tier runs on Cisco Nexus hardware under NX-OS. Wireless is presented today across 15 SSIDs on Meraki APs. The assessment surfaced several stability issues, including APB logging floods that exhausted the log buffer, along with inconsistent Rapid Spanning Tree Protocol (RSTP), NTP, and 802.1Q QoS / Traffic Marking behavior and PoE power handling across the switching estate.

Target end state. The end-state design consolidates wireless from 15 SSIDs to 4-5 role-based networks with corrected encryption. In parallel, an Ekahau passive survey documents current wireless coverage across all 10 sites and identifies coverage gaps, which inform per-site access point configuration during the hardware refresh and are otherwise provided as recommendations for future consideration. The access layer is standardized on Catalyst C9200L-24P-4G and C9200L-48P-4G access switches under a single Cisco IOS configuration model, replacing the Ruckus-based access gear through configuration translation. The core and aggregation tier is refreshed onto Nexus N9K-C93180YC-FX3 switches running the Cisco recommended code version current at time of deployment, cut over in phases with verified rollback configurations at each step. Wireless access is delivered by Meraki MR57 access points managed through the Cisco Meraki Dashboard. Configuration remediation aligns RSTP, NTP, QoS, PoE power caps, and security hardening across the estate. The design is shaped around phased, reversible cutovers so each site can be validated before proceeding, holding operational risk down while the environment is brought to a consistent standard.

- Ekahau passive wireless survey with coverage-gap recommendations across the 10 sites
- SSID consolidation to 4-5 role-based networks with corrected wireless encryption
- Access-layer refresh on Catalyst C9200L-24P-4G / C9200L-48P-4G, with Ruckus-to-IOS translation
- Nexus N9K-C93180YC-FX3 core/aggregation refresh running the Cisco recommended code version current at time of deployment with phased rollback procedures
- Meraki MR57 wireless managed via the Cisco Meraki Dashboard
- Configuration remediation: RSTP, NTP, 802.1Q QoS, PoE power caps, security hardening, and APB logging/log-buffer restoration

2. Approach

ANM delivers the engagement as two workstreams. Workstream 1 - Network Stabilization and Wireless Survey - begins immediately and comprises Phases 1, 2, and 3, concluding with Workstream 1 acceptance. Workstream 2 - Hardware Refresh and Migration - comprises Phases 4 and 5 and is scheduled at LAPS's direction; it does not gate completion or acceptance of Workstream 1. Phase 3 (Wireless Survey) runs in parallel with Phase 2. Phases within each workstream are sequential; the workstreams are not sequential with respect to each other.

Phase 1: Planning & Discovery

Discovery establishes the current-state baseline before any configuration change is planned. ANM captures running configurations from the in-scope devices, then builds a site-by-site change and sequencing plan with the customer technical lead.

TASKS

- Conduct project kickoff and confirm scope, contacts, and change-window constraints with the customer technical lead.
- Capture running configurations from Cisco IOS access switches, Ruckus, and the Nexus core/aggregation pair across the in-scope devices.
- Document the current-state inventory and dependencies observed in the captured configurations.
- Develop a site-by-site change and sequencing plan for the sites.
- Complete site readiness verification and confirm pre-installation prerequisites with the customer.
- Develop the target-state design document covering VLAN and IP structure, RSTP topology and root placement, QoS marking policy, NTP hierarchy, SSID and role-segmentation design, and the standard switch configuration template
- Produce the implementation plan and project plan, including per-site cutover sequence and change-window requirements.

DELIVERABLES

- Configuration Inventory (IOS, Ruckus, and Nexus running configs with site-by-site change and cutover sequencing plan)
- Project Plan
- Design Document
- Implementation Plan

Phase 2: Network Stability & Optimization

Configuration-only remediation stabilizes the sites across spanning-tree, PoE, SSID, QoS, time synchronization, and logging behavior. ANM applies changes against the running configuration on the in-scope devices, with the customer confirming change-window constraints before each cutover.

Phase 2 stabilizes the existing estate in place, independent of the hardware refresh. The configuration standard developed here, RSTP topology, NTP hierarchy, 802.1Q QoS marking, PoE policy, logging, and security hardening, becomes the baseline configuration applied to replacement hardware during the refresh.

TASKS

- Remediate Rapid Spanning Tree Protocol topology and PoE controls on the in-scope devices per validated change windows.
- Consolidate SSIDs and apply role segmentation across the Cisco Meraki Dashboard.
- Realign 802.1Q QoS marking and NTP sources for consistent time and traffic treatment.
- Apply security hardening and correct logging configuration across the in-scope devices.
- Validate post-change state against the running configuration and confirm results with the customer technical lead.

DELIVERABLES

- Stabilization As-Built Record (post-remediation running configurations and the standard configuration template as applied across the in-scope devices).

Phase 3: Wireless Survey

Wireless coverage across the district is measured against Cisco's wireless design guidelines. ANM conducts a passive walkthrough at the sites using the Ekahau Sidekick during business hours, then documents observed coverage and gaps.

Survey findings are applied within this engagement solely as access point configuration optimization during the hardware migration, comprising per-site RF profile definition: channel plan, channel width, transmit power range, band steering, minimum bitrate, and client balancing.

TASKS

- Import current floor plans and confirm survey boundaries for each site with the customer.
- Conduct a passive walkthrough using the Ekahau Sidekick during business hours.
- Record mounting height and access constraints for existing access point locations that are out of reach of a 6' ladder during the survey walkthrough.
- Capture signal strength, coverage, and co-channel interference readings across surveyed areas.
- Document coverage results and produce gap recommendations for the surveyed sites.

DELIVERABLES

- Ekahau Passive Survey Report with ANM Coverage Gap Recommendations

Phase 4: Hardware Refresh & Migration

Physical installation and staged cutover of in-scope switching, wireless, and data center hardware proceeds site by site. ANM verifies each cutover against per-site procedures; the customer confirms change windows and site access.

TASKS

- Access point deployment at a site does not begin until the wireless survey for that site is complete and the resulting RF profile has been defined.
- Re-validate the design document and configuration inventory against the current estate, and update the per-site cutover plan prior to staging.
- Stage and pre-configure Catalyst C9200L switches, Meraki MR57 APs, and Nexus N9K-C93180YC-FX3 pairs prior to on-site work.
- Define and apply per-site RF profiles derived from survey findings.
- Translate existing IOS and Ruckus configurations to target configs, including RSTP, NTP, and 802.1Q QoS marking.
- Confirm per-site change windows and physical access with the customer technical lead before each cutover.
- Execute phased physical installation and cutover, capturing verified rollback configurations at each site.
- Validate post-cutover connectivity and adopt access points into the Cisco Meraki Dashboard.

DELIVERABLES

- Hardware Refresh Runbook (per-site cutover procedures and verified rollback configs for C9200L, Meraki MR57, and Nexus N9K-C93180YC-FX3 deployments)

Phase 5: Closeout

Formal acceptance closes the engagement once as-built documentation is delivered and reviewed with the customer. ANM confirms the recorded configuration reflects the deployed state before sign-off.

TASKS

- Compile as-built documentation reflecting the deployed configuration across the in-scope devices.
- Include the Ekahau Passive Survey Report in the consolidated closeout package, with ANM coverage gap recommendations.
- Review findings and recorded configuration with the customer technical lead, resolving open documentation items.
- Obtain formal acceptance sign-off from the customer to close the engagement.

DELIVERABLES

- As-built documentation

3. Assumptions & Exclusions

This section defines what falls outside the engagement, the conditions ANM has scoped the work against, and what must be in place before work begins.

Pre-Conditions

- LAPS has designated a single technical point of contact with access to network infrastructure, available during business hours and reachable during scheduled evening and weekend cutover windows for the duration of the engagement.
- Administrative credentials for Cisco Meraki Dashboard, Catalyst switches, Ruckus devices, and Nexus core have been provisioned to ANM staff prior to on-site work.
- Floor plans or site layouts for the 10 in-scope locations (elementary schools, middle school, high school, admin building) have been provided in CAD or PDF format to support wireless survey planning.
- LAPS change-control board has approved a kickoff window and scheduled on-site survey dates across all 10 facilities within a defined timeframe.

Assumptions

- All 51 Catalyst 9200L switches and 145 Meraki MR57 APs are procured by LAPS and on-site before Phase 4 begins.
- LAPS accepts ANM's Nexus N9K-C93180YC-FX3 quote and completes procurement before Phase 4 begins.
- LAPS provides evening or weekend maintenance windows for all disruptive configuration changes and cutovers.
- LAPS provides site access during normal business hours for Ekahau walkthroughs at all 10 sites.
- Existing IOS, Ruckus, and Nexus devices remain operational and accessible for config capture during Planning & Discovery.
- The district domain controller is reachable from all network devices and suitable as primary NTP source.
- Sufficient rack space exists at most sites for parallel build; direct replacement is the accepted fallback where it does not.
- Phase 2 configuration remediation is performed remotely via customer-provided VPN access. Onsite presence during Phase 2 change windows is not included.
- Access point mounting and replacement is priced for locations reachable from a standard six-foot (6') step ladder. For access points mounted above that height, LAPS provides an appropriate elevated work platform and a trained operator during the scheduled window, or makes the units accessible at ground level for ANM to configure and return to LAPS personnel for reinstallation.

Out of Scope

- Guest/BYOD NAC enforcement or identity-based policy beyond SSID role segmentation.
- Hardware replacement (network gear other than scoped devices).
- All other survey findings are provided as recommendations only and are excluded from this engagement, including: additional access points beyond the 145 in scope; relocation of access points from existing mount locations; new or modified structured cabling, cable drops, conduit, pathways, or mounting hardware; electrical work; additional switch ports or switch hardware; antenna changes; post-deployment validation surveys; and any remediation of coverage gaps identified in the survey report.
- Removal, transport, disposal, recycling, or trade-in of decommissioned equipment.
- Erasure of configurations and credentials from decommissioned equipment. LAPS is responsible for sanitizing decommissioned devices prior to disposal or resale.
- Provision, rental, delivery, setup, or operation of scissor lifts, boom lifts, scaffolding, or other elevated work platforms, together with any associated operator certification, fall protection, or facility permitting required to install access points above six-foot (6') ladder reach.

System Access and Resources

Client shall provide ANM with timely access to applicable facilities, systems, applications, networks, equipment, personnel, and other resources reasonably required to perform the Services. Unless otherwise specified in this SOW, Client shall provide ANM with direct remote access to applicable systems through VPN, secure remote access tools, or other mutually agreed access methods.

Documentation and Information

Client shall provide accurate and complete information, documentation, configurations, inventories, credentials, network diagrams, and other materials reasonably necessary for ANM to perform the Services. ANM may rely on information and documentation provided by Client and shall not be responsible for delays, errors, or additional effort resulting from incomplete, inaccurate, or outdated information.

Third-Party Cooperation

Client shall obtain and maintain any required cooperation, access, approvals, licenses, maintenance agreements, subscriptions, vendor support contracts, and knowledge transfer assistance from Client personnel, incumbent providers, OEMs, carriers, cloud providers, and other third parties necessary for ANM to perform the Services.

4. Billing & Invoicing

4.1 Billing

Services for this project will be billed as a fixed fee for the amount provided on the accompanying ANM quote. Services will be invoiced monthly based on the percentage of project completion for the preceding month. Project completion percentage is calculated by the ANM Project Manager and will be reviewed during regular status calls prior to invoicing.

4.2 Expenses

Travel and incidental expenses incurred by ANM in connection with the performance of the Services are included in the fees set forth in this SOW. No additional expenses will be invoiced to Client.

5. Acceptance & Closure

Acceptance occurs at the conclusion of each phase. A phase is complete when its defined objectives are achieved and its associated deliverables have been provided. ANM notifies Los Alamos Public Schools of phase completion and submits the associated deliverables; the customer accepts the phase or returns written comments identifying specific gaps against the scope defined in this document.

Phase acceptance is the basis for progressing to the next phase within the same workstream. Workstream 1 is accepted upon acceptance of the Phase 1, 2, and 3 deliverables. Workstream 1 acceptance is independent of Workstream 2 and does not require Workstream 2 to have commenced.

REVIEW & DEEMED ACCEPTANCE

The review window is fifteen (15) calendar days from delivery. If no written response is received within that window, the deliverable is deemed accepted.
Discovery and stabilization activities proceed concurrently; remediation of identified defects does not require formal acceptance of Planning & Discovery deliverables. The review window applies to deliverable acceptance and does not gate remediation work. The Ekahau Passive Survey Report is accepted upon delivery at the conclusion of Phase 3. A copy is included in the closeout package for completeness; inclusion in that package does not initiate a further review period.

CHANGE CONTROL

Any change to scope, schedule, deliverables, or assumptions stated in this document is handled through a written change order signed by both parties. ANM does not begin work on changed or added scope until the change order is countersigned. Verbal direction does not modify this SoW. The full change control procedure is set forth in Appendix A.

CLOSURE

The engagement closes when the Customer Sign-Off has been accepted. ANM issues a written closure notice summarizing the artifacts delivered. The notice is countersigned by Los Alamos Public Schools, or the engagement is considered closed if no response is received within fifteen (15) calendar days. Follow-on work, including implementation, configuration changes, or validation surveys, requires a new Statement of Work.

This Statement of Work, including Appendix A (Standard Change Control Procedure) and Appendix B (Standard Terms and Conditions), constitutes the entire agreement between ANM and Los Alamos Public Schools for the work described.

FOR CUSTOMER · LOS ALAMOS PUBLIC SCHOOLS

AUTHORIZED SIGNATURE

PRINTED NAME & TITLE

DATE

FOR ANM

AUTHORIZED SIGNATURE

PRINTED NAME & TITLE

DATE

APPENDIX A

Standard Change Control Procedure

This procedure governs how changes to the scope, schedule, deliverables, or assumptions of this Statement of Work are requested, evaluated, and authorized between ANM and Los Alamos Public Schools.

1. **Submitting a change request.** Either party may request a change in writing to the other party's designated project contact. The request should describe the change and the reason for it.

2. **Evaluation.** ANM assesses the requested change and its effect on scope, schedule, deliverables, fees, and assumptions, and provides Los Alamos Public Schools a written change order describing the change and any resulting adjustments.

3. **Authorization.** A change order takes effect only when signed by an authorized representative of both parties. ANM does not begin work on changed or added scope until the change order is countersigned. Verbal direction does not modify this Statement of Work.

4. **Effect on the engagement.** An executed change order is incorporated into and forms part of this Statement of Work. Until a change order is executed, both parties continue to perform under the existing Statement of Work; if the parties cannot agree on a change, the original Statement of Work remains in effect.

5. **Pricing of changes.** Changes are priced on the same basis as the original engagement unless the change order states otherwise. Pricing detail is reflected in the accompanying ANM Quote.

APPENDIX B

Terms and Conditions

This SOW is issued pursuant to the applicable contract, cooperative purchasing agreement, schedule, or other authorized procurement vehicle (the “Procurement Vehicle”) under which Client is authorized to purchase the Services. Execution of this SOW or issuance of a valid purchase order authorizes ANM to proceed with the Services described herein.

This SOW is valid for acceptance for thirty (30) days from the date issued unless otherwise stated herein. The SOW shall remain in effect until the Services are completed or terminated in accordance with its terms. If Services have not commenced within three hundred sixty-five (365) days of the Effective Date, ANM may require execution of a revised SOW reflecting then-current pricing, scope, schedule, and project assumptions before commencing the Services.

APPENDIX C

Definitions

Acronym	Definition
APB	Access Point Buffer
BYOD	Bring Your Own Device
C9200L	Catalyst 9200L
CAD	Computer-Aided Design
IOS	Cisco IOS
LAPS	Los Alamos Public Schools
MR57	Meraki MR57
N9K	Nexus 9000
NAC	Network Access Control
NTP	Network Time Protocol
NX	Nexus
RF	Radio Frequency
RSTP	Rapid Spanning Tree Protocol
SSID	Service Set Identifier
VLAN	Virtual Local Area Network