

#### Broadband Technology Opportunities Program Public Computer Centers Program – Sustainable Adoption Program

Submitted Date: 2/2/2010 10:53:58 AM	Easygrants ID: 87
<b>Funding Opportunity</b> : Broadband Initiatives Program and Broadband Technology Opportunities Program	<b>Applicant Organization:</b> Columbia County Georgia IT
Task: Submit Due Diligence - BTOP	Applicant Name: Mr. Lewis Foster

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Due Diligence Documentation



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Due Diligence Documentation

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#### PLEASE COMPLETE THE TABLE BELOW FOR THE DIFFERENT CATEGORIES OF EQUIPMENT THAT WILL BE REQUIRED FOR COMPLETING THE PROJECT. EACH CATEGORY SHOULD BE BROKEN DOWN TO THE APPROPRIATE LEVEL FOR IDENTIFYING UNIT COST

SERVICE A	REA or COMMON NETWORK FACILITIES:	Eligibility (Yes/No)	Unit Cost	No. of Units	Total Cost	Support of Reasonableness
NETWORK & A	CCESS EQUIPMENT					
	Ĩ					
	Cisco ME3400G-2CS	Yes	\$5,384.70	26	\$140,002	County Contract 38% Discount
	Cisco 3560-24PS	Yes	\$2,352.90	15	\$35,294	County Contract 38% Discount
	Cisco 3560E-24-TD	Yes	\$7,173.40	2	\$14,347	County Contract 38% Discount
	Cisco 3560-8PC-S	Yes	\$864.90	16	\$13,838	County Contract 38% Discount
	Cisco 3750G	Yes	\$4,426.80	6	\$26,561	County Contract 38% Discount
G 411	Cisco 3750V2	Yes	\$5,229.70	4	\$20,919	County Contract 38% Discount
Switching	Cisco 3560V2-48PS	Yes	\$4,026.90	2	\$8,054	County Contract 38% Discount
	Cisco 3560-12PC	Yes	\$1,236.90	4	\$4,948	County Contract 38% Discount
	Cisco 6506E	Yes	\$37,817.50	1	\$37,818	County Contract 38% Discount
	GarrettCom 6K32FC		\$2,440.00	58	\$141,520	County Contract 38% Discount
	Board of Ed – Cisco Network Equip	Yes	\$930,000.00	1	\$930,000	In-kind – part of matching funds
	÷ ÷					· · · · · ·
	Cisco 7206	Yes	\$120,416.40	2	\$240,833	County Contract 38% Discount
Routing	Cisco 7201	Yes	\$16,392.80	2	\$32,786	County Contract 38% Discount
	WCS-PLUS-100	Yes	\$6,134.90	1	\$6,135	County Contract 38% Discount
	10Gig modules VSS	Yes	\$26,691.00	2	\$53,382	County Contract 38% Discount
Transport	10GIG modules Server	Yes	\$14,089.50	2	\$28,179	County Contract 38% Discount
	AP1524PS-A-K9	Yes	\$4,645.66	66	\$306,614	County Contract 38% Discount
	4499 WLAN Controller	Yes	\$21,696.90	2	\$43,394	County Contract 38% Discount
Access						
	1520 Pole Mount Kit	Yes	\$79.98	66	\$5,279	County Contract 38% Discount
Other	1520 Power Injector and Tap	Yes	\$272.35	66	\$17,975	County Contract 38% Discount
	WCS Software UPGR	Yes	\$1,761.31	1	\$1,761	County Contract 38% Discount
omer	GLC-LH-SM Transceivers	Yes	\$616.90	100	\$61,690	County Contract 38% Discount

<b>OUTSIDE PLANT</b>						
	Fiber Cable – installed	Yes	\$53,873	200	\$10,774,500	Per mile cost from Engg Firm
Cables						(includes conduits, ducts, pole
Cubics						attachments, and contingency)
Conduits						Included in per mile cost above
Conduits						
						Included in per mile cost above
Ducts						
						Included in per mile cost above
Poles						
	300' self support towers	Yes	\$397,000	5	\$1,985,000	Per site cost from Engg Firm
Towers						(includes all site work, bldg)
Repeaters						
Other						
SEDVICE ADEA o	r COMMON NETWORK	Eligibility	Unit Cost	No. of		Support of Reasonableness
FACILITIES:	I COMMON NETWORK	(Yes/No)	Unit Cost	Units	Total Cost	Support of Reasonableness
BUILDINGS		(105/100)		Onits	Total Cost	
New						
Construction						
Pre-Fab Huts						
Improvements						
& Renovation						
Other	Electrical Installation	Yes	\$8,000	1	\$8,000	In-kind – part of matching funds
Unier						
CUSTOMER PREN	MISE EQUIPMENT					
Modems						
Set Top Boxes						

1			FROJECT COSTS			
	Fire Stations	Yes	\$5,000	1	\$5,000	Multiple vendor quotes
Inside Wiring	City Buildings	Yes	\$5,000	1	\$5,000	Multiple vendor quotes
	Park Buildings	Yes	\$5,000	1	\$5,000	Multiple vendor quotes
Other						
BILLING SUPPOR	T AND OPERATIONS SUPPORT					
SYSTEMS						
<b>Billing Support</b>	General Bulling Software	Yes	\$10,000	1	<mark>\$10,000</mark> *	In-kind – part of matching funds
Systems						
	Web Site	Yes	\$2,500	1	\$2,500*	In-kind – part of matching funds
<b>Customer Care</b>	Public Training Classes (Lib/Sr Ctr)	Yes	\$300	100	\$30,000*	In-kind – part of matching funds
Systems	City of Grovetown Training	Yes	\$300	50	\$15,000*	In-kind – part of matching funds
bystems	City of Harlem Training	Yes	\$300	50	\$15,000*	In-kind – part of matching funds
	Community Connections	Yes	\$300	50	<mark>\$15,000</mark> *	In-kind – part of matching funds
	Microsoft Office Professional	Yes	\$200	135	<mark>\$27,000*</mark>	In-kind – part of matching funds
	Network Management Software	Yes	\$10,000	1	<mark>\$10,000*</mark>	In-kind – part of matching funds
Other Support	Security Monitoring System	Yes	\$85,000	1	<mark>\$85,000*</mark>	In-kind – part of matching funds
	Personal Health Care Sftwe (MCG)	Yes	\$142,591	1	<mark>\$142,591*</mark>	In-kind – part of matching funds
	INSYNC Traffic Control System	Yes	\$42,520	12	<mark>\$510,240</mark> *	In-kind – part of matching funds
SERVICE AREA o	r COMMON NETWORK	Eligibility	Unit Cost	No. of		Support of Reasonableness
FACILITIES:		(Yes/No)	enit cost	Units	Total Cost	Support of Reasonabioness
<b>OPERATING EQU</b>	IPMENT					
Vehicles						
Office						
Equipment/						
Furniture						
Other						
PROFESSIONAL						
Engineering	Outside Plant / Tower Engineering	Yes	\$538,186	1	\$538,186	Estimated cost from Engg Firm
Design						
Project	PM for inside plant and outside plant	Yes	\$1.077,989	1	\$1,077,989	Estimated cost from Engg Firm
Management	County Staff	Yes	\$232,402	1	\$232,402	In-kind – part of matching funds
Sement						

Consulting	Metro E, Network Upgrade, WiFi	Yes	\$187.50	440	\$82,500	Vendor Quotes
	Travel Expenses: Logicallis	Yes	\$17,500	1	<mark>\$17,500*</mark>	Vendor Quotes
	Installation Network Eq	Yes	\$47,157	1	<mark>\$47,157*</mark>	In-kind – part of matching funds
Other	Install Computers/Printers	Yes	\$13,987	1	<mark>\$13,987*</mark>	In-kind – part of matching funds
	Financial Services	Yes	\$15,000	1	<mark>\$15,000*</mark>	In-kind – part of matching funds
	County Mapping	Yes	\$2,000	1	<mark>\$2,000*</mark>	In-kind – part of matching funds
	Installion Services BOE	Yes	\$30,000	1	<mark>\$30,000</mark> *	In-kind – part of matching funds
TESTING						
Network						
Elements						
IT System						
Elements						
	Desktop Computer/Monitor	Yes	\$690	31	<mark>\$21,390*</mark>	Vendor Quotes
	Laptops	Yes	\$774	60	<mark>\$46,440*</mark>	Vendor Quotes
User Devices	Labtops Used	Yes	\$150	5	<mark>\$750*</mark>	In-kind – part of matching funds
	Desktop Computer/Monitor(Used)	Yes	\$250	40	<mark>\$10,000*</mark>	In-kind – part of matching funds
	Printers	Yes	\$250	4	<mark>\$1,000</mark> *	Vendor Quotes
Test						
Generators						
Lab	Euchee Creek Furniture	Yes	\$3072	1	<mark>\$3,072*</mark>	Vendor Quotes
	Harlem Furniture	Yes	\$4,100	1	<mark>\$4,100</mark> *	Vendor Quotes
Furnishings						
Servers/						
Computers						
<b>OTHER UPFRON</b>	NT COSTS					
Site						
Preparation						
•	Land for Towers (Appling/GPS)	Yes	\$5,000	2	<mark>\$10,000*</mark>	In-kind – part of matching funds
Other	Application Expenses	Yes	\$30,000	1	<mark>\$30,000*</mark>	In-kind – part of matching funds
	Employee Travel Expense	Yes	\$2,500	1	<mark>\$2,500</mark> *	In-kind – part of matching funds
Total project costs					\$18,002,133	
	(Plant in Service on Balance Sheet)				\$16,884,906	
*Noncapitalized po	rtion (cash portion shown as expense or	income stateme	ent)		\$1,117,227	

#### **Income Statement**

	Hist	orical	Forecast Period							
			Year 1	Year 2	Year 3 Year 4	Year 5				
Revenues										
Network Services Revenues:										
Local Voice Service	\$	\$-	\$-	\$-	\$ - \$	- \$				
Broadband Data	\$	\$	\$ 36,000	\$ 556,475	\$ 1,411,500 \$ 1,615,500					
Video Services	\$	\$ -	<u>\$</u> -	\$	<u> </u>					
Network Access Service Revenues	\$	\$	\$ -	\$-	\$ - \$ -	<b></b>				
Universal Service Fund	\$-	\$-	\$-	\$-	\$-\$	- \$				
Toll Service/Long Distance Voice	\$	\$	<u> </u>	<u> </u>	<u> </u>	- \$				
Installation Revenues	<u> </u>	\$-	\$-	\$-	\$-\$	- \$				
Other Operating Revenues		\$-	\$	\$	\$\$	Ψ				
Other Revenues (grant match)	\$-	\$-	\$ 2,248,402	\$ 1,247,002	\$-\$	- \$				
Grant Revenues	\$-	\$-	\$ 8,619,600	\$ 4,863,404	\$ - \$ -	\$-				
Uncollectible Revenues	\$-	\$	\$	\$	\$\$	- \$				
Total Revenues	\$	\$	\$ 10,904,002	\$ 6,666,881	\$ 1,411,500 \$ 1,615,500	\$ 1,849,500				
Expenses										
Backhaul	<u>\$</u> -	\$ -	\$ -	\$ 44,000						
Network Maintenance/Monitoring	<u> </u>	\$ -	\$ 22,500			\$ 192,000				
Utilities	\$	\$	\$ 450	\$ 3,600						
Leasing	\$	<u>\$</u> - \$-	<u>\$</u> -	\$	\$\$					
Sales/Marketing	<u> </u>		\$-	\$ 4,800						
Customer Care	\$-	\$-	\$-	\$ 2,400						
Billing	<u> </u>	\$	\$	\$ 2,400						
Travel (part of project cost)	\$ -	\$-	\$ 17,500	\$	\$ - \$ -	- \$				
Corporate G&A	<u> </u>	\$	\$ 1,000	\$ 7,200	\$ 7,200 \$ 7,200					
Computer equipment (part of project cost)	<u>\$</u> - \$-	\$ -	\$ 68,830	<u> </u>	<u> </u>					
Furniture (part of project cost)		\$-	\$ 7,172	\$-	\$-\$	- \$				
Other Operating Expense	\$	\$	\$ 1,000	\$ 24,000	\$ 24,000 \$ 30,000	\$ 30,000				
Total	\$-	\$-	\$ 118,452	\$ 208,400	\$ 292,800 \$ 298,800	\$ 298,800				
EBITDA	<u>\$</u> -	<u>\$</u>	\$ 10,785,550	\$ 6,458,481	\$ 1,118,700 \$ 1,316,700	\$ 1,550,700				
Depreciation	\$	\$-	\$ 269,363		\$ 844,245 \$ 844,245					
Amortization	\$	\$	\$	\$	\$-\$···	- \$				
Earnings Before Interest and Taxes	\$-	\$-	\$ 10,516,188	\$ 5,614,236	\$ 274,455 \$ 472,455	\$ 706,455				
Larnings before interest and Taxes		<u> </u>	<u> </u>	<u> </u>	$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	<u>φ 100,400</u>				
Interest Expense - New RUS Debt	\$-	\$-	\$-	\$-	\$ - \$ -	\$ -				
Interest Expense - Existing RUS Debt	<u>\$</u> - \$-	\$-	\$-	\$-	\$ - \$ -	\$-				
Interest Expense - Other	\$-	\$	\$-	\$	\$ - \$ -	\$-				
Income Before Taxes	\$-	\$-	\$-	\$-	\$-\$	\$ -				
Property Tax	<u> </u>	- \$	\$	<u>\$</u> - \$-	\$-\$	- \$				
Income Taxes	\$	\$ -	\$-	\$ -	\$-\$	- \$				
N(	¢	<u>۴</u>	A 540 400	E 644.000	¢ 074 455 ¢ 470 455	¢ 700.455				
Net Income	\$-	\$-	\$ 10,516,188	\$ 5,614,236	\$ 274,455 \$ 472,455	\$ 706,455				

### **Balance Sheet**

	Hist	orical	Forecast Period									
Assets				Year 1		Year 2		Year 3		Year 4		Year 5
Current Assets		Ĭ										
Cash	\$-	\$-	\$	11,050	\$	359,125	\$	1,477,825	\$	2,794,525	\$	4,345,225
Marketable Securities	\$-	\$-	\$	-	\$	-	\$	-	\$	-	\$	-
Accounts Receivable	\$-	\$-	\$	-	\$	-	\$	-	\$	-	\$	-
Notes Receivable	\$-	\$-	\$	-	\$	-	\$	-	\$	-	\$	-
Inventory	\$-	\$-	\$	-	\$		\$		\$	-	\$	-
Prepayments	\$-	\$-	\$	-	\$		\$	-	\$	-	\$	-
Other Current Assets	\$-	\$-	\$	-	\$	-	\$	-	\$	-	\$	-
Total Current Assets	\$-	\$-	\$	11,050	\$	359,125	\$	1,477,825	\$	2,794,525	\$	4,345,225
Non-Current Assets	¢	\$-	¢		¢		¢		¢		¢	
Long-Term Investments Amortizable Asset (Net of Amortization)	<u> </u>	<u> </u>	\$ \$	-	\$	-	\$ \$		<u>\$</u>		 \$	
	<u>φ</u>	<u> </u>	Ψ		Ψ		Ψ		Ψ			
Plant in Service	\$-	\$-	\$	10,774,500	\$	16,884,906	\$	16,884,906	\$	16,884,906	\$	16,884,906
Less: Accumulated Depreciation	\$-	\$-	\$	269,363	\$	1,113,608	\$	1,957,853	\$	2,802,098	\$	3,646,344
Net Plant	\$-	\$-	\$	-	\$	-	\$	-	\$	-	\$	-
Other	\$	\$	\$	-	\$	-	\$	-	\$	-	\$	-
Total Non-Current Assets	\$-	\$-	\$	11,043,863	\$	17,998,514	\$	18,842,759	\$	19,687,004	\$	20,531,250
Total Assets	\$-	\$-	\$	11,054,913	\$	18,357,639	\$	20,320,584	\$	22,481,529	\$	24,876,475

Liabilities and Owners' Equity			Year 1	Year 2	Year 3	Year 4	Year 5
Liabilities							
Current Liabilities							
Accounts Payable	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Notes Payable	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Current Portion - Total RUS Debt	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Current Portion - Other Debt	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Other Current Liabilities	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Total Current Liabilities	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Long-Term Liabilities Existing RUS Debt	\$-	\$-	¢	\$-	\$-	\$-	\$-
Proposed RUS Debt	\$ -	φ ¢	φ \$	φ	φ ¢	φ ¢	\$- -
Existing non-RUS Debt	<u> </u>	<u> </u>	<u> </u>	\$ -	\$ -	\$ -	\$- -
Total Long-Term Liabilities		\$ -	\$	\$-	\$-	\$-	\$-
Total Liabilities	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Owner's Equity							
Capital Stock	\$-	\$-	\$-	\$-	\$-	\$-	\$-
Additional Paid-In Capital	\$-	\$-	\$-	\$-	\$-	\$-	\$ -
Patronage Capital Credits	\$-	\$-					
Retained Earnings	\$-	\$-	\$ 11,054,913	\$ 18,357,639	\$ 20,320,584	\$ 22,481,529	\$ 24,876,475
Total Equity	\$-	\$-	\$ 11,054,913	\$ 18,357,639	\$ 20,320,584	\$ 22,481,529	\$ 24,876,475
Total Liabilities and Owner's Equity	\$-	\$-	\$ 11,054,913	\$ 18,357,639	\$ 20,320,584	\$ 22,481,529	\$ 24,876,475

#### **Response to questions concerning Vendor Contracts:**

- 1. Included our current Logicalis contract for Cisco products and services.
- 2. Included price quotes from Logicallis for proposed Cisco equipment and services. The price quotes reflect our 38% discount off list price. Please note the total quotes don't match our total submitted Cisco Equipment cost due to price quotes reflected optional configurations.
- 3. Columbia County intends to cover all critical Cisco network components with 24x7x4 hour SMARTnet service contract.
- 4. Columbia County intends to cover non critical network components with 8x5xNBD SMARTnet coverage along with spare components.
- 5. Included sample Cisco SMARTnet service offerings.
- 6. Due to recurring costs are ineligible in the BTOP grant, the SMARTnet service contracts are not included in the grant request but are included in our operational cost.
- 7. The average delivery lead time will be approximately four weeks after order is placed. Please see attached e-mail from Logicallis.

#### COLUMBIA COUNTY, GEORGIA AGREEMENT FOR

#### CISCO EQUIPMENT AND SERVICES

THIS AGREEMENT is made as of this 20<sup>th</sup> day of <u>November, 2007</u> by and between Columbia County, Georgia, a political subdivision of the State of Georgia (the "County"), with an office at 630 Ronald Reagan Drive, Evans, Georgia, 30809, and <u>Logicalis, Inc. a Foreign Corporation</u> qualified to conduct business in the state of Georgia with an office at <u>3440 Preston Ridge Road</u>, <u>Suite 200, Alpharetta, GA 30005</u> (the "Vendor").

#### **RECITALS:**

The County desires to engage the Vendor to provide discounted CISCO Communications, Security, and IP Telephony equipment, training, and Advanced Services to Columbia County departments, and the Vendor desires to accept such engagement, upon and subject to the terms and conditions of this Agreement.

NOW, THEREFORE, in consideration of the mutual covenants contained herein, the County and the Vendor hereby agree as follows:

#### ARTICLE 1 ENGAGEMENT AND SCOPE

- 1.1 The County hereby engages the Vendor to provide discounted CISCO Communications, Security, and IP Telephony equipment, training, and Advanced Services to Columbia County departments (the "Work") in accordance with the Contract Documents (defined in Section 4.1 hereof), including the Vendor's Proposal, dated <u>August 30, 2007</u>, (the "Proposal"), which is Exhibit "A" attached hereto and made a part hereof. In the event of conflicting specifications for the Work, the Request for Proposal shall govern. The Vendor hereby accepts such engagement, upon the terms and conditions hereinafter set forth.
- 1.2 The Vendor shall provide, furnish and perform all necessary labor and services (including equipment and supplies) and provide and furnish all necessary supplies, materials and equipment required to complete the Work in accordance with the Contract Documents. The type and quantity of service will correspond to the specifications in the Request For Proposal, which is Exhibit "B" and the Cost Sheets, which is Exhibit "C", and attached hereto and made a part hereof.
- 1.3 If the Vendor is of the opinion that any service requested of it hereunder is beyond the scope of the Work as provided in the Contract Documents, the Vendor shall promptly notify the County in writing of such opinion and the reasons for the same, with specific references to the Contract Documents. The County shall be the sole judge as to whether or not such service is in fact beyond the Scope of the Work.

- 1. Communication Equipment 38% off Manufacturer List Price with a standard 90 day warranty.
- 2. Security Equipment 38% off Manufacturer List Price with a standard 90 day warranty.
- 3. IP Telephony Equipment 38% off Manufacturer List Price with a standard 90 day warranty.
- 4. Smartnet Maintenance 10% off Manufacturer List Price.
- 5. Training Vouchers 3% off Manufacturer List Price.
- 6. Advanced Services 10.71% off Logicalis List Price.

and will not exceed the annual budgeted funds, unless Vendor requests and County authorizes in writing an increased amount.

3.2 Vendor shall submit an invoice based on the satisfactory completion of each phase of the Work outlined in the Vendor's Proposal provided. <u>The review and acceptance of or notice of defects in the work performed will not exceed 30 days from receipt of said work.</u> The invoice shall list the charges for each task or portion of the Work performed.

Each such invoice shall also contain Vendor's certification in the form attached hereto as Exhibit "E" that the task or portion of the Work described in the invoice has been completed in accordance with the Contract Documents, that the amount of all items due to third parties has been paid, and that the amount of such invoice is due to the Vendor. Such invoice shall not contain any surcharge for amounts paid to third parties by Vendor.

3.3 County shall pay the full amount of an invoice within forty-five (45) days after receipt of the invoice and accompanying financial report, prepared as described herein. If, however, County objects to all or any portion of any invoice, County shall so notify Vendor of the same, stating the reasons for the objection. County shall be entitled to withhold payment of any amounts in dispute, but shall make payments on amounts not in dispute. The parties shall immediately make every effort to settle any disputed portion of the invoice. If Vendor does not make an effort to correct deficiencies, the amount deducted from the invoice will correspond to the amount as explained in the Performance Measure section of the Request for Proposal.

#### ARTICLE 4 CONTRACT DOCUMENTS

4.1 The Contract Documents consist of this Agreement, the specifications stated in the original Request for Proposals by Columbia County, the attached Exhibit(s), all Amendments and all accepted Change Orders. The intent of the Contract Documents is to include all items necessary for the proper execution and completion of the Work. The Contract Documents are complementary, and what is required by any one shall be deemed to be required by all; provided however, if there is any conflict between the terms of this Agreement and any of the other Contract Documents, the terms of this Agreement shall control.

#### ARTICLE 7 SUBCONTRACTS

7.1 A subcontractor is a person or entity who provides services or performs Work for the Vendor or for a subcontractor of Vendor. The Vendor shall not employ any subcontractor without the prior written consent of the County and shall obtain a written agreement with each subcontractor. As between the County and the Vendor, the Vendor shall be responsible for the acts and omissions of its subcontractors and any portion of the Work performed by a subcontractor. The County may make reasonable requests for information and data concerning any and all subcontractors under this Agreement, and any other matter deemed by the County to be pertinent hereto, and the Vendor hereby agrees to submit such information and data promptly upon request.

#### ARTICLE 8 PROTECTION OF PERSONS AND PROPERTY

8.1 Vendor agrees to advise fully all of its employees, subcontractors and others working for the Vendor concerning environmental, safety and health procedures required by applicable state or federal law, regulation or order or required by the County; and to take the steps necessary to assure that such procedures are complied with.

#### ARTICLE 9 INSURANCE

- 9.1 The Vendor agrees at all times during the Term of this Agreement to maintain in full force and effect the following insurance coverages in at least the limits set forth in Section 9.2: Worker's Compensation (including occupational disease in accordance with applicable statutory and regulatory requirements); Employer's liability insurance (including coverage on all of Vendor's employees engaged in the performance of the Work); and Comprehensive General Liability insurance (including protective liability covering death or bodily injury and contractual liability). Before commencement of any of the Work hereunder, the Vendor agrees to furnish to the County, on an annual renewal basis, certificates of insurance or other evidence satisfactory to the County to the effect that such insurance has been procured and is in force. The certificates shall accurately reflect the required insurance coverages, including any and all limitations, exclusions and restrictions, and provide that in the event of cancellation or material change in a policy affecting the certificate holder, thirty (30) days prior written notice shall be given to the County.
- 9.2 For the purpose of this Agreement, Vendor shall carry the following types of insurance in at least the limits (which may be a combination of primary and excess coverage) specified below:

any bond in connection therewith, and agrees that it shall not assert any defenses to any petition filed by County in a court of competent jurisdiction requesting such temporary restraining order and/or preliminary injunction, as the case may be. Nothing herein shall be construed as prohibiting the County, and Affiliated Entities, from pursuing any other remedies available to them for such breach or threatened breach, including the recovery of damages from Vendor.

- 11.2 The obligations of this Article 11 do not apply to information which:
  - (a) is or becomes part of the public domain without the breach of any obligation of confidentiality owed to the County or the Affiliated Entities; or
  - (b) is lawfully in the possession of Vendor at the time it was acquired hereunder without the breach of any obligation of confidentiality owed to the County or the Affiliated Entities; or
  - (c) is required to be publicly disclosed under law.

#### ARTICLE 12 TERMINATION

12.1 The County may, at any time, without prejudice to any other right or remedy, and upon giving the Vendor thirty (30) days written notice, terminate this Agreement.

Upon completion of the Work, as accepted by County, or upon receipt of the aforesaid notice of termination, Vendor shall deliver to County all of the following:

- (a) All drawings, documents, reports and all other work relating in any way to any portion of the Work. All Work remains the property of the County and may not be used by the Vendor, except by written agreement of the County, on any other project or for any other person, firm or corporation. Should Vendor refuse to deliver any work, the County is authorized to employ another firm to complete the contract at the expense of Vendor.
- (b) Executed Release of Claims, in the form of Exhibit "E" attached hereto, stating that all bills have been paid and no claims exist against the County.
- (c) Final itemized invoice for payment. Vendor shall be paid for services performed in accordance with the Contract Documents to the date of termination.

- 14.3 Vendor agrees to disclose honestly and fully all information and documentation in its possession concerning all transactions or events relating to or affecting the County or Affiliated Entities as and to the extent such information or documentation (i) was acquired or developed by Vendor during its engagement under this Agreement, and (ii) is requested by the County or the authorized representative thereof; provided, that if the Vendor indicates that the information or documentation requested is privileged, confidential or personally sensitive, appropriate steps will be taken to protect such privilege, confidentiality or privacy to the extent possible consistent with the ethical and legal obligations applicable to the Vendor, but such claim of privilege, confidentiality or sensitivity shall not diminish the unconditional obligation to disclose any such information or documentation to the County or its authorized representatives.
- 14.4 Vendor shall, at the request of County, render a certificate or sworn affidavit to County stating that Vendor has not violated any of the terms of this Article 14.

#### ARTICLE 15 NOTICES

15.1 Any notice required or permitted to be given under this Agreement shall be in writing and shall be deemed to have been given when hand delivered or deposited in the U.S. mail, certified or registered, return receipt requested, in a postage prepaid envelope addressed, if to Vendor, at the address set forth at the top of this Agreement and if to County, at the address set forth at the top of this Agreement to the Agreement and if the Manager, Procurement & Distribution, with a copy to:

Columbia County P.O. Box 498 Evans, Georgia 30809 Attn: County Administrator

or to such other address(es) as either party shall designate by written notice to the other.

#### ARTICLE 16 NONASSIGNMENT

16.1 The County has entered into this Agreement in order to receive the services of the Vendor. Subject to the provisions of Article 7 hereof, the Vendor will not make any assignment, by operation of law or otherwise, of all or any portion of the services required under this Agreement without first obtaining the written consent of the County. The rights and obligations of the County hereunder shall inure to the benefit of, and shall be binding upon, the successors and assigns of the County.

IN WITNESS WHEREOF the parties hereto have executed this Agreement under seal this 20th day of November, 2007.

#### Columbia County, Georgia

Logicalis, Inc.

By:\_\_\_\_\_ Chairman of its Board of Commissioners

By:\_\_\_\_\_ As Its President (or Vice President)

ATTEST:

ATTEST:

 By:
 \_\_\_\_\_\_\_\_\_

 Clerk of its Board of Commissioners
 By:

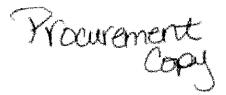
 As Its Secretary (or Vice President)

(County Seal)

(Corporate Seal)

APPROVED AS TO FORM

By: \_\_\_\_\_ County Attorney



# Columbia County Board of Commissioners

# CISCO EQUIPMENT AND SERVICES RFP

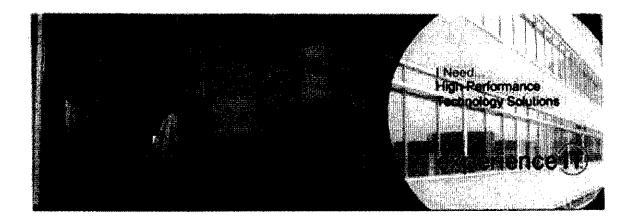
# RFP #2007-053

Proposal

LOGICALIS

expenence

John Stone Tel: (770)325-2112 john.stone@us.logicalis.com



#### LOGICALIS

#### experience

Logicalis, Inc. 3440 Preston Ridge Rd. Suite 200 Alpharetta, GA 30005 Telephone (770)325-2112 Facsimile (770)325-2110 www.us.logicalis.com

August 30, 2007

2

Columbia County Board of Commissioners Procurement Department 500 Faircloth Drive, Building E P. O. Box 498 Evans, Georgia 30809

Attn: Glenn O'Steen **Procurement Manager** (706)312-7283

Dear Mr. O'Steen:

On behalf of Logicalis, I would like to express our appreciation for the opportunity to present our proposal in response to your Request for Proposal for CISCO EQUIPMENT AND SERVICES RFP.

For more than ten years, Logicalis has been listening to the key challenges business managers face when driving change. Logicalis offers customers the technical capabilities necessary to achieve strategic objectives, sparing the expense of an extended learning curve.

We assist with product selection and fulfillment and provide the integration services to implement those products into customers' IT infrastructures. We provide outsourced managed services to maximize system availability. We also offer the services to manage and create new business solutions running on hardware and software infrastructure, and we can extend these solutions out to any device on both wired and wireless networks.

From planning, implementation and deployment, to support, maintenance and management, Logicalis' flexible high performance solutions help customers to achieve their business objectives.



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Next-generation voice, video and data networks are built on Cisco. It is imperative that your organization choose the right solutions partner to design, install, migrate, and maintain your network environment – a partner that offers a unique combination of technical expertise, comprehensive services, and customer focus. Logicalis has been working with Cisco solutions for more than a decade and we have the expertise to deliver LAN, IP Telephony, networked storage, converged solutions and more.

#### **1.3 References**

Logicalis grants permission for Columbia County to contact these references to discuss Logicalis' services provided.

in statistical and the second seco	Greg Goforth
	Floor & Decor Outlets of America
	404-471-1634 x2287
	Tony Galek
	678-473-8270
	John Mount
a de mais serèces de serentes	Scrwarts roou Company
	507-537-8862

#### 1.4 Cisco Specialization

Logicalis maintains the following Cisco specializations:

- Gold Partner
- Advanced Unified Communications
- Advanced Security
- Advanced Wireless
- Advanced Routing & Switching
- Rich Media Communications ATP
- Storage ATP

Logicalis, Inc. 3440 Preston Ridge Rd. Suite 200 Alpharetta, GA 30005 Tel: (270)325-2112 Fax: (270)325-2110

COGICALIS



# cisco

#### Partner Central Partner Locator

Basic Search	Advanced Bearch
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< Return Search Result

#### **Partner Ostails**

Company	LOGICALIS	
Certifications	- Gold Certified Partner	
Specializations	Advanced Routing & Switching     Advanced Security     Advanced Unified Communications     Advanced Wireless LAN     Advanced Data Center Storage     Networking	Michigan L.
Other Authorizatio	ATP - Network Hosted Storage     ATP - Network Hosted Storage     ATP - Rich Media Communications     Customer Setisfaction Excellence     Partner Voice Support Offering	Of An Above Bootines
NQ Address	8301 University Exec Park Orive Suite 130 Charlotte NC 28262	Map care start 14 - 200 - 14 - 200 -
Sile Address	1750 S Telegraph Rd Suite 300 Bloomfield Hills MI 48302	
Phone Number	248-335-8700	
Country	USA	
URL	WWW.US.LOGICALIS.COM	

Please note that partner supplied date is not verified by Cisco.



Columbia County Board of Commissioners Page 7 Cisco Equipment And Services Project Columbia County Board of Commissioners RFP #2007-053 August 30, 2007 Logicalis CCBC30131D Logicalis, Inc. 3440 Preston Ridge Rd. Suite 200 Alpharetta, GA 30005 Tel: (770)325-2112 Fax: (770)325-2110



#### 3. Staffing

John Stone, Account Executive, and Charles Lan, Technical Consultant are responsible for Columbia County and are the main contacts for the overall support from Logicalis.

#### 3.1 Team Members

Logicalis has more than 15 individuals who carry the CCIE certification and who are specifically certified in the implementation of IP/Telephony based solutions. Upon contract execution, Logicalis will assign specific staff to the Columbia County implementation, which will be based on skill sets required and availability of the staff.

John	Account	770-325-2112	john.stone@us.logicalis.com
Stone	Executive	770-722-9604	
Charles	Tech. Pre-Sales	770-325-2108	charles.lan@us.logicalis.com
Lan	Consultant	404-819-6710	
Sheila	Inside Sales	630-719-8327	Sheila.brady@us.logicalis.com
Brady	Representative	630-842-2431	
Bobby	Director, Area	770-325-2113	Bobby.thomas@us.logicalis.com
Thomas	Sales Manager	404-643-4631	
Ron	Vice President -	770-325-2115	ron.temske@us.logicalis.com
Temske	Cisco Solutions	678-868-1333	

Below is a list of the Logicalis account team from a sales and relationship standpoint.

New P



#### 5. Certifications

Only proposals from CISCO certified Gold Level Partners will be considered. Please provide proof of CISCO certified Gold Level Partner status.

Please refer to the response for Section 1.6.



#### Appendices

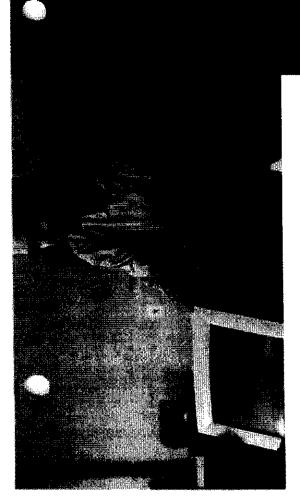
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Logicalis' appendices contain the following items:

- Appendix A Cisco Learning Credits Datasheet
- Appendix B Cisco Product Warranty Mappings
- \* Appendix C Cisco SmartNet Datasheet

# CISCO LE GET





# **SE CISCO LEARNING CREDITS**

CISCO	PART NUMBER	CREDITS	VALUE
NTH	TRN-CLC-000	10	S1,000 USD
AS	TRN-CLC-001	100	ST0,000 USD
	TRN-CLC-002	500	\$50,000 USD
	THN-CLC-003	1500	\$150,000 USD

no

# CISCO STSTEMS

Aita Pacific Headquarters Clscn Systems, Inc. Capital Tenere 6.6 Ruhnsson Roud 8.6.01 to 8.29.01 Singapirie 0.8.89.12 www.clscnc.com Fax: +65.6.317.77799
Americis Headquarters Cicco Systems, Inc. 170 West Tasman Dirive San Juee, CA 95134-1706 UXA weiwartecontat Tel: 408 526-7660 Fax: 408 527-0885
untters crutationul RV 13-19 dam 9.com 2.1100

ing countries and regions. Addresses, plane numbers, and fax numbers are listed on the it will all www.cisca.com/go/offices.

aria - Cansuch - Chile - China PRC - Colouthia - Costa Ruca - Crech Republic



#### **Appendix B: Cisco Product Warranty Mappings**

Columbia County Board of Commissioners Page 17 Cisco Equipment And Services Project Columbia County Board of Commissioners RFP #2007-053 August 30, 2007 Logicalis CCBC30131D Logicalis, Inc. 3440 Preston Ridge Rd. Sulte 200 Alpharetta, GA 30005 Tel: (770)325-2112 Fax: (770)325-2110

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A Street

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Product Family	Related Information	Warranty
15300	Cisco ONS 15300 Optical Network Family	SYR-HW. 1YR-SW
	http://www.cisco.com/en/US/products/hw/optical/ps2001/index.html	
15302	Cisco ONS 15302 Multiservice Customer Access Platform	SYR-HW, TYR-SW
	http://www.cisco.com/en/US/products/hw/optical/pis2001/pis5116/ index.html	
15305	Cisco DNS 15305 Multiservice Access Platform	SYR-HW. 1YR-SW
	http://www.cisco.com/enit/S/products/hw/optical/ps2001/nutex.html	
15310	Cisco ONS: 15310 CL. Metro Optical Edge Platform http://www.cisco.com/on/US/products/ps5977/index.html	Syr+IW, Syr-SW*
······	₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩₩	SYR-HW. SYR-SW*
15327	Cisco ONS 15327 Optical Network Platform http://www.cisco.gam/warp/public/cc/put/alpl/metro/on15327/	34 K-4144 B1 K-945
15400	Cisco ONS 15400 Optical Network Platform	5YR-HW, 1YR-SW
	http://www.cisco.com/warp/public/cc/pcilolpi/metro/on15454/	
15454	Cisco ONS 15454 Optical Service Modules	5YR-HW. SYR-SW*
	http://www.ciseo.com/warpipublic/cc/pd/olpi/metrolon15454/	
15454E	Cisco ONS 15454E Optical Service Modules	SYR-HW. SYR-SW*
	http://www.cisco.com/en/US/products/hw/maxbules/ps2831/ps4017/ index.html	
15501	Cisco ONS EDFA Optical Solutions Amplifier	5YR-HW, 19R-SW
	http://www.eisco.com/en/US/products/hw/optical/ps2011/index.html	
15516	Cisco ONS 16516 DWDM Filters	SYR-HW, 1YR-SW
	http://www.cisco.com/en/US/ptoducts/hw/optical/ps2011/index.html	
15530	Cisco ONS 15530 DWDM Multiservice Aggregation Platform	SÝR-HW, 1YR-SW
	http://www.asca.com/en/US/products/hw/optical/ps2011/ps4002/ index.html	
15540	Cisco ONS 15540 ESP Extended Services Platform	SYR-HW, TYR-SW
	http://www.cisco.com/en/US/products/hw/optical/ps2011/ps2014/	
	index.html	
15540	Cisco ONS 15540 ESPx Extended Services Platform http://www.cisco.com/en/LIS/bioducts/hw/obtics//os2011/bs4164/	SYR-HW, TYR-SW
	nap.hww.cs.c.c.conventUSpicauctShwoptical/ps2011/ps41541 index.html	
15600	Cisco ONS 15600 Series	SYR-HW, SYR-SW*
	http://www.cisco.com/en/US/products/hw/optical/ps4533/index.html	
15800	Cisco ONS 15800 ANSI Platform	SYR-HW. 1YR-SW
	http://www.cisco.com/warp/public/cc/pd/cipl/olor/cn15800/	
15800	Cisco ONS 15801 DWDM ETSI Platform	SYR-HW, TYR-SW
	http://www.eisco.com/en/US/products/hw/optical/ps2016/ps2017/ index.html	
1580 <b>8</b>	Cisco ONS 15808 DWDM Platform	EYR-HW. TYR-SW
	http://www.oisco.com/on/US/products/inv/optical/ps2016/ps2018/	

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Product Family	Related Information	<b>新教学生 计合计系列</b>
C3550	Critistym 3550 Series Switches	Limited Literiuna
	mpilwww.elsco.comwarp/pumico/pulsicasica3656	
C3750	Cisco Catalysi 3750 Series Switches	Lierxintaines Listercitions
	http://www.cnco.com/or/LESpredexts/tw/switches/p35023/axtex.html	
C5000	Catalyat 5000 Series Switches	Orse Year Ltd HW
	http://www.cisco.com/warp/public/cc/pcl/u/caritea5000	
CAR100	Cisco DV8 CAR100	One-Year Ltd HW
	htp://newsroom.cisco.com/dlfs/fspaisnpi31Ch./http	
CDM	Cisco Coment Distribution Managers	Orne Year Ltd HW
	http://www.alsco.com/watp/public/cc/pdicxs/cxdimo/index.shtml	
CE	Cisco Content Engine Series	Cine-Year Ltd HW
	http://www.cisco.com/warg/public/aclpd/cass/ces/index.snmt	
CNO	Cisco 1548 Series Micro Switch	Limited Lifethrup
······	min://www.cases.com/warp/public/colpd/s/\1648/	
CPW1400	Cheatro Workgroop 1400 Series	Limited Lifetime
	End of Life	
CR	Cisco Content Routers	One-Year Ltd HW
	http://www.cusco.com/wwirp/public/cc/pd/case/com/indexishtml	
CRS-1	Clisco Carrier Routing System	One-Year Ltd HW
	htp://www.cisco.convler/US/products/ps5763/mtex.tues/	
C5511K	Cisco CSS 11000 Series Products	One-Year Ltd HW
and and a state of the state of	http://www.cisco.com/warp/pathicke/patis/100000mika.staana	
FAST 100	Cisco FASTIRIB 100	Comp Yosan Lini HW
a a cara a c	Mp://www.cisco.com/wag/publicks/pdMil/tabb/prodM/891_pp.tum	
FAST300	Casco FASTINIB 300	One-Yom Ltd HW
	http://www.aisco.com/warp/public/co/pd/hb/tshts/pred10/091_pp.tr/m	·
FASTHUB	FastHub 10/100 Series Repeaters	Lumited Lifetume
177777 17987971978797978787878	mp://www.cisco.com/warp/public/cc/pd/htif/shb/	՟ՠֈ֎֍֍֎ՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠՠ֎ՠ
GATEWAY	Cisco Voice Gateways	One-Year Ltd HW
*********	http://www.cisco.com/warp/public/cir/pd/ga/vex.ega/kxiex.stmm	
KON	Internet Content Delivery Network Products	Orn-Year Ltd HW
	http://ccc-ttp-1.ciszo.com/es/US/products/too/contreaw/index.tem/	a a construction de la construction
ICS7700	Cinco ICS 7750.	One Year Ltd HW
	http://www.cisco.com/wasp/panblo/ac/pallgalvoice.ga/7750/	
INA2300	Cisco interactive Network Hub	One-Year Ltd HW
in the second	http://www.cisco.com/univerce/cc/st/doc/product/catde/cab_ina/	
IPTV	Cisco IP/TV Video Series Animetrative etc. 8 almost constructed 10 Construction from demonstructures (199-3)	One Year Ltd HW
	http://co-np-leisco.com/en/US/producis/hw/commaw/ps1863/ Index.hum	

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Page 4 of 6

,	Product Family	Related Information	Warranty
	XDSLCPE	Cisco 600 Series Routers	One-Year Ltd HW
		http://www.cisco.com/warp/public/cc/pd/tv/600n/	

"This product family may be covered by a Cisco Landed 5-Year Hardware and 5-Year Software Warranty. The Cisco Landed 5-Year Hardware and 5-Year weightware Warranty is available only to qualified World Wade Service Providers which Cisco defines as owners and openators of the world's Collection of voice-oriented Public Switched Telephone Networks (PSTNs)

Last modified February 4, 2005



Corporate Handquarters Cisco Systems, Inc. 170 West Tayman Drive San Jose, CA 95134-1706 USA www.cisco.com Tel: 408 526-4000, 800 \$53-NETS (6387) Fax: 408 526-4100

European Headquarters Clasco Systems International HV Haarlerbergrafk Haarlerbergrafk H01 CH Arosterdam The Netherlands www-europe.etscu.com Tel: 31 0 20 357 1100 Pax: 31 0 20 357 1100 Americas Headquarters Class Systems, Inc. 170 West Tasman, Drive San Jose, CA 95134-1706 USA www.claco.com Tel: 408,525-7660 Fax: 408,527-0883 Agia Pacific Headquarters Cisco Systems. Inc. Capital Tower 166 Robinson Read #22-01 to #29-01 Singapore 068912 www.sisco.com Tel: +65/6317/777 Fax: +65/6317/779

Cisco Systems has more than 200 offices in the following countries and regions. Addresses, phone numbers, and fax numbers are listed on the Cisco Web site at www.cisco.com/gu/offices

Argentina - Australia + Austria + Belgium + Brazil + Bulgaria + Canada + Chile + China PRC + Colombia + Costa Rica + Croutia Czech Republic + Downiark + Dubai, UAE + Finland - France + Germany + Greece + Hong Kong SAR + Hungary + India + Indonesia + Ireland Iarnel + Haly + Japan + Korea + Luxembourg + Malaysia + Mexico + The Netherlands + New Zealand + Norway + Pera + Philippines + Poland Portugal + Paerto Rico + Romania + Russia \* Saudi Arabia + Scotland + Singapore + Slovakia + Slovenia + South Africa + Späin + Swaden Switzerland + Taiwan + Thailand + Torkey + Ukraine + United Kingdom + United States + Venezuela + Vietnam + Zinhabwe

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All offer landonnels maniformities the destance of the one the producty of these respective servers. The use of the word partner from not ingely synthesis in the destance with the server and only other company. (If which



#### CISCO SMARTnet AND SMARTnet ONSITE

Accelerate your success by improving productivity, increasing operational efficiency, and extending the life of your network assets with Cisco SMARTnet support.

Cisco<sup>®</sup> Technical Support Services help protect your network investment by enabling you to extend and enhance the operational lifetime of your Cisco networking devices and Cisco IOS<sup>®</sup> Software. Cisco Technical Support Services such as Cisco SMARTnet<sup>®</sup> and Cisco SMARTnet Onsite support help enable improved productivity and can increase operational efficiency by complementing your in-house resources with world-class networking expertise. Cisco SMARTnet support can maximize availability and minimize risks for systems running mission-critical applications by delivering:

- Ongoing Cisco IOS Software updates, allowing you to efficiently evolve your network infrastructure to address the needs of an ever-changing business environment
- Rapid hardware and Cisco IOS Software technical problem resolution with 24-hour, global access to an extensive team of expert technical engineers to help resolve your network, problems—online or on the telephone.
- Knowledge transfer of Cisco expertise, to enhance in house technical skill levels
- Advance hardware replacement, to help reduce the risk of network downtime
- Registered access to an array of powerful online tools, allowing you to more quickty address common network problems
- Around-the-clock access to comprehensive technical information and a collection of configuration, installation, troubleshooting, and service request management tools
- A broad base of expertise in networking technology, including voice, video, and data communications.

In addition, Cisco SMARTnet Onsite support provides your company with the added assurance of a trained field engineer to install replacement parts at your site. You can choose from the same four delivery options as Cisco SMARTnet support (Table 1). An onsite field engineer will arrive within the preselected timeframe to install the equipment,

#### **CISCO SMARTnet AND SMARTnet ONSITE COMPONENTS**

#### **Cisco Software Support**

Cisco SMARTnet services help to ensure your network uptime and availability by providing software support for your covered Cisco devices. Cisco is committed to continuously improving and evolving Cisco IOS Software to address new opportunities and challenges. Included with your hardware purchase is a license for a current version of Cisco IOS Software, which is fundamental to Cisco hardware as it helps control mimerous devices and network applications that power today's Internet. As the world's most widely deployed network operating system. Cisco IOS Software can provide operational efficiency and supports leading-edge IP and multiprotocol features, technologies, and standards.

Software support includes maintenance, minor, and major updates for your licensed feature set. Downloading new maintenance updates, patches, or updates of Cisco IOS Software can speed the time to problem resolution and enhance and extend the useful life of your Cisco devices. The application of major software updates can help you to increase the performance of your current network or add new functions that, in many cases, require no additional hardware investment. Available online through the Cisco IOS Software can deliver enhanced security, performance, and bandwidth management, as well as support for new protocols and enhanced interoperability.

#### Cisco.com

This award-winning and industry-leading online support and information service includes a substantial database of proxinciinformation and a robust set of technical and analytical tools that help facilitate knowledge transfer to your internal staff. Through registered access to Cisco.com, you can access the same knowledge bases used by Cisco TAC engineers. You have access to numerous tools and technical support documentation that can increase self-sufficiency and productivity by allowing you to research software features and compatibility, identify and track bugs, and receive customized analyses of show command output. These tools and features include:

#### Productivity Tools and Software Support

- Cisco Live—A powerful suite of Internet-enabled tools with firewall-friendly features; these secure, encrypted Java applets can turn a simple phone call into an interactive collaboration session, allowing you and your Cisco TAC engineer to work together more effectively
- Software Advisor—This single, convenient interface helps you to resolve the common TAC service request question, "What software do I need?"
- Database resources—Providing details of new Cisco products and Cisco IOS Software
- Interactive software management tools—Providing information on patches and error notifications
- \* IP Calculator-Assists with the assignment of IP addresses
- Internet conimerce tools—Enable you to purchase Cisco products and service programs, check order status and price, and configure products
- Peer-to-peer online forians—Extends your access to peers in your industry and allows you to have technical discussions with
  engineers (many with CCIE certification)

Table 1 Cisco SMARTan and Cisco SMARTact Onsite Advance Replacement of Hardware and Onsite Field Engineer Delivery Goals

<b>0.4</b>	Description
$24 \times 7 \times 2^{3}$	Advance replacement parts, with or without a field engineer, are delivered within 2 hours of determining that part replacement is required (24 hours a day, 7 days a week). <sup>2</sup>
24 x 7 x 4 <sup>3</sup>	Advance replacement parts, with or without a field engineer, are delivered within 4 hours of determining that part replacement is required (24 hours a day, 7 days a week). <sup>2</sup>
8x5x4	Advance replacement parts, with or without a field engineer, are delivered within 4 hours of determining that part replacement is required during the standard work week (8 hours a day, 5 days a week). <sup>2</sup>
Next Business Day (NBD)	Advance replacement parts, with or without a field engineer, are delivered the next business day between 9 a.m. and 5 p.m. (provided the request is neceived before 3 p.m. local depot time). <sup>2,4</sup>

 Service is available only if your distance from a parts depot or authorized Clisco service location is within 25 driving miles in the United States, Canada, Australia, New Zealand, and select countries in Edrope, South America, and Asia. To determine if this service is available for your location, see the Clicco Service Availability matiśr, at www.siscoceondgo/scc

2. Certain limitations may apply for heavy or oversized equipment.

 Service is available only if your distance from a parts deput or authorized Cluco service location is within the following limits: in the United States, within 100 driving miles: in Europe and Canada, within 120 driving kilometers, in Ansaralin. New Zealand, and select countries in Laun America and Asta, within 15 driving kilometers-To determine if this service is available for your location, see the Cisco Service Availability nearist at: ww.cisco.com/gobiec/

4. Holidays observed by Cisco ans excluded. Catoff times can vary by region. Please verify the cutoff time with your Cisco Service Accumit Manager

#### **CISCO PARTNER NETWORK**

Cisco has a global and specialized partner network that extends the Cisco Technical Support Services program to help provide optimal support and maintenance of your network. As a result of the tight linkage between Cisco and its partners, you receive efficient and effective service and support with the satisfaction of having a single point of contact for your multivendor networking solutions---and the comfort of knowing your service solutions are supported by Cisco expertise.

#### SUMMARY

Cisco is committed to beloing you maximize the return on your network investment with services that help to ensure that your Cisco products operate efficiently, remain highly available, and benefit from the must up-to-date software. To take full advantage of all of the benefits offered by the Cisco SMARTnet and Cisco SMARTnet Onsite support, it is important to begin your coverage on the day you purchase your hardware. This will enable you to gain immediate access to the comprehensive support solutions to improve your productivity, increase your operational efficiency, and extend the life of your network assets.

#### EXHIBIT "B"

## (ORIGINAL REQUEST FOR PROPOSAL SUBMITTED AS ATTACHED)

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## Columbia County Board of Commissioners Procurement Department

RFP # 2007-053

## **CISCO EQUIPMENT AND SERVICES**

# Proposals due August 30, 2007 no later than 2:30:00 PM EDST.

Note: Upon receipt of this package, please forward your contact information to Shana Sutphin via email at <u>ssutphin@columbiacountyga.gov</u> to ensure receipt of any Addenda.



#### A. <u>GENERAL REQUIREMENTS</u>

• Specifications/Requirements may be obtained from and any inquiries directed to:

Shana Sutphin, Buyer Columbia County Board of Commissioners Procurement Department 500 Faircloth Drive, Building E Evans, GA 30809 E-mail: <u>ssutphin@columbiacountyga.gov</u> Phone: (706) 312-SAVE

• Proposals will be received at.

Columbia County Board of Commissioners Procurement Department 500 Faircloth Drive, Building E P.O. Box 498 Evans, GA 30809

- Proposals are due <u>August 30, 2007 no later than 2:30:00 PM EDST</u>. Proposals received after this time will be marked "LATE" and will not be considered.
- The Board reserves the right to reject any or all proposals. Any objections to the specifications/requirements as set forth should be filed in writing prior to the proposal deadline.
- No faxed or e-mailed proposals will be accepted.
- It is the intent of the County to award a Contract for these services based on an evaluation of all proposals.
- If a vendor becomes aware of alternate solutions or objections that do not meet the attached specifications, it is to the vendor's advantage to notify the Procurement Department *no later than 5 working days* before the proposal opening date. Procurement, along with the requesting department, will determine if an addendum revising the specifications will be issued or postponement of the proposal opening is necessary.
- Columbia County will evaluate all qualifying proposals that are submitted. All requirements in this RFP should be satisfied to ensure that the proposal would qualify for consideration. Columbia County desires to receive proposals only from Vendors who can demonstrate the specified qualifications mentioned in this RFP.



#### B. <u>BACKGROUND AND PURPOSE</u>

The Columbia County Board of Commissioners intends this RFP to set forth and convey to prospective providers to provide discounts off Manufacture List price for all Off-the-Shelf Cisco products including SMARTnet maintenance, training, Cisco Advanced services and other value-added services for each purchase. The County intends to award an indefinite quantity contract for a two-year term as a result of this contract.

The Columbia County Board of Commissioners wants to reduce total cost and operational expense of all Cisco equipment that is currently on the State of Georgia purchasing contract. The County intends to allow other government agencies to purchase off the negotiated contract. Columbia County staff has contacted several other government agencies and they are willing to purchase off the new contract if the discounts are lower than current contracts.

#### C. <u>SCOPE OF WORK</u>

The County would like to receive additional discounts for all NEW Off-the-shelf Cisco products including, equipment, maintenance, training and services The discounts should reflect delivery F.O.B. destination (i.e. at a specific County address). The firm is encouraged to provide other incentives (i.e. one year Smartnet maintenance warranty on equipment, training credits for new purchases, trade ins. etc.) in proposal. Vendor is to include proof of specialization to provide Cisco Equipment.

The successful Vendor shall warrant that all equipment is **NEW**, in good working order, free from defects and in performance to its specifications. All equipment must conform to the manufacture's (Cisco System, Inc.) official published specifications. The successful Vendor shall agree to repair, adjust and/or replace (as determined by the County to be in its best interest) any defective equipment within the warranty period at the successful Vendor's sole expense.

Each Vendor must provide a complete maintenance/support plan including emergency and non-emergency intervals, as well as periodic routine schedules. Routine maintenance shall include, but is not limited to, Error or defect correction, Updates, and Telephone Assistance.



## **REQUIREMENTS FOR PROPOSAL continued**

## Section III – Staffing

1. List the individuals that will participate in the contract from your firm and their roles and their backgrounds.

## Section IV – Contract Acceptance

- 1. Acknowledge that your firm agrees to all terms and conditions as listed in the draft contract.
- 2. Indicate if your firm agrees to coordinate efforts with the County and Cisco to ensure proper pricing and maintenance coverage.

## Section V - Certification

Section VI - Discounts

1. Only proposals from CISCO certified Gold Level Partners will be considered. Please provide proof of CISCO certified Gold Level Partner status.

Indicate separately the discounts and incentives included in your firm's proposal.

DESCRIPTION	DISCOUNT OFF MANUFACTURE LIST PRICE	WARRANTY / INCENTIVES
Communication Equipment		
Security Equipment		
IP Telephony Equipment		
Smartnet Maintenance		
Training Vouchers		
Advanced Services		
Other		



# F. <u>TERMS AND CONDITIONS</u>

- Columbia County reserves the right to accept or reject any proposal.
- The County reserves the right to award the contract to the next most qualified firm if the successful firm does not begin contracted services with in the prescribed days stated in the contract.
- The contracted firm will correct any and all errors and omissions that they make, at their own expense.
- Indemnity and Insurance: To the extent permitted by law, the Contractor shall indemnify and save Columbia County, its officers, agents, employees from and against all loss, cost, damages, expense and liability caused by an accident or other occurrence resulting in bodily injury, including death, sickness and disease to any person(s); or damage or destruction to property, real or personal, arising directly or indirectly from the work performed by the consultant, its subcontractors or employees.
- All firms are hereby placed on formal notice that neither the County Commissioners, nor Commissioners-elect, nor any employees from Columbia County Government, nor any members of the Evaluation Committee are to be lobbied either individually or collectively concerning this project. Firms and their agents who intend to, or have submitted qualifications for this project are hereby placed on formal notice that they are not to contact members of the County Commission, Commissioners-elect, nor staff members outside regular Board of County Commissioners meetings relating to the selection process, outside of those specifically scheduled by the County for negotiations. Dinners, lunches, or any other actions that may be interpreted as not complying with this requirement may result in an immediate disqualification of such firm by the County from further consideration for this project.



# H. VENDOR INFORMATION FORM

The undersigned, on behalf of the respondent, certifies that: (1) this information is made without previous understanding, agreement or connection with any person, firm, or corporation providing a response to the same document; (2) is in all respects fair and without collusion or fraud; (3) the person whose signature appears below is legally empowered to bind the firm in whose name the response is entered; (4) they have read the complete Request for Proposal and understand all provisions; (5) if officially proposed in response to any Request for Proposal accepted by Columbia County, the capabilities identified are guaranteed as written and will be implemented as stated; and (6) mistakes in writing of the submitted response will be their responsibility.

Vendor Name as Registered with the Ge	orgia Secretary of State
Type of Organization (check one): Sole Proprietorship Partnership	Corporation Public Corporation
Authorized Contact Name Printed	Title
COLUMB	IA COUNTY
Authorized Signature	Bate
Mailing Address	Physical Address
City/State/Zip	City/State/Zip
Phone Number	Fax Number
Company Website Address	E-Mail
Tax I.D. Number	General Nature of Business



# 8. Additional Information

# 8.1 Maintenance/Support Plan

Cisco support is handled by Cisco directly utilizing Cisco TAC for reporting incidents and SmartNet support services. The Augusta area is supported by 24x7x4 or 8x5x5 support levels. Please see Appendix C for the Cisco SmartNet datasheet.

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## **EXHIBIT "E"**

### **RELEASE OF CLAIMS**

Reference is made to the CISCO EQUIPMENT AND SERVICES Agreement, together with all Change Orders thereunder ("Agreement"), by and between the undersigned (Logicalis, Inc.) and Columbia County, Georgia ("County"), dated November 20, 2007.

In connection with the Agreement, Vendor warrants that there are no amounts owned by it or by any of its subcontractors, which could become the basis for a claim against the property described in the Agreement or any other property owned by the County, and that there exists no known liens, claims, demands or causes of action against the Vendor or its subcontractors or the County relating to the Work.

IN WITNESS WHEREOF, Vendor has executed this release this \_\_\_\_\_ day of \_\_\_\_\_, 2007.

Vendor Name:

By:\_\_\_

(Corporate Officer Signature)

As Its:

(Corporate Officer Title)

(Seal)

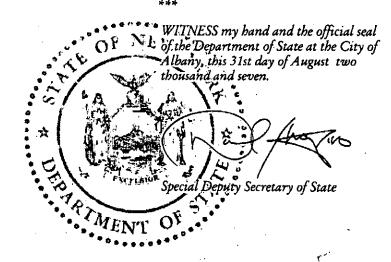
Page 16 of 16

				-		Control No: 070766 Date Filed: 09/10/2007 11 Karen C Handel
		315 We Registered age	CE OF SECRETAF CORPORATIONS D st Tower, #2 Martin Lut Atlanta, Georgia 303: (404) 656-281 10, officer, entity status i	<b>IVISION</b> her King, Jr. Drive 34-1530 7 Information via the	Internet	Secretary of State
	KAREN HANDEL Secretary of State		N FOR CERTIFIC	rations.org	OTCRETARY (	of state
		FO	R FOREIGN CORI	PORATION	- 2007 SED IN	A 11: 00
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E-I	Mail:	Dir K. Tisc	her e us.	logical	s. com	
	NOTICE	TO APPLICANT: PI	RINT PLAINLY OR	TYPE REMAIN	DER OF THIS FO	RM
<b>.</b>	Logicalis, Inc. Corporate Name 09/01/1999		<u> </u>		Name Reservatio	n Number (Optional)
	Date business commenced (or received by the Secretary of St	proposed) in Georgia (i ate, a \$500 penalty must l	NOTE: If the date provi e paid; penalty is statu	ded here is more the	nan 30 days prior to th walved by Secretary d	e date the application is of State.)
2. (	Name of filing person (certificat	1. atta: Reth	. for in		24864(	9033 r. 3103
	Address J	wh kood Su	ite 2345	Bingham City	Farms M. State	I 48025 Zh Code
3.	1750 South Telegraph R Principal Office Mailing Address		mfield Hills, MI 483	02		
њ. ,	C T Corporation System Name of Registered Agent in G 1201 Peachtree Street, N Registered Office Street Addrest	N.E.	pox or mail drop not acc	aptable for register	red office eddress)	
	Atlanta City		Fulton			the second s
5.	Circle/Check O	NE	County	Jurisdiction	Stat	Zip Code     Zip Code
		NONPROFIT	(Home State New York	e or Country)	04/07/19	
3.	Terry Flood, 1750 S. Tele	graph Road, Suite 3	00, Bloomfield Hills	, MI 48302	<u> </u>	
•	Officer / CEO	Address	······································		City	State Zip Code
	Greg Baker, 1750 S. Tele	graph Road, Suite 3	00, Bloomfield Hills	, MI 48302		
	Officer / CFO	Address		<u></u>	City	State Zip Code
-	Officer / SEC	Address CEE 47	TACHIADAW			
/. NC	TICE: Mail or deliver the followin	Address <u>SEE A1</u> ig items to the Secretary of	state at the above addres	13.	City	State Zip Code
	<ol> <li>Congress and one copy of this</li> <li>An ORIGINAL certificate of a state may not burnors than</li> <li>Filling fee of \$225.00 payable</li> </ol>	s application axistence or good standing 90 days oid. (Copy of articl "Secretary of State." F	not more then 90 days o es of incorporation from ling fees are NON-refund	id, cartilled by the h	NOT be submitted)	Certificate from home
Au	thorized Signature Robert Ma Request certifica	tes and obtain entity	Date		State of Geo	FORM 236
			1	Exped	ite Creation - Foreign	Entity 3 Page(s)
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# State of New York Department of State } ss:

I hereby certify, that the Certificate of Incorporation of LOGICALIS, INC. was filed on 04/07/1998, under the name of LOGICAL NETWORKS, INC., with perpetual duration, and that a diligent examination has been made of the Corporate index for documents filed with this Department for a certificate, order, or record of a dissolution, and upon such examination, no such certificate, order or record has been found, and that so far as indicated by the records of this Department, such corporation is an existing corporation.

A Certificate of Amendment LOGICAL NETWORKS, INC., changing its name to LOGICALIS, INC., was filed 08/27/2003.



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# Quotation

LOG-ATL-04752e		Date: 27-Jul-09
Customer: Lewis Foster Columbia County Board of Commissioners 630 Ronald Reagan Drive Bidg C Evans, GA 30809 706.312.7325 LFOSTER@columbiacountyga.gov	Budgetary Quote - Network Upgrade with MetroE and WiFi, Logicalis Professional Services Estimate.	From: Logicalis 3440 Preston Ridge Road Suite 200 Alpharetta, GA 30005 Main Voice: 770-325-2112 Main FAX: 770-325-2110 SalesSupport@us.logicalis.com

					List Unit Cost Extend		
			ATAT MetroE Replacement				
			MetroE Distribution Routers: Dual Cisco 7606 each with				
			RSP720-3C, Advanced IP Services IOS, redundant AC power supplies, (1) WS-X6704-10GE with (4) XENPAK-				
		т.	10GB-CX4 for inter-connect and uplinks to VSS Core				
			switches, (1) 7600-ES+20G3C with (20) SFP-GE-Z fo		· ·		
1	2	CISCO7606-S	Cisco 7606-S Chassis	\$0.00	\$0.00	\$0.00	
2	2	FAN-MOD-6SHS	High Speed Fan Module for CISCO7606-S Chassis	\$0.00	\$0.00	\$0.00	
3 4	2 2	7606S-RSP720C-P MEM-RSP720-CF1G	Cisco 7606S Chassis,6-slot,RSP720-3C,PS	\$37,500.00	\$23,250.00	\$46,500.00	
4 5	2	2700W-AC/6	C7600 RSP720 Compact Flash Memory 1G	\$1,095.00	\$678.90	\$1,357.80	
6	2	2700W-AC/6	2700 W AC Power Supply for 7606 2700W AC power supply for CISCO7606	\$0.00	\$0.00	\$0.00	
7	4	CAB-AC-C6K-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug,	\$3,000.00	\$1,860.00	\$3,720.00	
			US	\$0.00	\$0.00	\$0.00	
8	2	S764AIK9-12233SRD	Cisco 7600-RSP720 IOS ADVANCED IP SERVICES SSH	\$10,000.00	\$6,200.00	\$12,400.00	
9	2	7600-ES+20G3C	7600 ES+ Line Card, 20xGE SFP with DFC 3C	\$40,000.00	\$24,800.00	\$49,600.00	
10	40	SFP-GE-Z	1000BASE-ZX Gigabit Ethernet SFP (DOM)	\$3,995.00	\$2,476.90	\$99,076.00	
11	2	WS-X6704-10GE	Cat6500 4-port 10 Gigabit Ethernet Module (req. XENPAKs)	\$20,000.00	\$12,400.00	\$24,800.00	
12	8	XENPAK-10GB-CX4	Cisco 10GBASE-CX4 XENPAK Module	\$600.00	\$372.00	\$2,976.00	
13	2	RSP720-3C-GE	Cisco 7600 Route Switch Processor 720Gbps fabric, PFC3C, GE	\$0.00	\$0.00	\$0.00	
14	2	PWR-2700-AC	2700W AC power supply for CISCO7606	\$0.00	\$0.00	\$0.00	
15 -	2	76-ES+BASIC-20G	ES+ 20G Basic License, no MVPN, IPv6, 6vPE, L3 IP/MPLS VPN	S+ 20G Basic License, no MVPN, IPv6, 6vPE, L3 \$0.00		\$0.00	
16	2	MEM-XCEF720-256M	Catalyst 6500 256MB DDR, xCEF720 (67xx interface, DFC3A)	\$0.00	\$0.00	\$0.00	
17	2	WS-F6700-CFC	Catalyst 6500 Central Fwd Card for WS-X67xx modules	\$0.00	\$0.00	\$0.00	
18	4	WS-F6K-XENBLNKCVR	Catalyst 6500 Xenpak Blank Covers for WS-X6704- 10GE	\$0.00	\$0.00	\$0.00	
19	2	CON-STLOC	SMARTNET 8x4xNBD 20xGE SFP -DFC 3C	\$0.00	\$0.00	\$0.00	
20	2	CON-STLOC	SMARTNET 8x4xNBD 7606S Chassis,6-slot,RSP720- 3C,PS	\$0.00	\$0.00	\$0.00	
21	2	CON-STLOC	SMARTNET 8x4xNBD Cisco 7606-S Chassis	\$0.00	\$0.00	\$0.00	
22	2	CAB-INF-28G-10=	10m cable for 10GBase-CX4 module	\$325.00	\$201.50	\$403.00	
		and the second			Subtotal	\$240,832.80	
			MetroE Access Switches: Cisco MetroE ME-3400G-2CS- A with Metro IP Access IOS, (2) GLC-ZX-SM and 1-year 8x5xNBD SmartNet. Note: (7) for existing MetroE access, (13) for WiFi MetroE access.				
23	20	ME-3400G-2CS-A	ME 3400 Series 2 Combo + 2 SFP AC	\$1,695.00	\$1,050.90	\$21,018.00	
24	20	S340XIK9T-12250SE	Cisco ME 340X SERIES IOS METRO IP ACCESS TAR	\$2,995.00	\$1,050.90	\$37,138.00	
25	20	CAB-AC-ME	AC power cords for ME switches	\$0.00	\$0.00	\$0.00	
26	20	CAB-ME-CON	Console Cable for ME Products	\$0.00	\$0.00	\$0.00 \$0.00	
27	20	CON-STLOC	SMARTNET 8x5xNBD ME 3400 Series 2 Com	\$0.00	\$0.00	\$0.00	
28	40	GLC-ZX-SM=	1000BASE-ZX SFP	\$3,995.00	\$2,476.90	\$99,076.00	
					Subtotal	\$157,232.00	

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Quotation

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LOG-ATL-04752e		Date: 27-Jul-09
Customer:		From:
Lewis Foster		Logicalis
Columbia County Board of Commissioners		3440 Preston Ridge Road
630 Ronald Reagan Drive	Budgetary Quote - Network Upgrade with MetroE and WiFi,	Suite 200
Bidg C	Logicalis Professional Services Estimate.	Alpharetta, GA 30005
Evans, GA 30809		Main Voice: 770-325-2112
706.312.7325		Main FAX: 770-325-2110
LFOSTER@columbiacountyga.gov		SalesSupport@us.logicalis.com

Line	Qty	Product Number Description				Unit Cost	Extended Cost	
			Mount Kit for RAP & MAP: Cisco 1520 Series Pole Mount Kit					
48	66	AIR-ACCPMK1520=	1520 Series Pole Mount Kit	\$129.00	\$79.98	\$5,278.68		
					Subtotal	\$5,278.68		
		ς 	Power for RAP: Cisco 1520 Series Power Injector		an den de la serie de la se	1 1 1		
49	24	AIR-PWRINJ1500-2=	1520 Series Power Injector	\$249.00	\$154.38	\$3,705.12		
50	24	AIR-PWR-CORD-NA	AIR Line Cord North America	\$0.00	\$0.00	\$0.00		
					Subtotal	\$3,705.12		
			Power for MAP: Cisco 1520 Series Street Light Power Tap or AC Power Cord	νη η του δια αυτορή το ματορία το Γ	אורים בינוקר איז ייצי איז איז איז איז איז איז איז איז איז אי	ار این		
51	42	AIR-PWR-ST-LT-R3P=	1520 Series Street Light Power Tap, 4 ft.	\$249.00	\$154.38	\$6,483.96		
52	42	AIR-CORD-R3P-40NA=	1520 Series AC Power Cord, 40 ft. N. Amer Plug	\$299.00	\$185.38 Subtotal	\$7,785.96 <b>\$14,269.92</b>		
					Subtotai	<b>4 14,203.32</b>		
			10GE Trunks between Cars Switches, MetroE + Distribution Routers and Server Distribution Switches					
			10GE Modules for Existing Core VSS: (1) WS-X6708- 10G-3C in each of the VSS switches for VSI & 10GE links to the MetroE and Server Distribution Switches	2009/0012114441449942979991400004404444444444				
53	2	WS-X6708-10G-3C=	C6K 8 port 10 Gigabit Ethernet module with DFC3C (req. X2)	\$37,500.00	\$23,250.00	\$46,500.00		
54	2	WS-F6700-DFC3C			\$0.00	\$0.00		
55	2	WS-X6708-10GE	X6708-10GE Cat6500 8 port 10 Gigabit Ethernet module (req. DFC \$0.00 \$0.0 \$0.0		\$0.00	\$0.00		
56	12	X2-10GB-CX4=	10GBASE-CX4 X2 Module	\$600.00	\$372.00	\$4,464.00		
57	12	CAB-INF-28G-10=	10m cable for 10GBase-CX4 module	\$325.00	\$201.50	\$2,418.00		
				· · · · · · · · · · · · · · · · · · ·	Subtotal	\$53,382.00		
\$ <b>**</b> ** <b>*</b> ********		n an	10GE Modules for Existing Server-Distribution Cat6509Es: (1) WS-X6704-10GE in each Server Distribution Switches.	פריותי של היינו איז	darum dan kudan kumunan kurun kan kumunan kan kurun kurun kurukan kurun kurun kurun kurun kurun kurun kurun kur	1999 (Aurana an Anna Anna Anna Anna Anna Anna An		
58	2	WS-X6704-10GE=	Cat6500 4-port 10 Gigabit Ethernet Module (req. XENPAKs)	\$20,000.00	\$12,400.00	\$24,800.00		
59	2	MEM-XCEF720-256M	Catalyst 6500 256MB DDR, xCEF720 (67xx interface, DFC3A)	\$0.00	\$0.00	\$0.00		
60	2	WS-F6700-CFC	Catalyst 6500 Central Fwd Card for WS-X67xx modules	\$0.00	\$0.00	\$0.00		
61	8	WS-F6K-XENBLNKCVR	Catalyst 6500 Xenpak Blank Covers for WS-X6704- 10GE	\$0.00	\$0.00	\$0.00		
62	8	XENPAK-10GB-CX4=	Cisco 10GBASE-CX4 XENPAK Module	\$600.00	\$372.00	\$2,976.00		
63	2	CAB-INF-28G-10=	10m cable for 10GBase-CX4 module	\$325.00	\$201.50	\$403.00		
**************************************					Subtotal	\$28,179.00		
			Internet Access Internet Distribution Switches: Dual Cisco Cat3560E GE L3 switch with 1-year 8x5xNBD SmartNet.					

	Quotation LOG-ATL-04752e			Date: 2	27-Jul-09
Customer: Lewis Foster Columbia County Board of Commissioners 630 Ronald Reagan Drive Bldg C Evans, GA 30809 706.312.7325 LFOSTER@columbiacountyga.gov		Budgetary Quote - Network Upgrade with MetroE and WiFi, Logicalis Professional Services Estimate.		From: Logicalis 3440 Preston Ridge Road Suite 200 Alpharetta, GA 30005 Main Voice: 770-325-2112 Main FAX: 770-325-2110 SalesSupport@us.logicalls.com	
Line Qty	Product Number	Description	List	Unit Cost	Extended Cost
84 96	PS-05	Estimate cost on WiFi (WLC, WCS, 24 RAPs, 40 MAPs, 13-Cat3560s). Actual cost is based upon a Time and Materials approach with 4 hours minimum plus travel and living expenses.	\$187.50	\$187.50	\$18,000.0
85 12		Budgetary number of weeks of travel and living expenses for above Professional Services	\$1,500.00	\$1,500.00	\$18,000.0
				Subtotal	\$96,000.0

# Logicalis' terms of sale, found on our website at www.us.logicalis.com/tcsales.pdf, are incorporated herein by reference.

The information in this proposal is considered proprietary and confidential to Logicalis, Inc. By acceptance of this information, Customer agrees to maintain this confidentiality and use such information for internal purposes only.

In the event Customer chooses to lease the Products from a third party leasing company, Customer remains liable for payment to Logicalis for

all Products purchased until Logicalis receives payment from such leasing company.

Any variation in quantity, or requested delivery may result in price changes. Prices are valid for 30 days from date of quotation unless otherwise stated.

Prices are subject to change without notice in the event the Product's manufacturer/distributor changes the price to Logicalis.

Shipping and taxes are added at time of invoice. Shipping charges are subject to handling fees for specifying carriers and same day shipments. Logicalis provides standard delivery to Customer's loading dock; inside delivery is available at an additional charge if stated on Customer's purchase order.

Account Executive: John Stone (770) 325-2112 Cell: (770) 722-9604 john.stone@us.logicalis.com

Technical Consultant: Charles Lan (770) 325-2108 Cell: (404) 819-6710 charles.lan@us.logicalis.com

Sales Support Rep: Sheila Brady (630) 719-8327 Cell: (630) 842-2431 sheila.brady@us.logicalis.com

By signing below, the undersigned accepts this offer and confirms that he/she is authorized to purchase these items on behalf of Customer.

Х

Date:

Total:

\$1,080,879.19

Ship to address:

Bill to address:

am/are authorizing Logicalis to submit a partial order shipment invoice.

(we)/(company name)

Customer agrees to remit payment per Logicalis terms utilizing the partial order shipment invoice date as invoice recognition date.

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Quotation

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LOG-ATL-04913		Date: 04-Aug-09
Customer: Marcy Avelar Columbia County Board of Commissioners 630 Ronald Reagan Dr. Evans, GA 30809 706.312.7330	City of Grovetown	From: Logicalis 3440 Preston Ridge Road Suite 200 Alpharetta, GA 30005 Main Voice: 770-325-2112 Main FAX: 770-325-2110
MAVELAR@columbiacountyga.gov		SalesSupport@us.logicalis.com

Line	Qty	Product Number Description List Unit Cost		Unit Cost	t Extended Cost	
	4-1 J		City of Ground Street Barristic		and a second	
			City Hall - Metro E Switch Option			
			MetroE Access Switch: Cisco MetroE ME-3400G-2CS-A with Metro IP Access IOS, (2) GLC-ZX-SM and 1-year 8x5xNBD SmartNet.			
••••••••••••••••••••••••••••••••••••••	2	ME-3400G-2CS-A	ME 3400 Series 2 Combo + 2 SFP AC	\$1,695.00	\$1.050.90	\$2,101.80
2	2	S340XIK9T-12250SE	Cisco ME 340X SERIES IOS METRO IP ACCESS TAR	\$2,995.00	\$1,856.90	\$3,713.80
3	2	CAB-AC-ME	AC power cords for ME switches	\$0.00	\$0.00	\$0.00
4	2	CAB-ME-CON	Console Cable for ME Products	\$0.00	\$0.00	\$0.00
5	2	CON-STLOC	SMARTNET 8x5xNBD ME 3400 Series 2 Com	\$0.00	\$0.00	\$0.00
6	2	GLC-ZX-SM=	1000BASE-ZX SFP	\$3,995.00	\$2,476.90	\$4,953.80
					Subtotal	\$10,769.40
			Distribution/Access Switches: Cisco WS-C3750G-12S-E (for fiber terminations from the remote sites) and WS- C3750V2-24PS-S (for user access) with 1-year 8x4xNBD SmartNet.			
7	2	WS-C3750G-12S-E	Catalyst 3750 12 SFP + IPS Image	\$11,990.00	\$7,433.80	\$14,867.60
8	2	CAB-STACK-50CM	Cisco StackWise 50CM Stacking Cable	\$0.00	\$0.00	\$0.00
9	2	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00	\$0.00
10	2	CON-STLOC	SMARTNET 8X5XNBD Cat 3750 12 SFP Enhanced Multilayer Img	\$0.00	\$0.00	\$0.00
	 				Subtotal	\$14,867.60
			City Hall Switch for user devices			
11	1	WS-C3750V2-24PS-S	Catalyst 3750V2 24 10/100 PoE + 2 SFP Standard Image	\$4,795.00	\$2,972.90	\$2,972.90
12	1	CAB-STACK-50CM	Cisco StackWise 50CM Stacking Cable	\$0.00	\$0.00	\$0.00
13	1	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00	\$0.00
14	1	CON-STLOC	SMARTNET 8X5XNBD Catalyst 3750V2 24 1	\$0.00	\$0.00	\$0.00
15	8	GLC-LH-SM=	GE SFP,LC connector LX/LH transceiver	\$995.00	\$616.90	\$4,935.20
		and the first of the second state of the spin of the second state of the second state of the second state of the		ale ann aird an airdean an tra tha ann an guir ann ang de saobhardh Saobharan ann ann ann	Subtotal	\$7,908.10
			Cisco Redundant Power System with dual 750W power supplies, (2) CAB-RPS2300s and 1-year 8x5NBD SmartNet.			
16	1	PWR-RPS2300	Cisco Redundant Power System 2300 and Blower,No Power Supply	\$1,200.00	\$744.00	\$744.00
17	2	C3K-PWR-750WAC	Catalyst 3750-E / 3560-E 750WAC power supply	\$995.00	\$616.90	\$1,233.80
18	2	CAB-16AWG-AC	AC Power cord, 16AWG	\$0.00	\$0.00	\$0.00
19	1	CAB-RPS2300	RPS 2300 Cable for Devices other than E-Series Switches	\$0.00	\$0.00	\$0.00
20	1	CON-STLOC	SMARTNET 8x5xNBD PWR-RPS2300	\$0.00	\$0.00	\$0.00
21	3	CAB-RP\$2300=	Spare RPS2300 Cable for Devices other than E-Series Switches	\$150.00	\$93.00	\$279.00
	ļ				Subtotal	\$2,256.80
			7 Remote Facilities			
	punneli		Senior Center & Recreation Center			
			24-port Access Switches: Cisco WS-C3560V2-24PS-S with 1-year 8x5xNBD SmartNet.			
22	2	WS-C3560V2-24PS-S	Catalyst 3560V2 24 10/100 PoE + 2 SFP + IPB (Standard) Image	\$3,795.00	\$2,352.90	\$4,705.80

Quotation LOG-ATL-04913		Date: 04-Aug-09
Customer: Marcy Avelar Columbla County Board of Commissioners 630 Ronald Reagan Dr. Evans, GA 30809 706.312.7330 MAVELAR@columbiacountyga.gov	City of Grovetown	From: Logicalis 3440 Preston Ridge Road Suite 200 Alpharetta, GA 30005 Main Voice: 770-325-2112 Main FAX: 770-325-2110 SalesSupport@us.logicalls.com

Line	Qty	Product Number

(we)/(company name) Customer agrees to remit payment per Logicalis terms utilizing the partial order shipment invoice date as invoice recognition date.

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Quotation

LOG-ATL-04915		Date: 04-Aug-09
Customer:		From:
Marcy Avelar		Logicalis
Columbia County Board of Commissioners		3440 Preston Ridge Road
630 Ronald Reagan Dr.	City of Harlem	Suite 200
Evans, GA 30809	City of Hanem	Alpharetta, GA 30005
		Main Voice: 770-325-2112
706.312.7330		Main FAX: 770-325-2110
MAVELAR@columbiacountyga.gov		SalesSupport@us.logicalis.com

Line	Qty	Product Number	Description	List	Unit Cost	Extended Cost
(996) (196) (1965)		and a sum of the second first	Sity of Nation		the state of the second se	
			City Hall - Metro E Switch Option			
			MetroE Access Switch: Cisco MetroE ME-3400G-2CS-A			
			with Metro IP Access IOS, (2) GLC-ZX-SM and 1-year 8x5xNBD SmartNet.			
1	2	ME-3400G-2CS-A	ME 3400 Series 2 Combo + 2 SFP AC	\$1,695.00	\$1,050.90	¢0 101 00
2	2	S340XIK9T-12250SE	Cisco ME 340X SERIES IOS METRO IP ACCESS TAR	\$1,095.00	\$1,050.90	\$2,101.80 \$3,713.80
	-			42,990.00	\$1,000.90	φο,//10.00
3	2	CAB-AC-ME	AC power cords for ME switches	\$0.00	\$0.00	\$0.00
4	2	CAB-ME-CON	Console Cable for ME Products	\$0.00	\$0.00	\$0.00
5	2	CON-STLOC	SMARTNET 8x5xNBD ME 3400 Series 2 Com	\$0.00	\$0.00	\$0.00
~	~	010 72 014				
6	2	GLC-ZX-SM=	1000BASE-ZX SFP	\$3,995.00	\$2,476.90	\$4,953.80
					Subtotal	\$10,769.40
			Distribution/Access Switches: Cisco WS-C3750G-12S-E ( (for fiber terminations from the remote sites) and WS-			
			C3750V2-24PS-S (for user access) with 1-year 8x4xNBD			
			SmartNet.			
7	2	WS-C3750G-12S-E	Catalyst 3750 12 SFP + IPS Image	\$11,990.00	\$7,433.80	\$14,867.60
8	2	CAB-STACK-50CM	Cisco StackWise 50CM Stacking Cable	\$0.00	\$0.00	\$0.00
9	2	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P,	\$0.00	\$0.00	\$0.00
10	2	CON-STLOC	2.1m		<b>A</b> B AB	
10	- 2	CON-STLUC	SMARTNET 8X5XNBD Cat 3750 12 SFP Enhanced Multilayer Img	\$0.00	\$0.00	\$0.00
			Indulayor ing		Subtotal	\$14,867.60
			City Hall Switch for user devices			• • • • • • • • • • • • • • • • • • • •
11	1	WS-C3750V2-24PS-S	Catalyst 3750V2 24 10/100 PoE + 2 SFP Standard	\$4,795.00	\$2,972.90	\$2,972.90
			Image	. ,	<b>, , , , , , , , , ,</b>	·
12	1	CAB-STACK-50CM	Cisco StackWise 50CM Stacking Cable	\$0.00	\$0.00	\$0.00
13	1	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00	\$0.00
14	1	CON-STLOC	SMARTNET 8X5XNBD Catalyst 3750V2 24 1	\$0.00	\$0.00	\$0.00
					n na an an an anti-che ca canan a contro de cata e des angles e degrad per en angles p	
15	7	GLC-LH-SM=	GE SFP,LC connector LX/LH transceiver	\$995.00	\$616.90	\$4,318.30
******	ļ	All of the first of the balance material description of the property of the second second second second second			Subtotal	\$7,291.20
		1. A.	Cisco Redundant Power System with dual 750W			
			power supplies, (2) CAB-RPS2300s and 1-year 8x5NBD SmartNet.			
16	1	PWR-RPS2300	Cisco Redundant Power System 2300 and Blower,No	\$1,200.00	\$744.00	\$744.00
			Power Supply	¢1,200.00	<b>\$141.00</b>	¢144.00
17	2	C3K-PWR-750WAC	Catalyst 3750-E / 3560-E 750WAC power supply	\$995.00	\$616.90	\$1,233.80
18	2	CAB-16AWG-AC	AC Power cord, 16AWG	\$0.00	\$0.00	\$0.00
19	1	CAB-RPS2300	RPS 2300 Cable for Devices other than E-Series Switches	\$0.00	\$0.00	\$0.00
20	1	CON-STLOC	SMARTNET 8x5xNBD PWR-RPS2300	\$0.00	\$0.00	\$0.00
21	3	CAB-RPS2300=	Spare RPS2300 Cable for Devices other than E-Series	\$150.00	\$93.00	\$279.00
			Switches		Subtotal	\$2,256.80
			6 Remote Facilities			
0.0			Senior Center & Community Connections			
			48-port Access Switches: Cisco WS-C3560V2-48PS-S with 1-year 8x5xNBD SmartNet.		a a construction of the second se	
22	2	WS-C3560V2-48PS-S	Catalyst 3560V2 48 10/100 PoE + 4 SFP + IPB (Standard) Image	\$6,495.00	\$4,026.90	\$8,053.80

Quotation LOG-ATL-04915		Date: 04-Aug-09
Customer: Marcy Avelar Columbia County Board of Commissioners 630 Ronald Reagan Dr. Evans, GA 30809	City of Harlem	From: Logicalis 3440 Preston Ridge Road Suite 200 Alpharetta, GA 30005
706.312.7330 MAVELAR@columbiacountyga.gov		Main Voice: 770-325-2112 Main FAX: 770-325-2110 SalesSupport@us.logicalis.com

\_ am/are authorizing Logicalis to submit a partial order shipment invoice.

(we)/(company name)

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Customer agrees to remit payment per Logicalis terms utilizing the partial order shipment invoice date as invoice recognition date.

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Quotation

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LOG-ATL-04910		Date: 04-Aug-09
Customer: Marcy Avelar Columbia County Board of Commissioners 630 Ronald Reagan Dr. Evans, GA 30809 706.312.7330 MAVELAR@columbiacountyga.gov	Fire Stations Network Upgrade.	From: Logicalis 3440 Preston Ridge Road Suite 200 Alpharetta, GA 30005 Main Voice: 770-325-2112 Main FAX: 770-325-2110 SalesSupport@us.logicalis.com

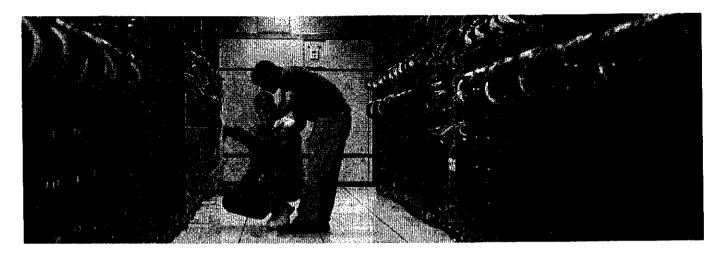
Line		Product Number	Description	List	Unit Cost	Extended Cost
	12 00 0		Main Fire Station			
			MetroE Access Switch: Cisco MetroE ME-3400G-2CS-A	CARL WARE TO BE A FILL AND A FILL A		unang di si
			with Metro IP Access IOS, (2) GLC-ZX-SM and 1-year 8x5xNBD SmartNet.			
1		ME-3400G-2CS-A	ME 3400 Series 2 Combo + 2 SFP AC	\$1,695.00	\$1,050.90	\$2,101.80
2	2	S340XIK9T-12250SE	Cisco ME 340X SERIES IOS METRO IP ACCESS TAR	\$2,995.00	\$1,856.90	\$3,713.80
3	2	CAB-AC-ME	AC power cords for ME switches	\$0.00	\$0.00	\$0.00
4	2	CAB-ME-CON	Console Cable for ME Products	\$0.00	\$0.00	\$0.00
5	2	CON-STLOC	SMARTNET 8x5xNBD ME 3400 Series 2 Com	\$0.00	\$0.00	\$0.00
6	2	GLC-ZX-SM=	1000BASE-ZX SFP	\$3,995.00	\$2,476.90	\$4,953.80
	Alend y A you you <b>Wasser</b>		Distribution/Access Switches: Clsco WS-C3750G-12S-E (for fiber terminations from the remote Fire Stations) and WS-C3750V2-24PS-S (for user access) with 1-year 8x4xNBD SmartNet.			
7	2	WS-C3750G-12S-E	Catalyst 3750 12 SFP + IPS Image	\$11,990.00	\$7,433.80	\$14,867.60
8	2	CAB-STACK-50CM	Cisco StackWise 50CM Stacking Cable	\$0.00	\$0.00	\$0.00
9	2	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00	\$0.00
10	2	CON-STLOC	SMARTNET 8X5XNBD Cat 3750 12 SFP Enhanced Multilayer Img	\$0.00	\$0.00	\$0.00
11	1	WS-C3750V2-24PS-S	Catalyst 3750V2 24 10/100 PoE + 2 SFP Standard	\$4,795.00	\$2,972.90	\$2,972.90
12	1	CAB-STACK-50CM	Cisco StackWise 50CM Stacking Cable	\$0.00	\$0.00	\$0.00
13	1	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00	\$0.00
14	1	CON-STLOC	SMARTNET 8X5XNBD Catalyst 3750V2 24 1	\$0.00	\$0.00	\$0.00
15	15	GLC-LH-SM=	GE SFP,LC connector LX/LH transceiver	\$995.00	\$616.90	<b>\$9,25</b> 3.50
	1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 -		Cisco Redundant Power System with dual 750W power supplies, (2) CAB-RPS2300s and 1-year 8x5NBD SmartNet.		αια το το μα διαδού δη του εποτολογικο στορογοριας σύμου ματολογικα	1999-1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1
16	1	PWR-RPS2300	Cisco Redundant Power System 2300 and Blower,No Power Supply	\$1,200.00	\$744.00	\$744.00
17	· · · · · · · · · · · · · · · · · · ·	C3K-PWR-750WAC	Catalyst 3750-E / 3560-E 750WAC power supply	\$995.00	\$616.90	\$1,233.80
18	2	CAB-16AWG-AC	AC Power cord, 16AWG	\$0.00	\$0.00	\$0.00
19	1	CAB-RPS2300	RPS 2300 Cable for Devices other than E-Series Switches	\$0.00	\$0.00	\$0.00
20	1	CON-STLOC	SMARTNET 8x5xNBD PWR-RPS2300	\$0.00	\$0.00	\$0.00
21	3	CAB-RPS2300=	Spare RPS2300 Cable for Devices other than E-Series Switches	\$150.00	\$93.00	\$279.00
			15 Remote Fire Stations			
20	12		8-port Access Switches: Cisco WS-C3560-8PC-S with 1- year 8x5xNBD SmartNet.			*****
22	16	WS-C3560-8PC-S	Catalyst 3560 Compact 8 10/100 PoE + 1 T/SFP; IP Base Image	\$1,395.00	\$864.90	\$13,838.40
23	·····	CAB-AC-RA	Power Cord,110V, Right Angle	\$0.00	\$0.00	\$0.00
24	16	CON-STLOC	SMARTNET 8X5XNBD Catalyst 3560 8 10/1	\$0.00	\$0.00	\$0.00

#### Quotation LOG-ATL-04887 Date: 24-Jul-09 ared For: cy Avelar From: Logicalis Columbia County Board of Commissioners 3440 Preston Ridge Road 630 Ronald Reagan Dr. Suite 200 Distribution Switch for Traffic Engineering. Evans, GA 30809 Alpharetta, GA 30005 Main Voice: 770-325-2100 706.312.7330 Main FAX: 770-325-2110 MAVELAR@columbiacountyga.gov SalesSupport@us.logicalis.com

Line	Qty	Product Number	Description	List	Unit Cost	Extended Cost
			Distribution Switches for Traffic Engineering Option1: Cisco Cat4506E with SUP6-E, IP BASE IOS, Dual 1300W AC power supplies, (1) WS-X4624-SFP-E, (1)			
		· · · · ·	WS-X4124-RJ45, and 1-year 24x7x4 SmartNet.			
1	1	WS-C4506-E	Cat4500 E-Series 6-Slot Chassis, fan, no ps	\$4,995.00	\$3,096.90	\$3,096.90
2	1	PWR-C45-1300ACV	Catalyst 4500 1300W AC Power Supply (Data and PoE)	\$1,495.00	\$926.90	\$926.90
3	1	PWR-C45-1300ACV/2	Catalyst 4500 1300W AC Power Supply (Data and PoE)	\$1,495.00	\$926.90	\$926.90
4	2	CAB-AC-2800W-TWLK	U.S. Power Cord, Twist Lock, NEMA 6-20 Plug	\$0.00	\$0.00	\$0.00
5	1	S45EIPBK9-12252SG	Cisco CAT4500E IOS IP BASE SSH	\$0.00	\$0.00	\$0.00
6	1	MEM-C4K-FLD128M	Catalyst 4900M Compact Flash, 128MB Option	\$700.00	\$434.00	\$434.00
7	1	WS-X45-SUP6-E	Catalyst 4500 E-Series Sup 6-E, 2x10GE(X2) w/ Twin Gig	\$19,995.00	\$12,396.90	\$12,396.90
8	1	WS-X4624-SFP-E	Catalyst 4500 E-Series 24-Port GE (SFP)	\$20,000.00	\$12,400.00	\$12,400.00
9	1	WS-X4124-RJ45	Catalyst 4500 10/100, 24-Ports(RJ45)	\$2,495.00	\$1,546.90	\$1,546.90
10	2	CVR-X2-SFP	Cisco TwinGig Converter Module	\$0.00	\$0.00	\$0.00
11	1	CON-SNTP-C4506E	SMARTNET 24X7X4 Cat4500 E-Series 6-Slot Chassis, fan, no	\$2,957.00	\$2,631.73	\$2,631.73
	3	GLC-LH-SM=	GE SFP,LC connector LX/LH transceiver	\$995.00	\$616.90	\$1,850.70
		<u> </u>			Subtotal	\$36,210.93
	1					
			Distribution Switches for Traffic Engineering Option2: Cisco Cat6506E with SUP720, IP BASE IOS, Dual			
			3000W AC power supplies, (1) WS-X6724-SFP, (1) WS- X6148A-RJ-45, and 1-year 24x7x4 SmartNet.			
13	1	VS-C6506E-S720-10G	Catalyst Chassis+Fan Tray+Sup720-10G; IP Base ONLY incl. VSS	\$33,995.00	\$21,076.90	\$21,076.90
14	1	SV33IBK9L-12233SXI	Cisco CAT6000-VSS720 IOS IP BASE SSH LAN ONLY	\$0.00	\$0.00	\$0.00
15	1	CF-ADAPTER-SP	SP adapter with compact flash for SUP720	\$0.00	\$0.00	\$0.00
16	1	WS-X6724-SFP	Catalyst 6500 24-port GlgE Mod: fabric-enabled (Req. SFPs)	\$15,000.00	\$9,300.00	\$9,300.00
17	1	WS-X6148A-RJ-45	Catalyst 6500 48-Port 10/100, Upgradable to Voice, RJ- 45	\$6,000.00	\$3,720.00	\$3,720.00
18	2	WS-CAC-3000W	Catalyst 6500 3000W AC power supply	\$3,000.00	\$1,860.00	\$3,720.00
19	2	CAB-AC-C6K-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US	\$0.00	\$0.00	\$0.00
20	1	VS-S720-10G-3C	Cat 6500 Supervisor 720 with 2 ports 10GbE and MSFC3 PFC3C	\$0.00	\$0.00	\$0.00
21	1	VS-F6K-MSFC3	Catalyst 6500 Multilayer Switch Feature Card (MSFC) III	\$0.00	\$0.00	\$0.00
22	1	VS-F6K-PFC3C	Catalyst 6500 Sup 720-10G Policy Feature Card 3C	\$0.00	\$0.00	\$0.00
23	1	VS-S720-10G	Catalyst 6500 Supervisor 720 with 2 10GbE ports	\$0.00	\$0.00	\$0.00
24	1	MEM-C6K-CPTFL1GB	Catalyst 6500 Compact Flash Memory 1GB	\$0.00	\$0.00	\$0.00
25	1	BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP	\$0.00	\$0.00	\$0.00
)	1	MEM-XCEF720-256M	Catalyst 6500 256MB DDR, xCEF720 (67xx interface, DFC3A)	\$0.00	\$0.00	\$0.00
27	1	WS-F6700-CFC	Catalyst 6500 Central Fwd Card for WS-X67xx modules	\$0.00	\$0.00	\$0.00
28	1	WS-C6506-E-FAN	Catalyst 6506-E Chassis Fan Tray	\$0.00	\$0.00	\$0.0
20	-	CON-SNTP-V6506E72	SMARTNET 24X7X4 VS-C6506E-S720-10G	\$8,821.00	\$7,850.69	\$7,850.6

Data Sheet

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# **Cisco SMARTnet Service**

Resolve network problems rapidly with direct, anytime access to Cisco experts and hardware replacement matched to your needs.

### When Minutes Matter, Depend on Cisco SMARTnet Service to Deliver

As networks evolve and critical business processes, systems, and services are added, the consequences of downtime increase dramatically. When a problem occurs that can disrupt business continuity, IT departments are under intense pressure to resolve the issue as quickly as possible before it can affect the business. Cisco® SMARTnet® Service facilitates rapid problem resolution and improves operational efficiency through a combination of expert troubleshooting assistance, online tools, and flexible device coverage options. You experience the benefits of greater network availability while reducing operating costs.

# The Value of Cisco Support

"We have maintenance contracts with multiple vendors and Cisco is the most responsive of them all. When we have a network issue, we count on their fourhour response time to have the problem resolved."

> Thuan Nguyen, Director of Information Technology Kent School District

## Move Quickly with Anytime Access to Cisco Expertise and Resources

Cisco SMARTnet Service is an award-winning technical support service that gives your IT staff direct, anytime access to Technical Assistance Center (TAC) engineers and Cisco.com resources. You receive the fast, expert response and the dedicated accountability you require to resolve critical network issues.

Cisco SMARTnet Service provides the following device-level support:

- Global access 24 hours a day, 365 a year to specialized engineers in the Cisco TAC
- Anytime access to the extensive Cisco.com online knowledge base, resources, and tools
- Hardware replacement options include 2-hour, 4-hour, Next-business-day (NDB) advance
   replacement, as well as Return for Repair (RFR)
- Ongoing operating system software updates, including both minor and major releases
   within your licensed feature set
- Proactive diagnostics and real-time alerts on select devices with Smart Call Home

In addition. Cisco SMARTnet Onsite Service is an option that provides a field engineer to install replacement parts at your location and help ensure that your network operates at the highest levels. "I love TAC. I think it's brilliant. We are a global company, and we travel to different countries for network purposes. To be able to reach competent engineers at any time of day, anywhere I am, is a brilliant service and worth every penny of the maintenance that we pay."

> —Thys Coetzee, Director of Information Technology ZinPro. Performance Minerals

New OS features enable greater network capacity, advanced security, and regulatory compliance as well as better interoperability. In addition, greater business value is achieved through innovative technology enhancements that provide increased business productivity and customer satisfaction. With up-to-date software, your business will be poised to take advantage of new technology innovation, get a greater return on investment, and lower total cost of ownership while staying competitive in today's global economy.

### Count on the Right Part, When and Where You Need It

When you need dependable, fast access to business-critical parts, your Cisco SMARTnet Service delivers. Choose from a variety of hardware replacement options, including premium options such as two-hour replacement and onsite parts replacement and installation. You can select coverage on a device-by-device basis, so you get the flexible coverage you need.

All options include anytime, global access to the Cisco TAC and award-winning Cisco. com resources. Plus you have flexibility of choosing the coverage you want on a deviceby-device basis. The Cisco SMARTnet Service options are shown in Table 1.

Dependable parts delivery on a global basis is enabled by the Cisco service supply chain, a network of over 900 spare parts depots around the world managed by a sophisticated global inventory that automates parts stocking processes worldwide. Cisco is constantly adjusting regional stock holdings so spares are available where and when you need them.

### More than a Warranty

Companies sometimes think of warranties as an adequate defense against product problems. Cisco SMARTnet Service goes far beyond a simple warranty replacement policy (see Table 1). Cisco SMARTnet Service provides troubleshooting support, advanced hardware replacement options, and extensive self-help and knowledge transfer to empower your network operations and support staff. A warranty only offers delayed hardware replacement during the warranty duration.

Cisco SMARTnet/ Cisco SMARTnet Onsite Services	All <sup>5</sup>	Renewable contracts	Advance Replacement: • 24x7x2 hour • 24x7x4 hour • 8x5x4 hour • 8x5xNBD Other: • RFR <sup>2</sup>	Yes, ongoing updates within the licensed feature set	Yes	Only with onsite option	Yes, 24x7 full access	Yes
Cisco Warranty	All	Standard hardware: 90 days (specific products 1 year/limited lifetime) <sup>4</sup> Standard software: 90 days <sup>4</sup>	Advance replacement (10 days) <sup>3</sup>	Not	No	No	No	No

#### Table 1. Cisco SMARTnet Service Features and Options

1 Advance hardware replacement is available in various service-level combinations. For example, 8x5xNBD indicates that a technical support engineer is available 24x7 and advance hardware replacement is available 8 hours per day (delivering the replacement hardware during normal business hours only). 5 days a week, with next business day delivery.

2 Return for Repair on select video products only.

3 Some equipment exclusions might apply; consult service sales representatives for more details,

4 Optical networking products offer 5 year limited hardware warranty with 15 days return to factory replacement and 1 year limited software warranty, this warranty only applies to Optical products.

5 Warranty ensures only that software media are defect-free and the software substantially conforms to its published specifications.

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### Service That Evolves Along with Your Business Needs

Cisco provides industry-leading service capabilities and processes that continue to grow and evolve to meet changing customer requirements. Your feedback, along with that of other customers, is acted upon through a unique process that promotes product, service, and process improvements. Cisco is committed to delivering an exceptional service experience that is flexible enough to meet your needs, today and in the future.

### Award-Winning Service

With Cisco you get service and support that consistently win awards year after year. The certifications and awards shown in Figure 1 illustrate how Cisco continues to set the standard when it comes to support performance and value to our customers. Visit www.cisco.com/go/serviceawards to find out more about the industry recognition Cisco has earned for high-quality support performance, web-based support, and engineer certifications.

### Ordering Information

Cisco SMARTnet Service can be ordered through your local Cisco account representative or Cisco certified partner. You can find a Cisco certified partner in your area by searching in the partner locator at www.cisco.com/go/partnerlocator.

#### Why Cisco Services

Cisco Services make networks, applications, and the people who use them work better together.

Today, the network is a strategic platform in a world that demands better integration between people, information, and ideas. The network works better when services, together with products, create solutions aligned with business needs and opportunities.

SSPA Altercomero bost practices	2009 STAR Award for Best Practices In 2009, Cisco was presented with two STAR Awards for Best Practices. These awards for Best Practices recognize companies for developing, implementing, and benchmarking the most innovative and efficient processes for service and support delivery. Cisco was awarded in both the Best Online Community category for high customer and partner participation rates utilizing discussion forums and wikis and the Best Online Support Category for Cisco's web-based technologies and Knowledge Management processes that provide an effective, yet personalized, online self-service support experience for customers. Since 1989, Cisco has been recognized with numerous SSPA STAR Awards for both Best Practices and Service Excellence. Cisco was inducted into the SSPA Hall of Fame in 2007.
Business	VARBusiness Annual Report Card Cisco rates highest in "post-sales support" and "quality of tech support" in the areas of Security Appliances, Security Software, and VoiP in their 2006 VARBusiness Annual Report Card.
Verber Verber 2000 The Very Ten Best Web Support Shes	ASP 2008 Ten Best Web Support Sites and Web Support "Hall of Fame" The Association of Support Professionals (ASP) declared the Cisco Technical Support and Documentation Website a winner of the annual "Ten Best Web Support Sites" competition, a prestigious award that showcases excellence in online service and support.
2008 - 2009	2008–2009 Best International Web Support Sites Award The Localization Industry Standards Association (LISA) Association of Support Professionals (ASP) recognized the Cisco Support Websites: Japanese, Portuguese, Russian, and Spanish editions, among the 2008/2009 Best International Web Support Sites. This award honors companies that excel in providing local language support websites to their international customers.

## Figure 1. Industry-Recognized High-Quality Service

761 capital lease for no more than the first five years after the date of the first advance of award762 funds;

iii. To fund reasonable pre-application expenses in an amount not to exceed five percent
of the award. Pre-application expenses may be reimbursed if they are incurred after the
publication date of this NOFA and prior to the date on which the application is submitted to RUS
or NTIA; and

767 iv. For BTOP only undertaking such other projects and activities as the Assistant

768 Secretary finds to be consistent with the purposes for which the program is established.

769

b. Ineligible Award Expenses.

Award funds may not be used for any of the following purposes:

i. To fund operating expenses of the project, including fixed and recurring costs of a

772 project;

ii. To fund costs incurred prior to the date on which the application is submitted, with the

a,

774 exception of eligible pre-application expenses;

iii. To fund an acquisition, including the acquisition of the stock of an affiliate, or the

purchase or acquisition of any facilities or equipment of an affiliate;

iv. To fund the purchase or lease of any vehicle other than those used primarily in

778 construction or system improvements;

v. To fund broadband facilities leased under the terms of an operating lease;

vi. To fund merger or consolidation of entities; and

781 vii. To fund costs incurred in acquiring spectrum as part of an FCC auction or in a

782 secondary market acquisition

783

36

# Avelar, Marcy

From:John Stone [John.Stone@us.logicalis.com]Sent:Thursday, November 05, 2009 8:57 AMTo:Avelar, MarcySubject:RE: Delivery Lead Time

Marcy,

Assuming that we will order this equipment direct from Cisco which will be a build to order and contain the latest IOS, the average lead time should be approximately 4-weeks.

If you have any questions don't hesitate to contact me.

Regards, John Stone Account Executive Logicalis 3440 Preston Ridge Road Suite 200 Alpharetta, GA 30005 Phone DID: (770) 325-2112 Fax: (770) 325-2110 Cell: (770) 722-9604 www.us.logicalis.com john.stone@us.logicalis.com

From: Avelar, Marcy [mailto:MAVELAR@columbiacountyga.gov] Sent: Thursday, November 05, 2009 8:32 AM To: John Stone Subject: Delivery Lead Time

John,

What is the lead time for delivery of Cisco equipment after an order is placed?

Thanks,

Marcy Avelar, PMP

Network Communications Manager Columbia County Board of Commissioners 706.868.3393 (Office) 706.868.3398 (Fax) http://www.columbiacountyga.gov

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# **Statement of Cash Flows**

	Historical			Forecast Period								
				Year 1		Year 2		Year 3		Year 4		Year 5
Beginning Cash	\$-	\$	- \$	-	\$	11,050	\$	359,125	\$	1,477,825	\$	2,794,525
CASH FLOWS FROM OPERATING ACTIVITIES:												
Net Income	-		-	10,516,188		5,614,236		274,455		472,455		706,455
Adjustments to Reconcile Net Income to Net					t							
Cash Provided by Operating Activities												
Add: Depreciation			-	269,363	t	844,245		844,245		844,245		844,245
Add: Amortization			-		t	-				-		
Changes in Current Assets and Liabilities:					t							
Marketable Securities			-		t	-		-				·
Accounts Receivable			-		t	-		-		-		
Inventory			-		†					-		
Prepayments			-		†					-		
Other Current Assets			-		t			-		-		
Accounts Payable		1	-		1			-		-		
Other Current Liabilities			-		[					-		
							-				-	
Net Cash Provided (Used) by Operations	\$-	\$	- \$	10,785,550	\$	6,458,481	\$	1,118,700	\$	1,316,700	\$	1,550,700
CASH FLOWS FROM FINANCING ACTIVITIES:												
Notes Receivable	-		-	-	<b> </b>	-		-		-		-
Notes Payable	-		-	-	<b> </b>	-		-		-		-
Principal Payments	-			-	<b> </b>	-		-		-		-
New Borrowing	-			-	<b> </b>	-		-		-		
Additional Paid-in Capital	-		-	-	<b> </b>	-		-		-		
Additions to Patronage Capital Credits	-		-	-	<b> </b>	-		-		-		-
Payment of Dividends	-			-	<b> </b>			-				-
Net Cash Provided by Financing Activities	s -	\$	- \$	_	\$	-	\$	-	\$	-	\$	-
not each rothada sy r manoning rothing	Ŷ	Ť	Ť		Ť		Ψ		Ť		Ŷ	
CASH FLOWS FROM INVESTING ACTIVITIES:												
Capital Expenditures	-		-	(10,774,500)		(6,110,406)		-		-		-
Amortizable Asset (Net of Amortization)		+			t							
Long-Term Investments		+			t							
					t							
Net Cash Used by Investing Activities	\$-	\$	- \$	(10,774,500)	\$	(6,110,406)	\$	-	\$	-	\$	
Net Increase (Decrease) in Cash	\$-	\$	- \$	11,050	\$	348,075	\$	1,118,700	\$	1,316,700	\$	1,550,700
Ending Cook	¢	\$	- \$	44 050	¢	250 425	¢	1 477 005	¢	2,794,525	¢	1 215 225
Ending Cash	φ -	Φ	- \$	11,050	\$	359,125	φ	1,477,825	\$	2,194,525	φ	4,345,225



November 4, 2009

### **RE: Columbia County Community Broadband Network**

### To Whom It May Concern:

Below is a list of Financial Assumptions for the Pro Forma Financial Statements (Attachments K, L, and M):

- 1. Columbia County will establish the Columbia County Community Broadband Network (CCCBN) as a wholly owned unit of the County. It will be organized as a separately funded utility, similar to the current water utility.
- 2. The General Fund of the County will support the staff during the start-up period and will provide all necessary operating capital until the CCCBN becomes operational.
- 3. The match for the grant will be from County resources. It will not be a loan.
- 4. A separate account will be established to receive the BTOP funds and matching funds. It is assumed that all construction and engineering funds will be paid from this account. The assets resulting from this fund appear as "Plant in Service" in the Pro Forma documents.
- 5. It is assumed that at the end of Year 1, approximately \$10,774,500 of plant assets will be constructed and paid for by the separate BTOP fund. The remaining funds will be spent during year 2.
- 6. It is assumed that the CCCBN receives \$13,483,004 in grant funds and \$4,519,129 in matching (both cash and in-kind contributions).
- 7. It is assumed that funds expended for project costs each year will be 80% grant funds and 20% matching funds.
- 8. The Five Year Pro Forma is intended to show the routine 5-year operation of the CCCBN. It does not detail all the cash flows and asset flows related to the separate construction accounts.
- 9. The net cash provided by operations will be used to:
  - a. Expand the capabilities and services of the network
  - b. Provide outreach and subsidized service to anchor institutions and economically challenged population
  - c. Return funds to the county's general budget to cover the match.
- 10. All estimates of costs and revenue projections have been developed with the assistance of a local engineering firm experienced in telecommunications projects in the area, in order to insure more accurate projections.
- 11. Depreciation expense will be calculated using the straight-line method based on a useful life of 20 years.
- 12. Certain costs included on the "detail of project costs" will not be capitalized. These include billing support and operations support systems totaling \$862,331, other professional services totaling \$125,644, user devices totaling \$79,580, lab furnishings totaling \$7,172, and other costs totaling \$42,500.
- 13. Of the non-capitalized costs, the in-kind costs totaling \$1,023,725 are not shown on the financial statements.

Sincerely, C. Deboach eanne

Leanne C. DeLoach, CPA Director of Financial Services

A Community of Pride

A County of Vision

Endless Opportunities

• Evans, Georgia 30809 • www.columbiacountyga.gov

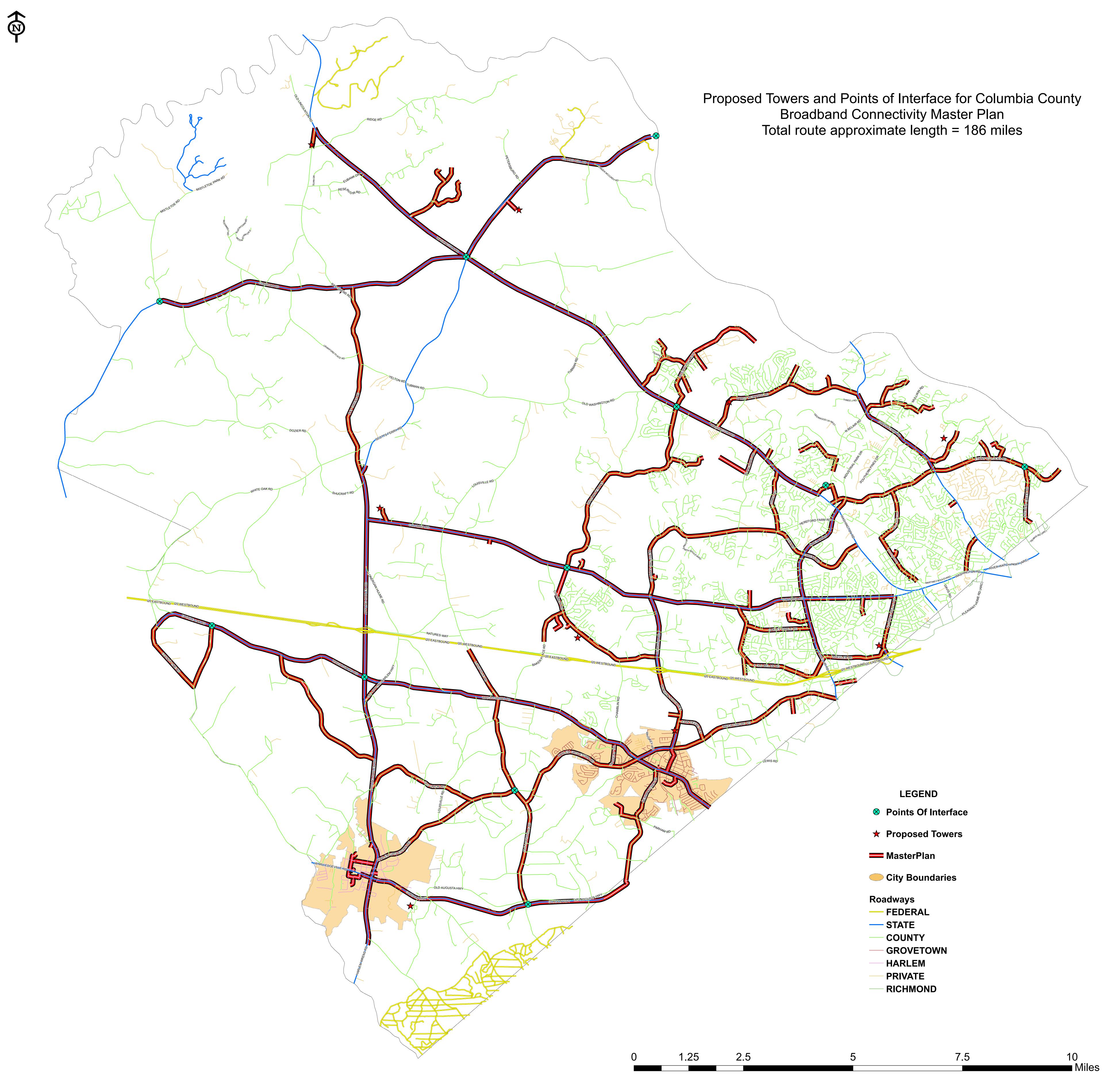
## **PROJECT REVENUE AND EXPENSE PROJECTIONS**

<u>Year 1</u> Revenue			
Knology	\$12,000.00	3	\$36,000.00
		Total	\$36,000.00
Expenses			
Backhaul			
Network Maint	\$7,500.00		\$22,500.00
Utilities	\$150.00	3	\$450.00
Sales/Marketing Cusomer Care			
Billing			
General/Admin			\$1,000.00
Other Operating			\$1,000.00
		Total	\$24,950.00
			. ,
Depreciation	Amount	Years	
Plant in Service	\$ 10,774,500.00	20.00	\$269,362.50
		Total	\$294,312.50
<u>Year 2</u>			
Revenue	\$12,000.00	12	\$144,000.00
Knology County Funds	\$12,000.00		\$170,000.00
Traffic Fund	\$1,500.00		\$12,000.00
Fire Department	\$2,500.00		\$15,000.00
Board of Education	\$10,000.00		\$30,000.00
City of Grovetown	\$600.00		\$2,400.00
City of Harlem	\$525.00	3	\$1,575.00
Tower Rental	\$7,500.00	5	\$37,500.00
Fiber Lease	\$12,000.00	12	\$144,000.00
		Total	\$556,475.00
Expenses			
Backhaul	\$4,000.00		\$44,000.00
Network Maint	\$10,000.00		\$120,000.00
Utilities	\$300.00		\$3,600.00
Sales/Marketing Cusomer Care	\$400.00 \$200.00		\$4,800.00
Billing	\$200.00		\$2,400.00 \$2,400.00
General/Admin	\$600.00		\$7,200.00
Other Operating	\$2,000.00		\$24,000.00
	÷=,000100	Total	\$208,400.00
			. ,
Depreciation	Amount	Years	
Plant in Service	\$ 16,884,906.00	20.00	\$844,245.30

Total

<u>Year 3</u>			
Income	¢12,000,00	12	¢144 000 00
Knology County Funds	\$12,000.00 \$17,000.00	12	\$144,000.00 \$204,000.00
Traffic Fund	\$1,500.00	12	\$204,000.00 \$18,000.00
	\$2,500.00	12	\$30,000.00
Fire Department Board of Education	\$10,000.00	12	\$120,000.00
City of Grovetown	\$600.00	12	\$120,000.00
City of Harlem	\$525.00	12	\$6,300.00
Tower Rental	\$37,500.00	12	\$450,000.00
Fiber Lease	\$36,000.00	12	\$432,000.00
liber Lease	\$30,000.00	Total	\$1,411,500.00
Expenses		lotai	ŞI, <del>T</del> I,500.00
Backhaul	\$4,000.00	12	\$48,000.00
Network Maint	\$16,000.00	12	\$192,000.00
Utilities	\$300.00	12	\$3,600.00
Sales/Marketing	\$500.00	12	\$6,000.00
Cusomer Care	\$500.00	12	\$6,000.00
Billing	\$500.00	12	\$6,000.00
General/Admin	\$600.00	12	\$7,200.00
Other Operating	\$2,000.00	12	\$24,000.00
	<i>+_</i> )	Total	\$292,800.00
			+
Depreciation	Amount	Years	
<b>Depreciation</b> Plant in Service	Amount \$ 16,884,906.00	Years 20.00	\$844,245.30
•			\$844,245.30 \$1,137,045.30
•		20.00	
•		20.00	
Plant in Service		20.00	
Plant in Service Year 4		20.00	
Plant in Service <u>Year 4</u> Income	\$ 16,884,906.00	20.00 Total	\$1,137,045.30
Plant in Service <u>Year 4</u> Income Knology	\$ 16,884,906.00 \$12,000.00	20.00 Total 12	\$1,137,045.30 \$144,000.00
Plant in Service <u>Year 4</u> Income Knology County Funds	\$ 16,884,906.00 \$12,000.00 \$17,000.00	20.00 Total 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00	20.00 Total 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00	20.00 Total 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00	20.00 Total 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education City of Grovetown	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00 \$600.00	20.00 Total 12 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00 \$7,200.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education City of Grovetown City of Harlem	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00 \$600.00 \$525.00	20.00 Total 12 12 12 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00 \$7,200.00 \$6,300.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education City of Grovetown City of Harlem Tower Rental	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00 \$525.00 \$42,500.00	20.00 Total 12 12 12 12 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00 \$7,200.00 \$6,300.00 \$510,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education City of Grovetown City of Harlem Tower Rental Fiber Lease Expenses	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00 \$525.00 \$42,500.00	20.00 Total 12 12 12 12 12 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00 \$7,200.00 \$6,300.00 \$510,000.00 \$576,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education City of Grovetown City of Harlem Tower Rental Fiber Lease Backhaul	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00 \$600.00 \$525.00 \$42,500.00 \$48,000.00 \$48,000.00	20.00 Total 12 12 12 12 12 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00 \$7,200.00 \$6,300.00 \$510,000.00 \$576,000.00 \$1,615,500.00 \$48,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education City of Grovetown City of Harlem Tower Rental Fiber Lease Expenses	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00 \$525.00 \$42,500.00 \$42,500.00 \$48,000.00 \$48,000.00	20.00 Total 12 12 12 12 12 12 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00 \$7,200.00 \$576,000.00 \$576,000.00 \$1,615,500.00 \$48,000.00 \$192,000.00
Plant in Service Year 4 Income Knology County Funds Traffic Fund Fire department Board of Education City of Grovetown City of Harlem Tower Rental Fiber Lease Backhaul	\$ 16,884,906.00 \$12,000.00 \$17,000.00 \$1,500.00 \$2,500.00 \$10,000.00 \$600.00 \$525.00 \$42,500.00 \$48,000.00 \$48,000.00	20.00 Total 12 12 12 12 12 12 12 12 12 12 12 12 12	\$1,137,045.30 \$144,000.00 \$204,000.00 \$18,000.00 \$30,000.00 \$120,000.00 \$7,200.00 \$6,300.00 \$510,000.00 \$576,000.00 \$1,615,500.00 \$48,000.00

Cusomer Care Billing General/Admin Other Operating <b>Depreciation</b> Plant in Service	\$500.00 \$500.00 \$600.00 \$2,500.00 Amount \$ 16,884,906.00	12 12	\$6,000.00 \$6,000.00 \$7,200.00 \$30,000.00 \$298,800.00 \$844,245.30 \$1,143,045.30
<u>Year 5</u>			
Income			
Knology	\$12,000.00	12	\$144,000.00
Metro-E	\$17,000.00	12	\$204,000.00
Traffic	\$1,500.00	12	\$18,000.00
Fire	\$2,500.00	12	\$30,000.00
BOE	\$10,000.00	12	\$120,000.00
Grovetown	\$600.00	12	\$7,200.00
Harlem	\$525.00		\$6,300.00
Tower Rental	\$50,000.00		\$600,000.00
Fiber Lease	\$60,000.00	12	\$720,000.00
		Total	\$1,849,500.00
-			
Expenses	¢4,000,00	10	¢ 40,000,00
Backhaul	\$4,000.00		\$48,000.00
Network Maint Utilities	\$16,000.00		\$192,000.00
Sales/Marketing	\$300.00 \$500.00		\$3,600.00 \$6,000.00
Cusomer Care	\$500.00		\$6,000.00
Billing	\$500.00		\$6,000.00
General/Admin	\$600.00		\$7,200.00
Other Operating	\$2,500.00		\$30,000.00
other operating	\$2,500.00	Total	\$298,800.00
		lotal	<i>4230,000.00</i>
Depreciation	Amount	Years	
Plant in Service	\$ 16,884,906.00	20.00	\$844,245.30
		Total	\$1,143,045.30



The following is as Point-by-Point response to NTIA's email of 28-October, 2009 regarding Columbia County's BTOP application (Easygrants ID 87):

1> Network Diagram & System Design: In reference to Question 29 and 30, please provide a geospatial map with the exact locations (e.g. latitude/longitude, address) of your middle mile service distribution nodes (e.g. cell site, central office) and designated coverage averages. In response to question 29 and 30, please provide a more detailed explanation on your POI's located within your network. Please specify if the five (5) new proposed towers that are being built are to be RF or WiFi and if they are intended to serve as POIs.

**Columbia County Response**: We have attached a revised Network diagram in PDF format (please see the uploaded attachment titled: Due Dil Fiber Route Map.pdf). The diagram shows the locations for 10 potential tower locations. All 10 of these locations are on county-owned property which has been previously developed. These 10 potential sites will be narrowed to 5 final sites based on radio propagation studies currently in progress. The Latitude and Longitude coordinates for the 10 sites are as follows:

82 deg 18' 19.007" W	33 deg 32' 5.340" N
82 deg 19' 29.444" W	33 deg 36' 35.529" N
82 deg 17' 50.411" W	33 deg 24' 19.513" N
82 deg 13' 52.433" W	33 deg 29' 40.282" N
82 deg 10' 15.976" W	33 deg 34' 22.359" N
82 deg 15' 16.632" W	33 deg 38' 11.810" N
82 deg 5' 9.715" W	33 deg 33' 38.758" N
82 deg 6' 42.537" W	33 deg 29' 30.921" N
82 deg 20' 13.070" W	33 deg 39' 29.512" N
82 deg 11' 34.090" W	33 deg 27' 49.518" N

The final tower locations will contain prefab buildings or weather-hardened cabinet enclosures and will function as potential POI's for last mile service providers. Initially the towers are intended to enhance WiFi coverage and provide additional wireless coverage for County Public Safety agencies. There are no immediate plans for other RF frequencies to be used; however it is expected that cellular service providers and wireless broadband service providers will lease space on the towers in the future to provide service in the county.

The revised route map also shows additional Points of Interface (POIs) throughout the network. These POIs represent locations along the fiber route where service providers will be able to splice into the backbone fiber network. These POI locations will take the form of underground hand-holes (or pull boxes) or manholes. The fiber cables and splice enclosures will be installed in such a way that service providers can splice into available fiber strands at these locations. The map shows a total of 10 such POI locations. Any of the 10 preliminary tower sites which are not selected as final tower sites could also represent POIs as well.

**2> Network Diagram & System Design**: In response to question 20, Service Offerings for Middle Mile Project, please describe the applicant's current service offerings, if any. Describe any agreements the applicant may have with prospective service providers preserving their current rates for service in these potential un-served/underserved market areas.

**Columbia County Response**: Columbia County has no "current service offerings" because they are a government entity. The IT department's customers are other county government departments which pay internal rates for the IT Department's services. At this point in time the IT department does not offer "dark fiber" for lease to other departments.

Attachment B (submitted for Question 20) outlines the planned leasing rates for dark fibers and tower space. During the application process the applicant contacted the Georgia Public Service Commission to determine if other operating companies or CLECs offered dark fibers for lease in the area; no such services were found in Columbia County. Columbia County's engineering and consulting firm, Engineering Associates, has verified that the proposed rates are very competitive with national and regional norms seen on other projects.

The county has received a commitment from a prospective regional service provider (Knology) using the fiber leasing rates as shown in Attachment B. In addition to Knology there have been discussions with Advanced Technology Group (ATG) which has interest in leasing space on the towers. Any other service providers will be free to charge their current rates to any new Columbia County customers.

3> Network Diagram & System Design: In reference to Question 29 and 30, please provide a more detailed explanation on how many redundant paths do you plan to provide for in your new network. Also within this network how many peering points will be available for internet access?

**Columbia County Response**: The planned fiber routing for the project will utilize a significant amount of route diversity. The fiber route contains a number of loops, rings, and alternative physical paths which will insure redundant and continually operating service in the event of a fiber cable cut. The physical cable route is shown in the revised Fiber Route Map referenced above (please see the uploaded attachment titled: Due Dil Fiber Route Map.pdf). The physically diverse routing of the cable using multiple rights of way will allow redundancy and continuous up-time for all network systems.

For network peering points, as discussed in Item 1 the network will support a number of Points of Interface (POIs). These will take the form of interconnect points at points along the fiber route. The interconnect points can be located at any of the following locations: county "anchor tenant" building locations, tower locations (pre-fab buildings, equipment huts, or equipment cabinets) or splice points along the fiber route.

**4> Network Diagram and Detailed Budget:** In reference to question 27, Affordability, please provide clarification regarding the applicant's rates for wholesale and retail services.

**Columbia County Response**: The rates shown in Question 27 are intended as "wholesale" rates. Columbia County is not anticipating any "retail" rates since we are anticipating the customers of this network to be service providers, who have their own retail rates.

5> Assets: In reference to Question 50, Attachment L - Balance Sheet, please reconcile total project cost with reported long-term assets. Plant in Service shows \$13,184,500, a difference of \$4,817,630 from total project cost.

**Columbia County Response**: Please refer to the following attachments for revised financial statements and financial assumptions, provided by Ms. Leanne C. DeLoach, CPA, Columbia County Director of Financial Services:

Due Dil Financial Assumptions Revised Nov 4 2009.pdf

Due Dil CCBN Detailed Projected Revenue - Expenses and Depreciation by Year.pdf

Due Dil Attachment G - Detail of Project Costs - Columbia Co GA revised Nov 4 2009.pdf

Due Dil Attachment K - Income Statement Revised Nov 4 2009.pdf

Due Dil Attachment L - Balance Sheet Revised Nov 4 2009.pdf

Due Dil Attachment M - Statement of Cash Flows revised Nov 4 2009.pdf

**6> Capital Expenditures**: In reference to Question 50, Attachment M - Statement of Cash Flows, please explain why the capital investment is not accounted for in Capital Expenditures.

**Columbia County Response**: Please refer to the following attachments for revised financial statements and financial assumptions, provided by Ms. Leanne C. DeLoach, CPA, Columbia County Director of Financial Services:

Due Dil Financial Assumptions Revised Nov 4 2009.pdf

Due Dil CCBN Detailed Projected Revenue - Expenses and Depreciation by Year.pdf

Due Dil Attachment G - Detail of Project Costs - Columbia Co GA revised Nov 4 2009.pdf

Due Dil Attachment K - Income Statement Revised Nov 4 2009.pdf

Due Dil Attachment L - Balance Sheet Revised Nov 4 2009.pdf

Due Dil Attachment M - Statement of Cash Flows revised Nov 4 2009.pdf

7> Grant Request: In reference to Question 44, General Overall Budget, please explain why the grant request is \$30,000 less than the grant funds documented in the List of Financial Assumptions for the Pro Forma Financial Statements.

**Columbia County Response**: Please refer to the following attachments for revised financial statements and financial assumptions, provided by Ms. Leanne C. DeLoach, CPA, Columbia County Director of Financial Services:

Due Dil Financial Assumptions Revised Nov 4 2009.pdf

Due Dil CCBN Detailed Projected Revenue - Expenses and Depreciation by Year.pdf

Due Dil Attachment G - Detail of Project Costs - Columbia Co GA revised Nov 4 2009.pdf

Due Dil Attachment K - Income Statement Revised Nov 4 2009.pdf

Due Dil Attachment L - Balance Sheet Revised Nov 4 2009.pdf

Due Dil Attachment M - Statement of Cash Flows revised Nov 4 2009.pdf

8> Cash Reconciliation: In reference to Question 50, Attachment L - Balance Sheet and Attachment M - Statement of Cash Flows, please explain why Cash on the Balance Sheet reconciles with Net Cash Provided by Operations versus Ending Cash.

**Columbia County Response**: Please refer to the following attachments for revised financial statements and financial assumptions, provided by Ms. Leanne C. DeLoach, CPA, Columbia County Director of Financial Services:

Due Dil Financial Assumptions Revised Nov 4 2009.pdf

Due Dil CCBN Detailed Projected Revenue - Expenses and Depreciation by Year.pdf

Due Dil Attachment G - Detail of Project Costs - Columbia Co GA revised Nov 4 2009.pdf

Due Dil Attachment K - Income Statement Revised Nov 4 2009.pdf

Due Dil Attachment L - Balance Sheet Revised Nov 4 2009.pdf

Due Dil Attachment M - Statement of Cash Flows revised Nov 4 2009.pdf

**9>** Forecasted Revenue: In reference to Question 50, Attachment K - Income Statement, please provide assumptions and methodology behind revenue projections. The subscriber forecast and service offerings are provided but the reviewer is unable to determine how revenue is calculated.

**Columbia County Response**: Please refer to the following attachments for revised financial statements and financial assumptions, provided by Ms. Leanne C. DeLoach, CPA, Columbia County Director of Financial Services:

Due Dil Financial Assumptions Revised Nov 4 2009.pdf

Due Dil CCBN Detailed Projected Revenue - Expenses and Depreciation by Year.pdf

Due Dil Attachment G - Detail of Project Costs - Columbia Co GA revised Nov 4 2009.pdf

Due Dil Attachment K - Income Statement Revised Nov 4 2009.pdf

Due Dil Attachment L - Balance Sheet Revised Nov 4 2009.pdf

Due Dil Attachment M - Statement of Cash Flows revised Nov 4 2009.pdf

**10> Vendor Contracts:** In response to question 36, Construction and vendor Contracts, please provide information regarding your service level agreement with Cisco Systems. Please

provide a letter of intent or quotation from Cisco that shows the price you will pay for the purchase of their material.

**Columbia County Response**: Please refer to the following attachment for detailed information documenting Columbia County's purchasing agreement with Cisco Systems:

Due Dil Q 36 - Vendor Contracts Response.pdf

**11> Environmental Questionnaire:** Please complete the attached environmental questionnaire (or submit an alternate document that will provide the same basic information).

**Columbia County Response**: Please refer to the following attachment for the Completed Environmental Questionnaire: Columbia County Environmental Questionnaire Responses.docx. The Questionnaire references a number of additional attachments which have been uploaded as supporting documentation.

KINGDOM	EL_GROUP	SNAME	ELCODE	SCOMNAME	USESA	SPROT	GRANK	SRANK	QUADNAME			E QUADCODE2			QQNAMECODE		QRTRQUAD	COUNTYCODE		COUNTYNAME
Animal	Mollusk	Fusconala masoni	IMBIV17090	Atlantic Pigtoe		E	G2	S1	AUGUSTA EAST, GA-SC			33081D8		Augusta East, GA-SC_NE	augusta_east,_ga-sc_ne	3381D82	NE	GACOLU	13073	Columbia
Animal	Mollusk	Fusconala masoni	IMBIV17090	Atlantic Pigtoe		E	G2	S1	AUGUSTA EAST, GA-SC	Augusta East, Ga-	si 3308148	33081D8	310	Augusta East, GA-SC_NW	augusta_east,_ga-sc_nw	3381D81	NW	GACOLU	13073	Columbia
Animal	Mollusk	Fusconaia masoni	IMBIV17090	Atlantic Pigtoe		E	G2	S1	AUGUSTA EAST, GA-SC	Augusta East, Ga-		33081D8		Augusta East, GA-SC_SE	augusta_east,_ga-sc_se	3381D84	SE	GACOLU	13073	Columbia
Animal	Mollusk	Fusconaia masoni	IMBIV17090	Atlantic Pigtoe		E	G2	S1	AUGUSTA EAST, GA-SC	Augusta East, Ga-		33081D8		Augusta East, GA-SC_SW	augusta_east,_ga-sc_sw	3381D83	SW	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	AUGUSTA WEST, GA	Augusta West, Ga		33082D1	309	Augusta West, GA_SW	augusta_west,_ga_sw	3382D13	SW	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	AVONDALE, GA	Avondale, Ga	3308233	33082C3		Avondale, GA_NE	avondale,_ga_ne	3382C32	NE	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	AVONDALE, GA	Avondale, Ga	3308233	33082C3	335	Avondale, GA_NW	avondale,_ga_nw	3382C31	NW	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	AVONDALE, GA	Avondale, Ga	3308233	33082C3	335	Avondale, GA_SE	avondale,_ga_se	3382C34	SE	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	AVONDALE, GA	Avondale, Ga	3308233	33082C3	335	Avondale, GA_SW	avondale,_ga_sw	3382C33	SW	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	BLYTH, GA	Blyth, Ga	3308232	33082C2	336	Blyth, GA_NE	blyth,_ga_ne	3382C22	NE	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	BLYTH, GA	Blyth, Ga	3308232	33082C2	336	Blyth, GA_NW	blyth,_ga_nw	3382C21	NW	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	BLYTH, GA	Blyth, Ga	3308232	33082C2	336	Blyth, GA_SW	blyth,_ga_sw	3382C23	SW	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	BOWDENS POND, GA	Bowdens Pond, G	ia 3308234	33082C4	334	Bowdens Pond, GA_SE	bowdens_pond,_ga_se	3382C44	SE	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2	308	Grovetown, GA_NE	grovetown,_ga_ne	3382D22	NE	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2	308	Grovetown, GA_SE	grovetown,_ga_se	3382D24	SE	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2	308	Grovetown, GA_SW	grovetown,_ga_sw	3382D23	SW	GACOLU	13073	Columbia
Animal	Amphibian	Ambystoma tigrinum tigrinum	AAAAA01146	Eastern Tiger Salamander			G5T5	S3S4	HARLEM, GA	Harlem, Ga	3308243	33082D3	307	Harlem, GA_SE	harlem,_ga_se	3382D34	SE	GACOLU	13073	Columbia
Animal	Fish	Notropis scepticus	AFCJB28850	Sandbar Shiner		R	G4	S2	LEAH, GA	Leah, Ga	3308263	33082F3	253	Leah, GA_NE	leah,_ga_ne	3382F32	NE	GACOLU	13073	Columbia
Animal	Fish	Notropis scepticus	AFCJB28850	Sandbar Shiner		R	G4	S2	LEAH, GA	Leah, Ga	3308263	33082F3	253	Leah, GA_SE	leah,_ga_se	3382F34	SE	GACOLU	13073	Columbia
Animal	Bird	Haliaeetus leucocephalus	ABNKC10010	Bald Eagle		т	G5	S2	LEAH, GA	Leah, Ga	3308263	33082F3	253	Leah, GA_SW	leah, ga sw	3382F33	SW	GACOLU	13073	Columbia
Animal	Mollusk	Fusconaia masoni	IMBIV17090	Atlantic Pigtoe		E	G2	S1	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1	281	Martinez, GA-SC SE	martinez,_ga-sc_se	3382E14	SE	GACOLU	13073	Columbia
Animal	Mollusk	Fusconaia masoni	IMBIV17090	Atlantic Pigtoe		E	G2	S1	NORTH AUGUSTA, SC-G	A North Augusta, Se	- 3308158	33081E8	282	North Augusta, SC-GA SW	north augusta, sc-ga sw	3381E83	SW	GACOLU	13073	Columbia
Community	Natural Community	Bare rock/lichens, pd granite outcrop	CUK0000000	Granite Outcrop Rock/lichens			GNR	SNR	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA SE	appling,_ga_se	3382E34	SE	GACOLU	13073	Columbia
Community	Natural Community	Herbaceous veg., pd granite outcrop	CUL0000000	Granite Outcrop Herb Community			GNR	SNR	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA SE	appling,_ga_se	3382E34	SE	GACOLU	13073	Columbia
Community	Natural Community	Shrub/scrub yeg., pd granite outcrop	CUM0000000	Granite Outcrop Shrub/scrub Community			GNR	SNR	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA_SE	appling, ga se	3382E34	SE	GACOLU	13073	Columbia
Community	Natural Community	Pd xeric broadleaf decidneedleleaf ever. f	for CUH0000000	Piedmont Xeric Hardwood-pine Forest			GNR	SNR	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA_NE	appling, ga ne	3382E32	NE	GACOLU	13073	Columbia
Plant	Dicot	Amphianthus pusillus	PDSCR02010	Pool Sprite	IT	т	G2	52	APPLING, GA	Appling, Ga	3308253	33082F3		Appling, GA_SE	appling,_ga_se	3382F34	SE	GACOLU	13073	Columbia
Plant	Dicot	Anemone berlandieri	PDRAN04010	Glade Windflower			G4?	S1S2	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA_SE	appling,_ga_se	3382E34	SE	GACOLU	13073	Columbia
Plant	Dicot	Arabis missouriensis	PDBRA06170	Missouri Bockcress			6570	5152	APPLING, GA	Appling, Ga	3308253	33082F3		Appling, GA_SE	appling,_ga_se	3382F34	SE	GACOLU	13073	Columbia
Plant	Dicot	Draba aprica	PDBRA00170 PDBRA11060	Sun-loving Draba		F	G3	51S2	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA_SE	appling,_ga_se	3382E34	SE	GACOLU	13073	Columbia
Plant	Fern Ally	Isoetes tegetiformans	PPISO010L0	Mat-forming Quillwort	LE	F	G1	S152	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA SE	appling, ga se	3382E34	SE	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR06012	Wingpod Purslane			G5T2	S2	APPLING, GA	Appling, Ga	3308253	33082F3	279	Appling, GA_SE	appling,_ga_se	3382F34	SE	GACOLU	13073	Columbia
Plant	Dicot	Sedum pusillum	PDCRA0A130	Granite Stonecrop		т	G3	S3	APPLING, GA	Appling, Ga	3308253	33082E3	279	Appling, GA_SE	appling, ga se	3382E34	SE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	с	Ť	G2G3	55 S2	AUGUSTA EAST, GA-SC			3308108		Augusta East. GA-SC NE	augusta east, ga-sc ne	3381D82	NE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE8050	Georgia Aster	c	Ť	G2G3	S2	AUGUSTA EAST, GA-SC	Augusta East, Ga-		33081D8	310	Augusta East, GA-SC_NW	augusta_east, ga-sc_ne	3381D82	NW	GACOLU	13073	Columbia
Plant			PDASTE8050 PDASTE8050	-	c	т	G2G3	52	AUGUSTA WEST, GA	Augusta East, Ga		33082D1	309	Augusta West, GA NE		3382D12	NE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum Portulaca umbraticola ssp. coronata	PDPOR06012	Georgia Aster Wingpod Purslane	C	'	G5T2	52 S2	AUGUSTA WEST, GA	Augusta West, Ga		33082D1		Augusta West, GA_NE	augusta_west,_ga_ne	3382D12	NW	GACOLU	13073	Columbia
Plant	Dicot		PDASTE80S0		~	-	G2G3	52 S2	AUGUSTA WEST, GA	Augusta West, Ga		33082D1	309	Augusta West, GA_NW	augusta_west,_ga_nw	3382D11	NW	GACOLU	13073	Columbia
		Symphyotrichum georgianum		Georgia Aster	с	-									augusta_west,_ga_nw					
Plant	Dicot	Pediomelum piedmontanum	PDFAB5L0P0	Dixie Mountain Breadroot		E	G1	S1	CLARKS HILL, SC-GA	Clarks Hill, Sc-ga		33082F2		Clarks Hill, SC-GA_SW	clarks_hill,_sc-ga_sw	3382F23	SW	GACOLU	13073	Columbia
Plant	Monocot	Trillium discolor	PMLIL20090	Pale Yellow Trillium			G4	S1S2	CLARKS HILL, SC-GA	Clarks Hill, Sc-ga	3308262	33082F2	254	Clarks Hill, SC-GA_SW	clarks_hill,_sc-ga_sw	3382F23	SW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane		_	G5T2	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_NE	evans,_ga-sc_ne	3382E22	NE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	С	т	G2G3	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_NE	evans,_ga-sc_ne	3382E22	NE	GACOLU	13073	Columbia
Plant	Monocot	Bouteloua curtipendula	PMPOA10060	Side-oats Grama			G5	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Clematis ochroleuca	PDRAN080K0	Curly-heads			G4	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Elliottia racemosa	PDERI0C010	Georgia Plume		т	G2G3	S2S3	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Marshallia ramosa	PDAST68060	Pineland Barbara Buttons		R	G2	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Paronychia virginica	PDCAR0L0S0	Yellow Nailwort		E	G4	S1	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Pediomelum piedmontanum	PDFAB5L0P0	Dixie Mountain Breadroot		E	G1	S1	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_NW	evans,_ga-sc_nw	3382E21	NW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_SE	evans,_ga-sc_se	3382E24	SE	GACOLU	13073	Columbia
Plant	Dicot	Sarracenia rubra	PDSAR02080	Sweet Pitcherplant		Т	G4	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_SE	evans,_ga-sc_se	3382E24	SE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	С	Т	G2G3	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_SE	evans,_ga-sc_se	3382E24	SE	GACOLU	13073	Columbia
Plant	Dicot	Amphianthus pusillus	PDSCR02010	Pool Sprite	LT	т	G2	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_SW	evans,_ga-sc_sw	3382E23	SW	GACOLU	13073	Columbia
Plant	Dicot	Anemone berlandieri	PDRAN04010	Glade Windflower			G4?	S1S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_SW	evans,_ga-sc_sw	3382E23	SW	GACOLU	13073	Columbia
Plant	Dicot	Draba aprica	PDBRA11060	Sun-loving Draba		E	G3	S1S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_SW	evans,_ga-sc_sw	3382E23	SW	GACOLU	13073	Columbia
Plant	Fern Ally	Isoetes tegetiformans	PPISO010L0	Mat-forming Quillwort	LE	E	G1	S1	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2	280	Evans, GA-SC_SW	evans,_ga-sc_sw	3382E23	SW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2			evans,_ga-sc_sw	3382E23	SW	GACOLU	13073	Columbia
Plant	Dicot	Sarracenia rubra	PDSAR02080	Sweet Pitcherplant		т	G4	S2	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_SW	evans,_ga-sc_sw	3382E23	SW	GACOLU	13073	Columbia
Plant	Dicot	Sedum pusillum	PDCRA0A130	Granite Stonecrop		т	G3	S3	EVANS, GA-SC	Evans, Ga-sc	3308252	33082E2		Evans, GA-SC_SW	evans,_ga-sc_sw	3382E23	SW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2		Grovetown, GA_NE	grovetown,_ga_ne	3382D22	NE	GACOLU	13073	Columbia
Plant	Dicot	Sarracenia rubra	PDSAR02080	Sweet Pitcherplant		т	G4	S2	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2		Grovetown, GA_NE	grovetown,_ga_ne	3382D22	NE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	С	т	G2G3	S2	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2	308	Grovetown, GA_NE	grovetown,_ga_ne	3382D22	NE	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2		Grovetown, GA_NW	grovetown,_ga_nw	3382D21	NW	GACOLU	13073	Columbia
Plant	Dicot	Sarracenia rubra	PDSAR02080	Sweet Pitcherplant		т	G4	S2	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2		Grovetown, GA_NW	grovetown,_ga_nw	3382D21	NW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2	308	Grovetown, GA_SE	grovetown,_ga_se	3382D24	SE	GACOLU	13073	Columbia
Plant	Dicot	Amorpha georgiana var. georgiana	PDFAB08052	Georgia Indigo-bush			G3T2	S1	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2		Grovetown, GA_SW	grovetown,_ga_sw	3382D23	SW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	GROVETOWN, GA	Grovetown, Ga	3308242	33082D2	308	Grovetown, GA_SW	grovetown,_ga_sw	3382D23	SW	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	HARLEM, GA	Harlem, Ga	3308243	33082D3	307	Harlem, GA_NE	harlem,_ga_ne	3382D32	NE	GACOLU	13073	Columbia
Plant	Dicot	Sarracenia rubra	PDSAR02080	Sweet Pitcherplant		т	G4	S2	HARLEM, GA	Harlem, Ga	3308243	33082D3	307	Harlem, GA_NE	harlem,_ga_ne	3382D32	NE	GACOLU	13073	Columbia
Plant	Dicot	Amorpha georgiana var. georgiana	PDFAB08052	Georgia Indigo-bush			G3T2	S1	HARLEM, GA	Harlem, Ga	3308243	33082D3	307	Harlem, GA_SE	harlem,_ga_se	3382D34	SE	GACOLU	13073	Columbia
Plant	Dicot	Scutellaria ocmulgee	PDLAM1U0Z0	Ocmulgee Skullcap		т	G2	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1	281	Martinez, GA-SC_NE	martinez,_ga-sc_ne	3382E12	NE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	с	т	G2G3	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1	281	Martinez, GA-SC_NE	martinez,_ga-sc_ne	3382E12	NE	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane			G5T2	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1		Martinez, GA-SC_NW	martinez,_ga-sc_nw	3382E11	NW	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	с	т	G2G3	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1	281	Martinez, GA-SC_NW	martinez,_ga-sc_nw	3382E11	NW	GACOLU	13073	Columbia
Plant	Monocot	Trillium reliquum	PMLIL200S0	Relict Trillium	LE	E	G3	S3	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1		Martinez, GA-SC_NW	martinez,_ga-sc_nw	3382E11	NW	GACOLU	13073	Columbia
Plant	Fern	Dryopteris celsa	PPDRY0A050	Log Fern			G4	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1		Martinez, GA-SC_SE	martinez,_ga-sc_se	3382E14	SE	GACOLU	13073	Columbia
Plant	Monocot	Hymenocallis coronaria	PMLIL15040	Shoals Spiderlily		т	G2Q	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1	281	Martinez, GA-SC_SE	martinez,_ga-sc_se	3382E14	SE	GACOLU	13073	Columbia
Plant	Dicot	Scutellaria ocmulgee	PDLAM1U0Z0	Ocmulgee Skullcap		т	G2	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1		Martinez, GA-SC_SE	martinez, ga-sc se	3382E14	SE	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	с	T	G2G3	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1	281	Martinez, GA-SC_SE	martinez, ga-sc se	3382E14	SE	GACOLU	13073	Columbia
Plant	Monocot	Trillium reliquum	PMLIL200S0	Relict Trillium	LE	E	G3	S3	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1			martinez, ga-sc se	3382E14	SE	GACOLU	13073	Columbia
Plant	Dicot	Portulaca umbraticola ssp. coronata	PDPOR060L2	Wingpod Purslane		-	G5T2	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1		Martinez, GA-SC_SW	martinez,_ga-sc_sw	3382E13	sw	GACOLU	13073	Columbia
Plant	Dicot	Scutellaria ocmulgee	PDLAM1U0Z0	Ocmulgee Skullcap		т	G2	S2	MARTINEZ, GA-SC	Martinez, Ga-sc	3308251	33082E1	281	Martinez, GA-SC_SW	martinez,_ga-sc_sw	3382E13	sw	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE80S0	Georgia Aster	с	т	G2G3	S2	MARTINEZ, GA-SC	Martinez, Ga-sc		33082E1		Martinez, GA-SC_SW Martinez, GA-SC_SW	martinez, ga-sc_sw	3382E13	SW	GACOLU	13073	Columbia
Plant	Dicot	Symphyotrichum georgianum	PDASTE8050	Georgia Aster	c	Ť	G2G3	S2	NORTH AUGUSTA, SC-G			33081E8		North Augusta, SC-GA_SW	north_augusta,_sc-ga_sw		SW	GACOLU	13073	Columbia
				2	-			-												

KINGDOM	EL_GROUP
Plant	Dicot
Community	Natural Community
Plant	Dicot
Community	Natural Community
Plant	Fern Ally
Plant	, Dicot
Plant	Dicot
Community	Natural Community
Animal	Mollusk
Plant	Dicot
Animal	Mollusk
Plant	Dicot
Animal	Mollusk
Animal	Mollusk
Plant	Dicot
Plant	Dicot
Plant	Dicot
Animal	Amphibian
Plant	Dicot
Plant Plant	Monocot Dicot
Plant	Dicot
Plant	Monocot
Plant	Dicot
Community	Natural Community
Plant	, Dicot
Plant	Dicot

Plant	Dicot
Plant	Fern Ally
Plant	Dicot
Plant	Dicot
Plant	Dicot
Animal	Amphibian
Plant	Dicot
Animal	Amphibian
Plant	Dicot
Animal	Amphibian
Plant	Dicot
Animal	Amphibian
Plant	Dicot
Animal	Fish
Animal	Fish
Animal	Bird
Plant	Dicot
Plant	Monocot
Plant	Fern
Animal	Mollusk
Plant	Monocot
Plant	Dicot
Plant	Dicot
Plant	Monocot
Plant	Dicot
Plant	Dicot
Plant	Dicot
Animal	Mollusk
Plant	Dicot
<b>-</b>	

**SNAME** Portulaca umbraticola ssp. coronata Amphianthus pusillus Anemone berlandieri Arabis missouriensis Bare rock/lichens, pd granite outcrop Draba aprica Herbaceous veg., pd granite outcrop Isoetes tegetiformans Portulaca umbraticola ssp. coronata Sedum pusillum Shrub/scrub veg., pd granite outcrop Fusconaia masoni Symphyotrichum georgianum Fusconaia masoni Symphyotrichum georgianum Fusconaia masoni Fusconaia masoni Symphyotrichum georgianum Portulaca umbraticola ssp. coronata Symphyotrichum georgianum Ambystoma tigrinum tigrinum Pediomelum piedmontanum Trillium discolor Portulaca umbraticola ssp. coronata Symphyotrichum georgianum Bouteloua curtipendula Clematis ochroleuca Elliottia racemosa Marshallia ramosa Paronychia virginica Pd xeric broadleaf decid.-needleleaf ever. forest Pediomelum piedmontanum Portulaca umbraticola ssp. coronata Portulaca umbraticola ssp. coronata Sarracenia rubra Symphyotrichum georgianum Amphianthus pusillus Anemone berlandieri

ELCODE PDPOR060L2

PDSCR02010

**PDRAN04010** 

PDBRA06170

CUK0000000 PDBRA11060

CUL0000000

PPISO010L0

PDPOR060L2 PDCRA0A130

CUM0000000

IMBIV17090

PDASTE80S0 IMBIV17090

PDASTE80S0

IMBIV17090

IMBIV17090

PDASTE80S0

PDPOR060L2

PDASTE80S0

AAAAA01146

AAAAA01146

AAAAA01146 AAAAA01146

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PDASTE80S0 PMPOA10060

PDRAN080K0

PDERIOC010

PDAST68060 PDCAR0L0S0

CUH0000000

PDFAB5L0P0

PDPOR060L2 PDPOR060L2

PDSAR02080

PDASTE80S0

PDSCR02010

**PDRAN04010** 

Draba aprica Isoetes tegetiformans Portulaca umbraticola ssp. coronata Sarracenia rubra Sedum pusillum Ambystoma tigrinum tigrinum Portulaca umbraticola ssp. coronata Sarracenia rubra Symphyotrichum georgianum Portulaca umbraticola ssp. coronata Sarracenia rubra Ambystoma tigrinum tigrinum Portulaca umbraticola ssp. coronata Ambystoma tigrinum tigrinum Amorpha georgiana var. georgiana Portulaca umbraticola ssp. coronata Portulaca umbraticola ssp. coronata Sarracenia rubra Ambystoma tigrinum tigrinum Amorpha georgiana var. georgiana Notropis scepticus Notropis scepticus Haliaeetus leucocephalus Scutellaria ocmulgee Symphyotrichum georgianum Portulaca umbraticola ssp. coronata Symphyotrichum georgianum Trillium reliquum Dryopteris celsa Fusconaia masoni Hymenocallis coronaria Scutellaria ocmulgee Symphyotrichum georgianum Trillium reliquum Portulaca umbraticola ssp. coronata Scutellaria ocmulgee Symphyotrichum georgianum Fusconaia masoni Symphyotrichum georgianum

PDBRA11060 PPISO010L0 PDPOR060L2 PDSAR02080 PDCRA0A130 AAAAA01146 PDPOR060L2 PDSAR02080 PDASTE80S0 PDPOR060L2 PDSAR02080 AAAAA01146 PDPOR060L2 AAAAA01146 PDFAB08052 PDPOR060L2 PDPOR060L2 PDSAR02080 AAAAA01146 PDFAB08052 AFCJB28850 AFCJB28850 ABNKC10010 PDLAM1U0Z0 PDASTE80S0 PDPOR060L2 PDASTE80S0 PMLIL200S0 PPDRY0A050 IMBIV17090 PMLIL15040 PDLAM1U0Z0 PDASTE80S0 PMLIL200S0 PDPOR060L2 PDLAM1U0Z0 PDASTE80S0 IMBIV17090 PDASTE80S0

SCOMNAME	USESA	SPROT
Wingpod Purslane	1 -	т
Pool Sprite Glade Windflower	LT	I
Missouri Rockcress		
Granite Outcrop Rock/lichens		
Sun-loving Draba		E
Granite Outcrop Herb Community		
Mat-forming Quillwort	LE	Е
Wingpod Purslane		
Granite Stonecrop		Т
Granite Outcrop Shrub/scrub Community		
Atlantic Pigtoe		E
Georgia Aster	С	Т
Atlantic Pigtoe		E
Georgia Aster	С	Т
Atlantic Pigtoe		E
Atlantic Pigtoe		E
Georgia Aster	С	Т
Wingpod Purslane	C	Ŧ
Georgia Aster Eastern Tiger Salamander	С	Т
Eastern Tiger Salamander		
Dixie Mountain Breadroot		E
Pale Yellow Trillium		
Wingpod Purslane		
Georgia Aster	С	Т
Side-oats Grama		
Curly-heads		_
Georgia Plume		Т
Pineland Barbara Buttons Yellow Nailwort		R E
Piedmont Xeric Hardwood-pine Forest		E
Dixie Mountain Breadroot		E
Wingpod Purslane		L
Wingpod Purslane		
Sweet Pitcherplant		т
Georgia Aster	С	т
Pool Sprite	LT	т
Glade Windflower		

Sun-loving Draba Mat-forming Quillwort	LE	E E
Wingpod Purslane		
Sweet Pitcherplant		Т
Granite Stonecrop		Т
Eastern Tiger Salamander		
Wingpod Purslane		
Sweet Pitcherplant		Т
Georgia Aster	С	Т
Wingpod Purslane		
Sweet Pitcherplant		Т
Eastern Tiger Salamander		
Wingpod Purslane		
Eastern Tiger Salamander		
Georgia Indigo-bush		
Wingpod Purslane		
Wingpod Purslane		
Sweet Pitcherplant		Т
Eastern Tiger Salamander		
Georgia Indigo-bush		
Sandbar Shiner		R
Sandbar Shiner		R
Bald Eagle		Т
Ocmulgee Skullcap		Т
Georgia Aster	С	Т
Wingpod Purslane		
Georgia Aster	С	Т
Relict Trillium	LE	Е
Log Fern		
Atlantic Pigtoe		Е
Shoals Spiderlily		Т
Ocmulgee Skullcap		Т
Georgia Aster	С	Т
Relict Trillium	LE	Е
Wingpod Purslane		
Ocmulgee Skullcap		Т
Georgia Aster	С	т
Atlantic Pigtoe		Е
Georgia Aster	С	т

GRANK	SRANK	QUADNAME
G5T2	SI S	APPLING, GA
G2	S2	APPLING, GA
G4?	S1S2	APPLING, GA
G5?Q	S132 S2	APPLING, GA
GNR	SNR	APPLING, GA
G3	S1S2	APPLING, GA
GNR	SNR	APPLING, GA
G1	S1	APPLING, GA
G5T2	S2	APPLING, GA
G3	S2 S3	APPLING, GA
GNR	SNR	APPLING, GA
G2	S1	AUGUSTA EAST, GA-SC
G2G3	S2	AUGUSTA EAST, GA-SC
G2	S1	AUGUSTA EAST, GA-SC
G2G3	S2	AUGUSTA EAST, GA-SC
G2	S1	AUGUSTA EAST, GA-SC
G2 G2	S1	AUGUSTA EAST, GA-SC
G2 G2G3	S2	AUGUSTA LAST, GA-SC
G5T2	S2	AUGUSTA WEST, GA
G2G3	S2	AUGUSTA WEST, GA
G5T5	S3S4	AUGUSTA WEST, GA
G5T5	S3S4 S3S4	AUGUSTA WEST, GA AVONDALE, GA
G5T5	S3S4 S3S4	AVONDALE, GA
G5T5	S3S4 S3S4	AVONDALE, GA
G5T5	S3S4 S3S4	AVONDALE, GA
G5T5		
	S3S4	BLYTH, GA BLYTH, GA
G5T5 G5T5	S3S4 S3S4	•
G5T5	S3S4 S3S4	BLYTH, GA
G1	S1	BOWDENS POND, GA
-		CLARKS HILL, SC-GA
G4	S1S2	CLARKS HILL, SC-GA
G5T2	S2	EVANS, GA-SC
G2G3	S2	EVANS, GA-SC
G5	S2	EVANS, GA-SC
G4	S2	EVANS, GA-SC
G2G3	S2S3	EVANS, GA-SC
G2	S2	EVANS, GA-SC
G4	S1	EVANS, GA-SC
GNR	SNR	EVANS, GA-SC
G1	S1	EVANS, GA-SC
G5T2	S2	EVANS, GA-SC
G5T2	S2	EVANS, GA-SC
G4	S2	EVANS, GA-SC
G2G3	S2	EVANS, GA-SC
G2	S2	EVANS, GA-SC
G4?	S1S2	EVANS, GA-SC

G1         S1         EVANS, GA-SC           G5T2         S2         EVANS, GA-SC           G4         S2         EVANS, GA-SC           G3         S3         EVANS, GA-SC           G5T5         S3S4         GROVETOWN, GA	
G4         S2         EVANS, GA-SC           G3         S3         EVANS, GA-SC           G5T5         S3S4         GROVETOWN, GA	
G3         S3         EVANS, GA-SC           G5T5         S3S4         GROVETOWN, GA	
G5T5 S3S4 GROVETOWN, GA	
G5T5 S3S4 GROVETOWN, GA	
G5T2 S2 GROVETOWN, GA	
G4 S2 GROVETOWN, GA	
G2G3 S2 GROVETOWN, GA	
G5T2 S2 GROVETOWN, GA	
G4 S2 GROVETOWN, GA	
G5T5 S3S4 GROVETOWN, GA	
G5T2 S2 GROVETOWN, GA	
G5T5 S3S4 GROVETOWN, GA	
G3T2 S1 GROVETOWN, GA	
G5T2 S2 GROVETOWN, GA	
G5T2 S2 HARLEM, GA	
G4 S2 HARLEM, GA	
G5T5 S3S4 HARLEM, GA	
G3T2 S1 HARLEM, GA	
G4 S2 LEAH, GA	
G4 S2 LEAH, GA	
G5 S2 LEAH, GA	
G2 S2 MARTINEZ, GA-SC	
G2G3 S2 MARTINEZ, GA-SC	
G5T2 S2 MARTINEZ, GA-SC	
G2G3 S2 MARTINEZ, GA-SC	
G3 S3 MARTINEZ, GA-SC	
G4 S2 MARTINEZ, GA-SC	
G2 S1 MARTINEZ, GA-SC	
G2Q S2 MARTINEZ, GA-SC	
G2 S2 MARTINEZ, GA-SC	
G2G3 S2 MARTINEZ, GA-SC	
G3 S3 MARTINEZ, GA-SC	
G5T2 S2 MARTINEZ, GA-SC	
G2 S2 MARTINEZ, GA-SC	
G2G3 S2 MARTINEZ, GA-SC	
G2 S1 NORTH AUGUSTA, SC-GA	4
G2G3 S2 NORTH AUGUSTA, SC-GA	4

QUADNAME2
Appling, Ga
Appling, Ga
Appling, Ga
Appling, Ga
Appling, Ga
Augusta East, Ga-sc
-
Augusta East, Ga-sc
Augusta West, Ga
Avondale, Ga
Avondale, Ga
Avondale, Ga
Avondale, Ga
Blyth, Ga
Blyth, Ga
Blyth, Ga
Bowdens Pond, Ga
Clarks Hill, Sc-ga
-
Clarks Hill, Sc-ga
Evans, Ga-sc
Evans, Ga-sc
Evans, Ga-sc
Evans, Ga-sc
Evans, Ga-sc

QUADCODE	QUADCODE2	665
3308253	33082E3	279
3308148	33081D8	310
3308241	33082D1	309
3308233	33082C3	335
3308233 3308233	33082C3 33082C3	335 335
3308233	33082C3	335 335
3308233	33082C3	336
3308232	33082C2	336
3308232	33082C2	336
3308234	33082C4	334
3308262	33082F2	254
3308262	33082F2	254
3308252	33082E2	280

Evans, Ga-sc
Evans, Ga-sc
Evans, Ga-sc
Evans, Ga-sc
Evans, Ga-sc
Grovetown, Ga
Harlem, Ga
Harlem, Ga
Harlem, Ga
Harlem, Ga
Leah, Ga
Leah, Ga
Leah, Ga
Martinez, Ga-sc
North Augusta, Sc-ga
North Augusta, Sc-ga
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3308252	33082E2	280
3308252	33082E2	280
3308242	33082D2	308
3308243	33082D3	307
3308263	33082F3	253
3308263	33082F3	253
3308263	33082F3	253
3308251	33082E1	281
3308158	33081E8	282
3308158	33081E8	282

QQNAME Appling, GA\_NE Appling, GA\_SE Appling, GA SE Appling, GA\_SE Appling, GA\_SE Appling, GA SE Appling, GA\_SE Appling, GA\_SE Appling, GA SE Appling, GA\_SE Appling, GA\_SE Augusta East, GA-SC\_NE Augusta East, GA-SC\_NE Augusta East, GA-SC NW Augusta East, GA-SC\_NW Augusta East, GA-SC\_SE Augusta East, GA-SC SW Augusta West, GA\_NE Augusta West, GA\_NW Augusta West, GA NW Augusta West, GA\_SW Avondale, GA\_NE Avondale, GA\_NW Avondale, GA\_SE Avondale, GA\_SW Blyth, GA\_NE Blyth, GA\_NW Blyth, GA SW Bowdens Pond, GA\_SE Clarks Hill, SC-GA\_SW Clarks Hill, SC-GA SW Evans, GA-SC\_NE Evans, GA-SC\_NE Evans, GA-SC\_NW Evans, GA-SC\_NW Evans, GA-SC NW Evans, GA-SC\_NW Evans, GA-SC\_NW Evans, GA-SC\_NW Evans, GA-SC\_NW Evans, GA-SC\_NW Evans, GA-SC SE Evans, GA-SC\_SE Evans, GA-SC\_SE Evans, GA-SC SW Evans, GA-SC\_SW

Evans, GA-SC\_SW Evans, GA-SC\_SW Evans, GA-SC\_SW Evans, GA-SC SW Evans, GA-SC\_SW Grovetown, GA\_NE Grovetown, GA NE Grovetown, GA\_NE Grovetown, GA\_NE Grovetown, GA\_NW Grovetown, GA\_NW Grovetown, GA\_SE Grovetown, GA\_SE Grovetown, GA\_SW Grovetown, GA SW Grovetown, GA\_SW Harlem, GA\_NE Harlem, GA NE Harlem, GA\_SE Harlem, GA\_SE Leah, GA NE Leah, GA\_SE Leah, GA\_SW Martinez, GA-SC\_NE Martinez, GA-SC\_NE Martinez, GA-SC\_NW Martinez, GA-SC\_NW Martinez, GA-SC\_NW Martinez, GA-SC SE Martinez, GA-SC\_SE Martinez, GA-SC\_SE Martinez, GA-SC SE Martinez, GA-SC\_SE Martinez, GA-SC\_SE Martinez, GA-SC\_SW Martinez, GA-SC\_SW Martinez, GA-SC SW North Augusta, SC-GA\_SW North Augusta, SC-GA\_SW

QQNAMECODE appling,\_ga\_ne appling, ga\_se appling, ga\_se appling, ga\_se appling,\_ga\_se appling, ga se appling,\_ga\_se appling,\_ga\_se appling, ga\_se appling,\_ga\_se appling,\_ga\_se augusta\_east,\_ga-sc\_ne augusta\_east,\_ga-sc\_ne augusta\_east,\_ga-sc\_nw augusta\_east,\_ga-sc\_nw augusta\_east,\_ga-sc\_se augusta\_east,\_ga-sc\_sw augusta\_west,\_ga\_ne augusta\_west,\_ga\_nw augusta\_west,\_ga\_nw augusta\_west,\_ga\_sw avondale, ga\_ne avondale,\_ga\_nw avondale, ga\_se avondale,\_ga\_sw blyth,\_ga\_ne blyth,\_ga\_nw blyth, ga sw bowdens\_pond,\_ga\_se clarks\_hill,\_sc-ga\_sw clarks\_hill,\_sc-ga\_sw evans,\_ga-sc\_ne evans,\_ga-sc\_ne evans, ga-sc\_nw evans,\_ga-sc\_nw evans, ga-sc\_nw evans, ga-sc\_nw evans, ga-sc\_nw evans, ga-sc\_nw evans,\_ga-sc\_nw evans,\_ga-sc\_nw evans, ga-sc se evans,\_ga-sc\_se evans,\_ga-sc\_se evans, ga-sc\_sw evans, ga-sc\_sw

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	-	COUNTYCODE
3382E32		GACOLU
3382E34	SE	GACOLU
		GACOLU
3382E34		GACOLU
3382E34		GACOLU
3382E34		GACOLU
3381D82		
3381D82		GACOLU
3381D81		
		GACOLU
3381D84		GACOLU
3381D83		
3382D12		GACOLU
3382D11		
3382D11		GACOLU
3382D13	SW	GACOLU
3382C32	NE	GACOLU
3382C31	NW	GACOLU
3382C34	SE	GACOLU
3382C33	SW	GACOLU
3382C22	NE	GACOLU
3382C21	NW	GACOLU
3382C23	SW	GACOLU
3382C44	SE	GACOLU
3382F23	SW	GACOLU
3382F23	SW	GACOLU
3382E22	NE	GACOLU
3382E22		GACOLU
3382E21		GACOLU
		GACOLU
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3382E21		GACOLU
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3382E21		GACOLU
3382E24		GACOLU
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3382E24		GACOLU
		GACOLU
3382E23	SW	GACOLU

evans,_ga-sc_sw
evans,_ga-sc_sw
evans,_ga-sc_sw
evans,_ga-sc_sw
evans,_ga-sc_sw
grovetown,_ga_ne
grovetown,_ga_ne
grovetown,_ga_ne
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grovetown,_ga_nw
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harlem,_ga_ne
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harlem,_ga_se
leah,_ga_ne
leah,_ga_se
leah,_ga_sw
martinez,_ga-sc_ne
martinez,_ga-sc_ne
martinez,_ga-sc_nw
martinez,_ga-sc_nw
martinez,_ga-sc_nw
martinez,_ga-sc_se
martinez,_ga-sc_sw
martinez,_ga-sc_sw
martinez,_ga-sc_sw
north_augusta,_sc-ga_sw
north_augusta,_sc-ga_sw

3382E23	SW GACOLU
3382E23	SW GACOLU
3382D22	NE GACOLU
3382D21	NW GACOLU
3382D21	NW GACOLU
3382D24	SE GACOLU
3382D24	SE GACOLU
3382D23	SW GACOLU
3382D23	SW GACOLU
3382D23	SW GACOLU
3382D32	NE GACOLU
3382D32	NE GACOLU
3382D34	SE GACOLU
3382D34	SE GACOLU
3382F32	NE GACOLU
3382F34	SE GACOLU
3382F33	SW GACOLU
3382E12	NE GACOLU
3382E12	NE GACOLU
3382E11	NW GACOLU
3382E11	NW GACOLU
3382E11	NW GACOLU
3382E14	SE GACOLU
3382E13	SW GACOLU
3382E13	SW GACOLU
3382E13	SW GACOLU
3381E83	SW GACOLU
3381E83	SW GACOLU

FIPS
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COUNTYNAME Columbia Columbia

Columbia Columbia

### Columbia County Environmental Questionnaire Responses

**i. Project Description:** Describe all project-related construction activities, including, but not limited to building construction related to installing pre-fabricated buildings; internal modifications, or equipment additions to buildings or other structures (e.g., relocating interior walls or adding computer facilities); the construction and installation of buried cable; or installation of telecommunications transmission facilities including construction of new monopole towers, satellite dishes. Complete descriptions must be provided for each site affected by project-related construction activities.

The project will consist of approximately 200 miles of fiber optic cable construction. The cable construction will take place using the Rights-of-Way of existing roads (i.e. existing "road shoulders").

The project will utilize existing buildings and pre-disturbed, pre-developed areas to the largest extent possible. The only new buildings to be constructed will be located adjacent to the (5) new radio towers within the same property parcels containing the towers. These will most likely take the form of pre-fabricated concrete structures commonly used for telecommunications buildings, cell sites, etc. All tower locations are planned for previously disturbed, previously developed land parcels currently owned by the County.

The fiber optic cable will be used to interconnect approximately 65 "anchor tenant" sites. These include schools, city and county facilities, public safety facilities, water utility facilities, and traffic signals. None of the anchor tenant connections will require any new buildings to be constructed. The fiber optic cable will be brought into these existing buildings via direct burial and/or new and existing conduits. The fiber optic cable will be terminated inside the existing buildings in areas suited for telecom equipment. In some cases interior conduit may need to be installed within a building from the termination room into an equipment room located elsewhere in the building.

**ii. Map:** Include a map for each site affected by construction (recommend U.S. Geological Survey 7.5-minute quadrangle maps at a map scale of 1:24,000; larger scale maps may be provided for site-specific proposals). USGS maps may be obtained and purchased at the following website: http://www.usgs.gov/pubprod/maps.html. If appropriate, photographs or aerial photographs of site-specific proposals may be provided.

Site maps submitted as additional attachments utilize current county transportation maps prepared by the Columbia County GIS Department (see Due Dil Fiber Route Map.pdf). These maps have been chosen due to their updated features, namely roads, city boundaries and side-street detail, as compared to USGS 7.5-minute quadrangle maps at 1:24,000 scale published decades ago. The fiber routes have been layered onto these transportation maps to provide the reviewer with the clearest detail possible. Additionally, Points of Interface and proposed tower locations on current developed county property are included. Tower quantity and locations indicated on the map are tentative at this time, pending propagation analysis for optimal signal coverage.

### Note:

A Columbia County USGS 7.5 minute quadrangle map including the proposed fiber optic network is available for review upon request (USGS\_Stimulus.pdf). At a file size of 392 MB, file transfer requires a significant amount of time and server hard disk space.

**iii. Property Changes:** Describe and indicate the amount of property to be cleared, excavated, fenced, or otherwise disturbed by the project and describe the current land use and zoning for each project site affected by construction including whether the project is proposed to be located on public land owned or managed by the federal government.

As stated in the Project Description, the only property to be used for the project will be the property required to contain the tower structures and their associated equipment buildings. We have identified a total of 10 county-owned sites, from which we will finalize 5 tower sites based on optimal coverage patterns. All 10 county-owned sites currently contain some type of county-owned facility. All can be considered pre-disturbed and pre-developed. Therefore, it is expected that no significant clearing, excavating, or other disturbance of the property will be required. There will need to be fencing constructed around the perimeter of the tower footprint and (if applicable) any of its guy wire anchor points. None of the sites will be located on public land owned or managed by the federal government.

**iv. Buildings:** Describe buildings or other structures (i.e., transmission facilities), including dimensions, to be constructed or modified. For linear projects, state whether the project is to be located on or within previously disturbed public rights-of-way.

The 5 final tower locations will contain pre-fabricated (typically concrete), above-ground equipment buildings. These buildings will be located at the base of the tower and will be situated within the property used for the tower base. Approximate building dimensions are 10 feet x 15 feet (single story). For the linear fiber optic cable construction, all cable construction is planned within previously established and previously disturbed public rights-of-way.

**v. Wetlands:** Describe and indicate whether wetlands are present on or near the project site(s) affected by construction (maps of wetlands may be obtained from the U.S. Fish and Wildlife Service's National Wetland Inventory website: http://www.fws.gov/wetlands/ or from soil maps obtained from the USDA, Natural Resource Conservation Service's website: http://websoilsurvey.nrcs.usda.gov/app/HomePage.htm).

The Columbia County Community Broadband Network will be constructed in previouslydisturbed roadway rights-of-way, as detailed in the attached file (see Wetlands\_Stimulus.pdf). All wetlands crossed by the network are taken from National Wetland Inventory location data. All proposed Wi-Fi tower sites will be constructed on county-owned high ground for maximum signal propagation, well above any wetland areas.

<u>Note</u>: The attached .pdf map contains a graphics error that appeared when the document was converted into .pdf format. A wetlands legend graphic appears midway across the map from left to right. Original Arcmap documents and associated shapefiles that do not display this graphic are available for further review.

**vi. Critical Habitats:** Describe and indicate whether any project site(s) include or are near critical habitats or will affect any threatened, endangered or candidate species. Applicants must provide species lists and appropriate specie accounts obtained from the U.S. Fish and Wildlife Service's website: http://ecos.fws.gov/tess\_public/ for each county affected by construction of the project.

The Columbia County Community Broadband Network has contacted the United States Fish and Wildlife Service and the Georgia Department of Natural Resources Wildlife Resources Division for the most updated species list and species accounts available. The map attachment entitled "Columbia Co. GA Critical Habitats.pdf" indicates there are no critical habitats in the county that would be impacted by the project. The fiber route will be constructed on pre-disturbed roadways, and all proposed tower sites are on existing developed County property. The Georgia Department of Natural Resources Wildlife Resources office provided comprehensive data for county-wide special concern animals, plants and natural communities (see attachments Columbia County\_Rare Species.xlsx). This data has been mapped in relation to the fiber network by the Columbia County GIS Department (see attachment T&ESpecies\_Stimulus.pdf). At this time we find no impact on species listed.

vii. Floodplains: Describe whether or not any facility (ies) or site(s) are located within a 100 or 500-year floodplain. Information related to floodplains and National Flood Insurance Maps may be obtained from the Federal Emergency Management Agency's (FEMA) website http://www.msc.fema.gov/webapp/wcs/stores/servlet/CategoryDisplay?catalogId=10001&storeId= 10001&categoryId=12001&langId=-1&userType=G&type=1. If any project-related construction activities are within floodplains, a copy of the FEMA, "FIRMette" with construction activities depicted on the map must be included. For obtaining FIRMettes review the tutorial provided by FEMA.

Floodplain data has been researched from the FEMA website, and additionally Columbia County GIS has provided maps with the fiber network and proposed Wi-Fi tower locations layered onto current floodplain data (effective September 19, 2009; attachment Flood\_Stimulus.pdf). All floodplain areas in Columbia County are 100-year floodplain; no 500-year floodplains are indicated. The proposed fiber network will follow previously-disturbed rights-of-way on raised

roadbeds that cross floodplains as indicated. All tower construction will be on high ground outside of any floodplains. Therefore, Columbia County IT has not submitted additional "FIRMettes" for review.

**viii. Protected Lands:** Describe any cultural resources, including historic properties, i.e., properties listed in or eligible for listing in the National Register of Historic Places, which are located in or within a one-mile radius of the project area and how they may be impacted by the project. Information related to historic properties can be obtained from the State Historic Preservation Office (SHPO) in your respective State – see the website of the National Conference of SHPO: http://www.ncshpo.org/find/index.htm or from the Tribal Historic Preservation Officer (THPO) when tribal lands are involved. Applicants must gather information about the nature and location of these properties from the SHPO. SHPOs should be asked the following questions:

1. Is the proposed project located on, within or adjacent to any properties listed in or eligible for listing in the National Register of Historic Places? Is the proposed project located on, within or adjacent to a National Historic Landmark? If the answer is yes, describe and indicate the geographic relationship between the project and property with maps.

2. Will the proposed project impact, use or alter a building or structure that was constructed more than 50 years ago? If so, describe the building/structure with a statement of its condition, including photographs, and document its age.

3. Is any portion of the project located on tribal lands, meaning lands within the exterior boundaries of any Indian reservation and all dependent Indian communities?

With regard to historic properties, Columbia County has found four listings on the National Register of Historic Places (see attachments). One of these, the Columbia County Courthouse, is near the fiber route but will not be impacted by construction. It is in use as an active government building, and currently has installed network connectivity devices. These will be upgraded during project implementation to better serve county residents. The other three historic properties will not be affected by network construction. Correspondence with the Historic Preservation Division of the Georgia Department of Natural Resources has been initiated (Michelle Volkema, Environmental Review Specialist), but at this time no further information is available. Columbia County has requested responses to the three questions listed above. Since proposed tower sites are located on existing county property, no historic property interaction is anticipated.

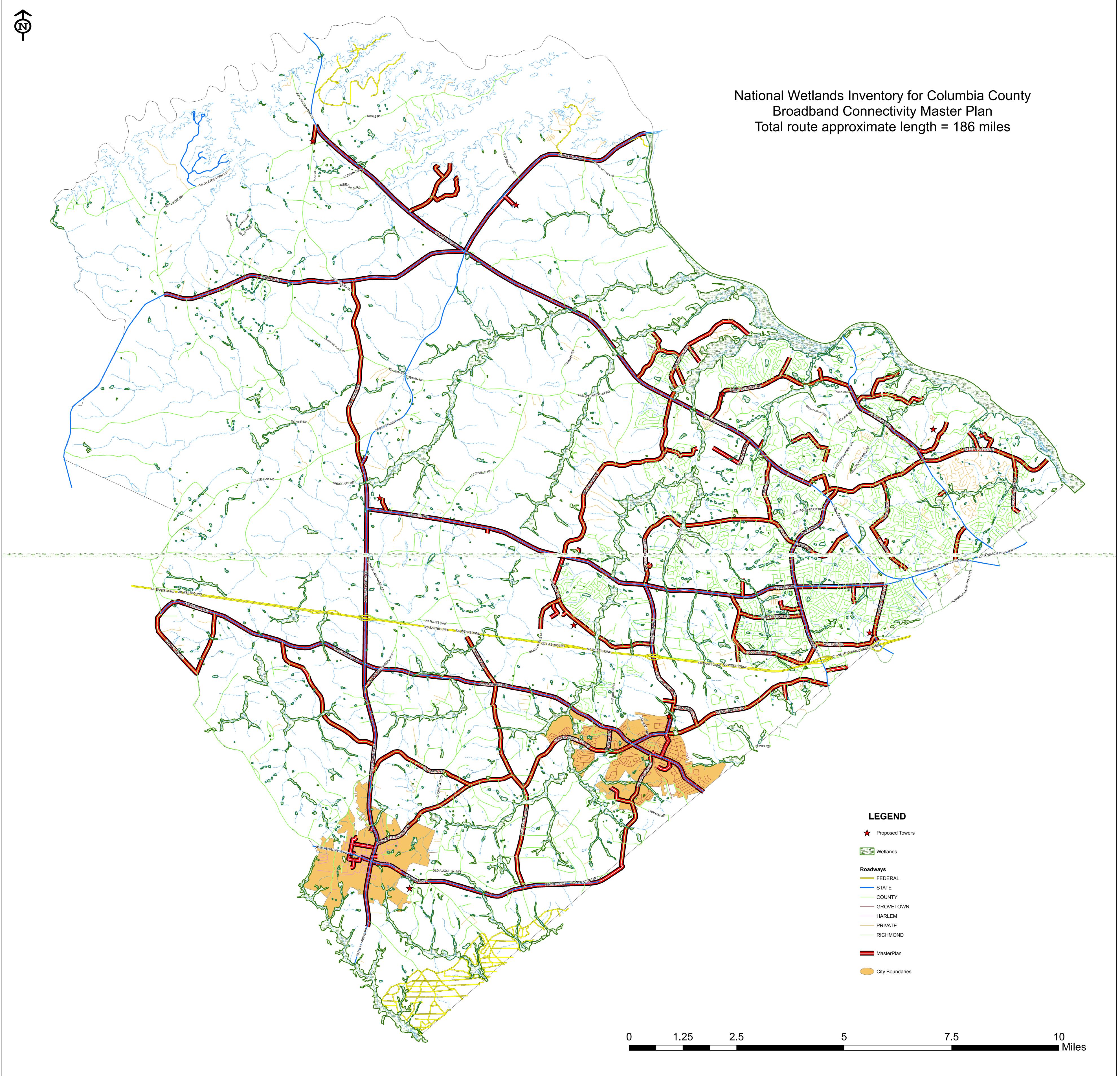
Research into tribal cultural properties indicates there are no Indian reservations or tribal lands within the Columbia County Community Broadband Network area (see attachment GA\_Fed\_Tribal\_Lands.pdf). Archaeologist David Saunders, Eastern Regional Office, Bureau of Indian Affairs has been contacted for more information, but at this time no updates are available.

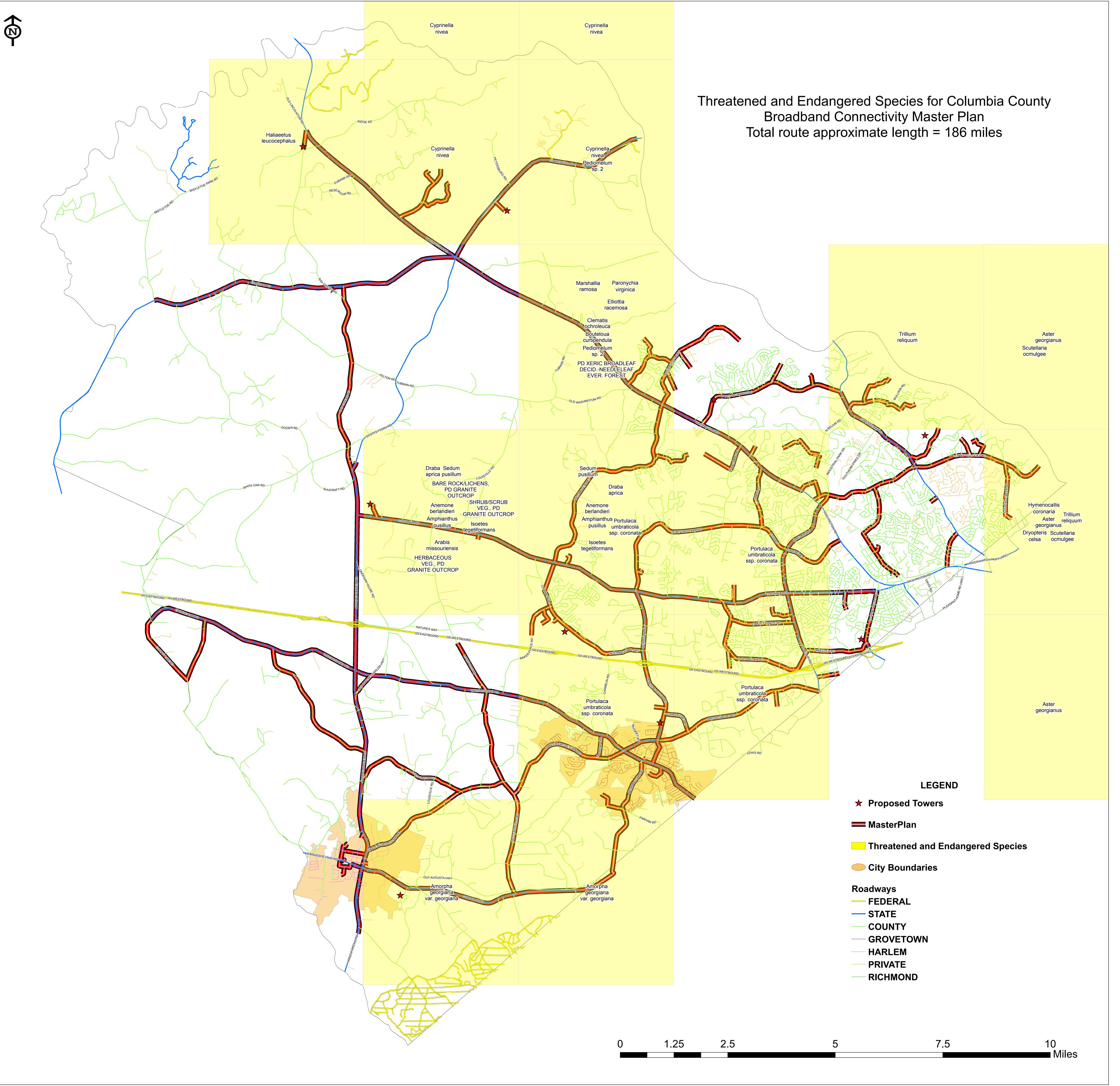
**ix. Coastal Areas:** Determine whether or not the project is within the boundaries of a coastal zone management area (CZMA). For boundary related and contact information related to CZMA, see National Oceanic and Atmospheric Administration, Office of Ocean and Coastal Resource Management's website: http://coastalmanagement.noaa.gov/consistency/welcome.html.

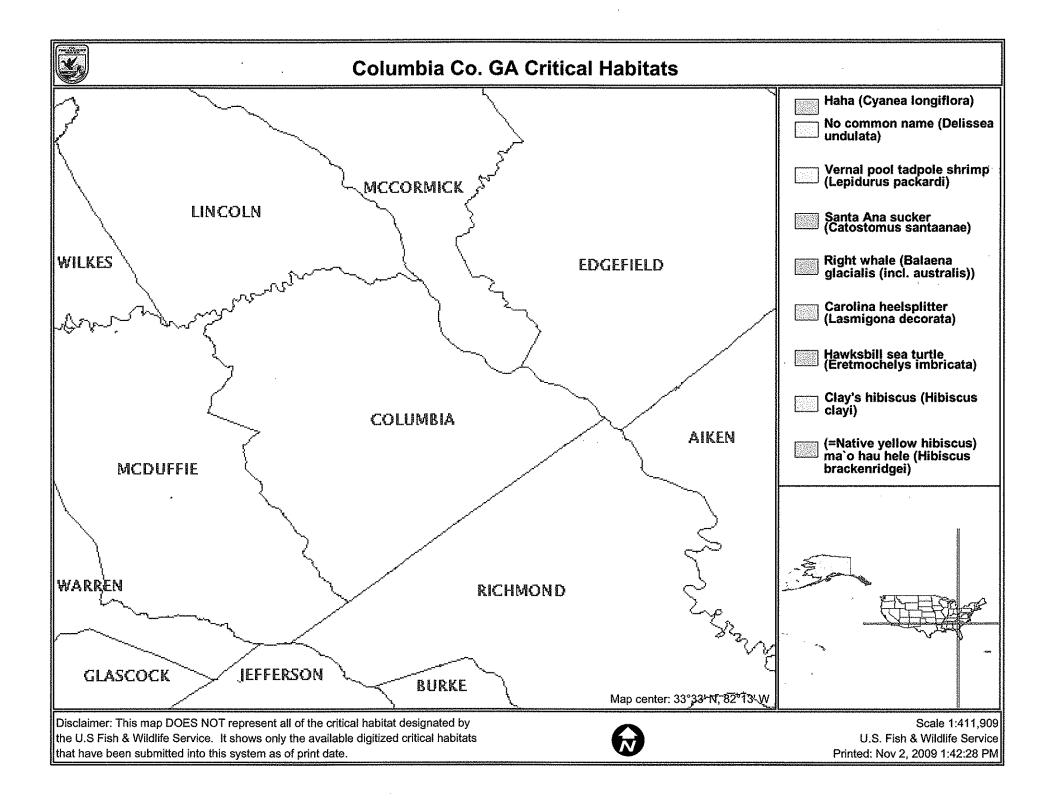
The project area is not within any coastal zone management area. Therefore, no further supporting information is necessary.

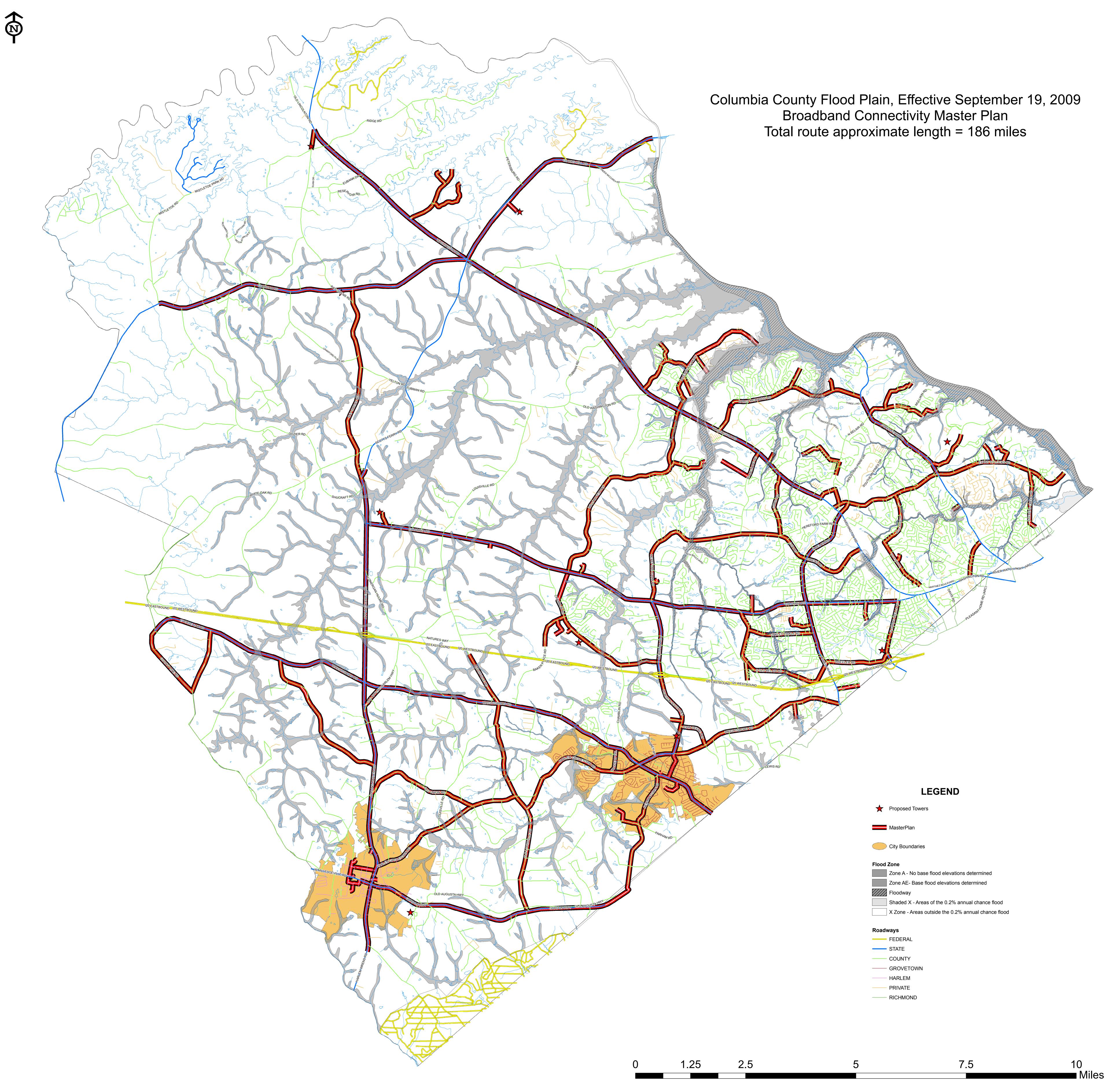
**x. Brownfields:** Determine whether the project is located within a brownfield site. Per 42 U.S.C. 9601, the term "brownfield site" means real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant, or contaminant. Maps and locations of sites, facilities and properties that have been contaminated by hazardous materials and are being, or have been, cleaned up under EPA's Superfund, RCRA and/or brownfields cleanup programs can be found at the following website: http://iaspub.epa.gov/Cleanups/

Per the map obtained from the EPA's website listed above, Columbia County finds there are no Brownfield or Superfund/RCRA clean-up sites (see attached Columbia County\_Brownfields.docx). By following existing rights-of-way and building towers on existing developed County property, Columbia County research indicates no pollutant issues appear at this time.









National Park Service U.S. Department of the Interior	

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# National Register of Historic Places

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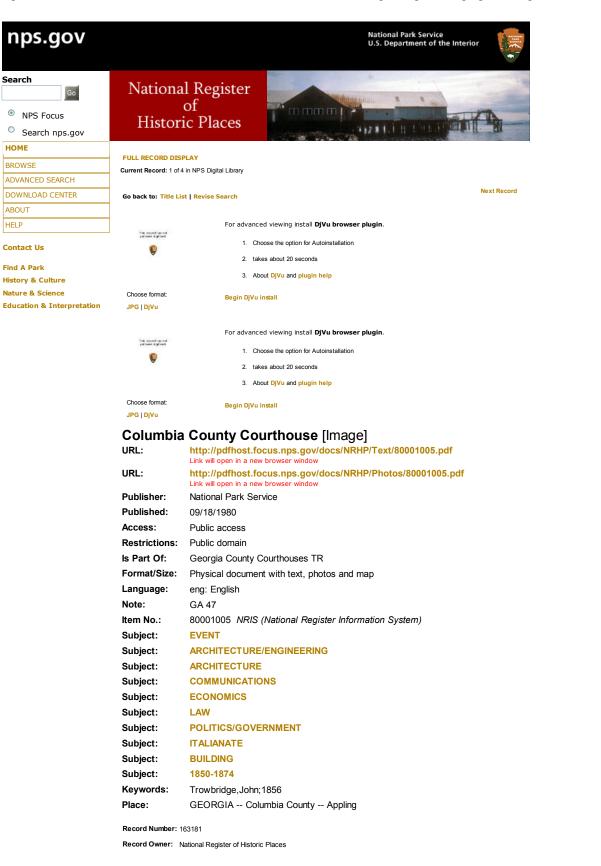
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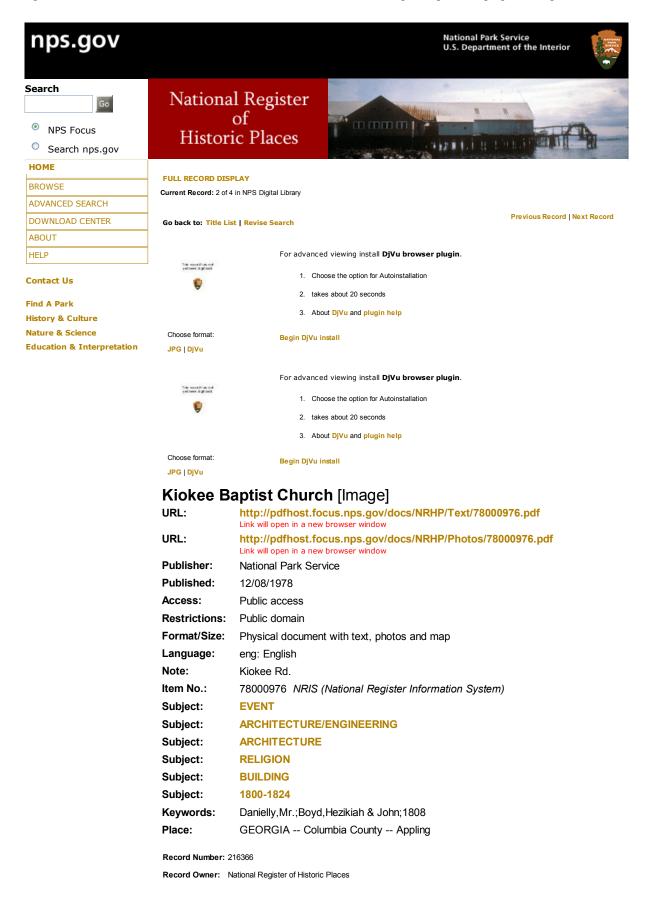
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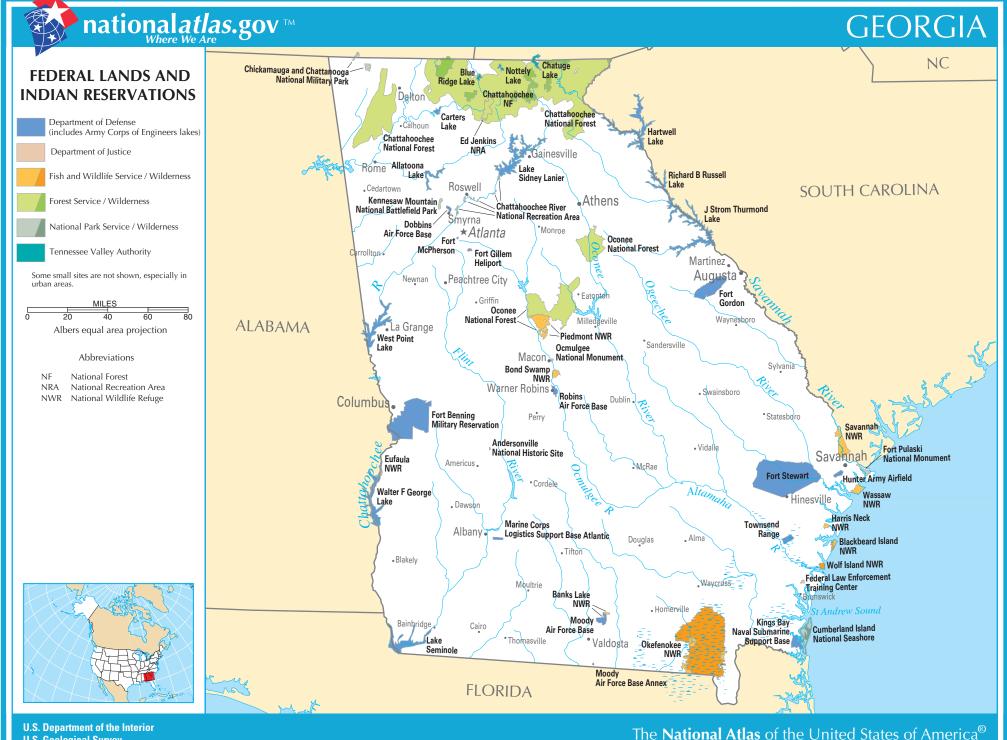
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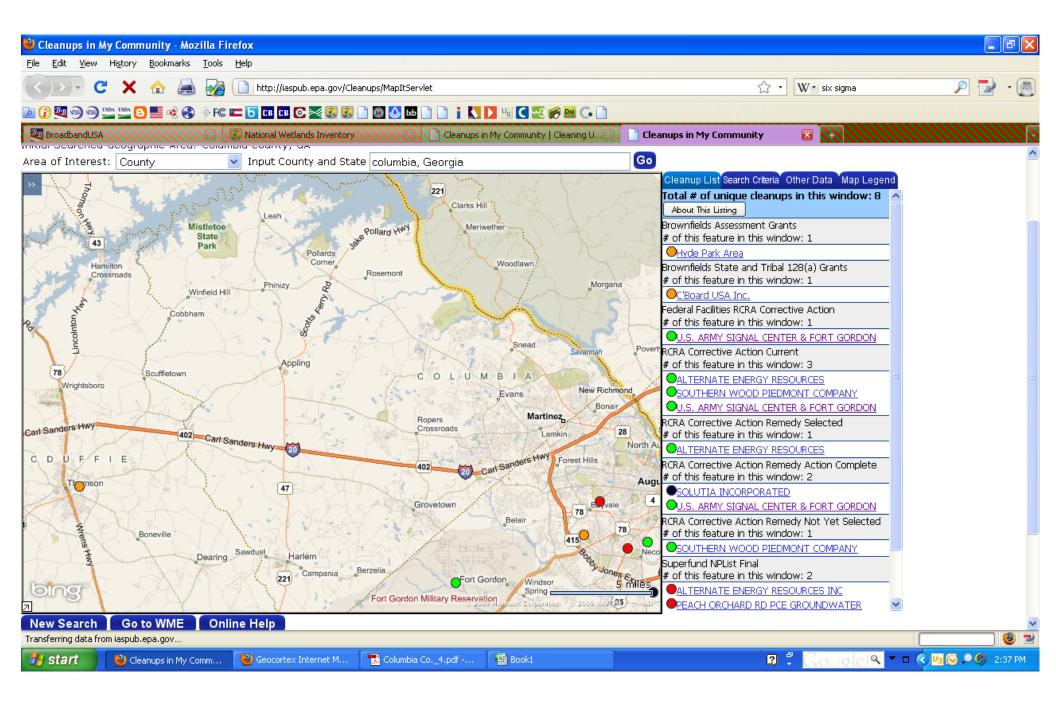
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**U.S. Geological Survey** 

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November 10, 2009

RE: Columbia County Community Broadband Network (CCCBN)

To Whom It May Concern:

Below is a list of Revenue Projections for years two thru five:

### <u>Year 2</u>

- 1. Knology has estimated a lease of \$12,000 per month for a 60 month lease. (Included e-mail from Knology). 12 Months
- 2. Columbia County currently pays \$17,000.00 per month for network connectivity and Internet access. The current expenses will be used to support (CCCBN) 10 Months
- 3. Columbia County has a separate fund for Traffic Engineering and will contribute \$1,500 per month for Traffic Signal connectivity. **8 Months**
- 4. Columbia County has a separate fund for Fire Services and will contribute \$2,500 per month for network connectivity and Internet Access. 6 Months
- 5. Columbia County School Board currently pays \$10,000 per month for network connectivity. The current expenses will be used to support (CCCBN). **3 Months**
- 6. For Tower Rental and Co-location at Tower sites, Columbia County estimates having five towers, each at 300 feet in height, to be leased at \$1 per linear foot of height per tower attachment per month, or \$1,500 per month. For the second year, we estimate 5 tower attachments per tower to be in operation for 5 months, for a total of \$7,500 per month, or \$37,500 annually. This amount is determined by using the service offerings included in Attachment A. Potential Customers include ATG Communications, T-Mobile, SouthernLINC, Verizon, Sprint, AT&T, and Clearwire.
- Using the service offerings included in Attachment A, Columbia County has estimated 160 miles fiber lease at \$75.00 per month for total \$12,000 per month, or \$144,000 annually. Potential customers (AT&T, GA Public Web, Qwest, AT&T, Charter, Comcast) 12 Months

### <u>Year 3</u>

- 1. Knology has estimated a lease of \$12,000 per month for a 60 month lease. (Included e-mail from Knology). 12 Months
- 2. Columbia County currently pays \$17,000.00 per month for network connectivity and Internet access. The current expenses will be used to support (CCCBN) 12 Months
- 3. Columbia County has a separate fund for Traffic Engineering and will contribute \$1,500 per month for Traffic Signal connectivity. **12 Months**
- 4. Columbia County has a separate fund for Fire Services and will contribute \$2,500 per month for network connectivity and Internet Access. **12 Months**
- 5. Columbia County School Board currently pays \$10,000 per month for network connectivity. The current expenses will be used to support (CCCBN). **12 Months**
- 6. For Tower Rental and Co-location at Tower sites, Columbia County estimates having five towers, each at 300 feet in height, to be leased at \$1 per linear foot of height per tower attachment per month, or \$1,500 per month. For the third year, we estimate approximately 25 tower attachments per tower, for an approximate total of \$37,500 per month, or \$450,000 annually. This amount is determined by using the service offerings included in Attachment A. Potential Customers include ATG Communications, T-Mobile, SouthernLINC, Verizon, Sprint, AT&T, and Clearwire.

		A Community of Pride	٠	A County of Vision	٠	Endless Opportunit	ies	
P.O. Box 498	٠	630 Ronald Reagan Drive	٠	Evans, Georgia 30809	٠	phone: 706-868-3347	•	fax: 706-868-3385
			W	ww.columbiacountyga.g	OV			

 Using the service offerings included in Attachment A, Columbia County has estimated 480 miles fiber lease at \$75.00 per month for total \$36,000 per month, or \$432,000 annually. (AT&T, GA Public Web, Qwest, AT&T, Charter, Comcast) 12 Months

#### <u>Year 4</u>

- 1. Knology has estimated a lease of \$12,000 per month for a 60 month lease. (Included e-mail from Knology). 12 Months
- 2. Columbia County currently pays \$17,000.00 per month for network connectivity and Internet access. The current expenses will be used to support (CCCBN) 12 Months
- 3. Columbia County has a separate fund for Traffic Engineering and will contribute \$1,500 per month for Traffic Signal connectivity. **12 Months**
- Columbia County has a separate fund for Fire Services and will contribute \$2,500 per month for network connectivity and Internet Access. 12 Months
- 5. Columbia County School Board currently pays \$10,000 per month for network connectivity. The current expenses will be used to support (CCCBN). 12 Months
- 6. For Tower Rental and Co-location at Tower sites, Columbia County estimates having five towers, each at 300 feet in height, to be leased at \$1 per linear foot of height per tower attachment per month, or \$1,500 per month. For the fourth year, we estimate approximately 28 tower attachments per tower, for an approximate total of \$42,500 per month, or \$510,000 annually. This amount is determined by using the service offerings included in Attachment A. Potential Customers include ATG Communications, T-Mobile, SouthernLINC, Verizon, Sprint, AT&T, and Clearwire.
- Using the service offerings included in Attachment A, Columbia County has estimated 640 miles fiber lease at \$75.00 per month for total \$48,000 per month, or \$576,000 annually. (AT&T, GA Public Web, Qwest, AT&T, Charter, Comcast) 12 Months

#### <u>Year 5</u>

- 1. Knology has estimated a lease of \$12,000 per month for a 60 month lease. (included e-mail from Knology). 12 Months
- 2. Columbia County currently pays \$17,000.00 per month for network connectivity and Internet access. The current expenses will be used to support (CCCBN) 12 Months
- 3. Columbia County has a separate fund for Traffic Engineering and will contribute \$1,500 per month for Traffic Signal connectivity. **12 Months**
- 4. Columbia County has a separate fund for Fire Services and will contribute \$2,500 per month for network connectivity and Internet Access. **12 Months**
- 5. Columbia County School Board currently pays \$10,000 per month for network connectivity. The current expenses will be used to support (CCCBN). 12 Months
- 6. For Tower Rental and Co-location at Tower sites, Columbia County estimates having five towers, each at 300 feet in height, to be leased at \$1 per linear foot of height per tower attachment per month, or \$1,500 per month. For the fifth year, we estimate approximately 33 tower attachments per tower, for an approximate total of \$50,000 per month, or \$600,000 annually. This amount is determined by using the service offerings included in Attachment A. Potential Customers include ATG Communications, T-Mobile, SouthernLINC, Verizon, Sprint, AT&T, and Clearwire.
- 7. Using the service offerings included in Attachment A, Columbia County has estimated 800 miles fiber lease at \$75.00 per month for total \$60,000 per month, or \$720,000. (AT&T, GA Public Web, Qwest, AT&T, Charter, Comcast) **12 Months**

Sincerely Dehoach Leanne C. DeLoach, CPA **Director of Financial Services** 

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### www.columbiacountyga.gov

### ATTACHMENT A

### Service Offerings for Middle Mile Project:

This Middle Mile network will provide service to governmental and community organizations and commercial users. The service offerings represent the basis on which Columbia County will charge third-party service providers to allow them to interconnect to the citizens of the county. The goal of the project is one of complete openness to any and all potential service providers, so as a result there will be no restrictions on use of the facilities. Any legitimate service provider wishing to lease facilities will be allowed and encouraged to do so. The County has already received a commitment from Knology to enter into a fiber lease to serve Harlem and Grovetown.

In terms of hospitals, libraries, educational institutions, public safety organizations, etc., the county has partnered with all such organizations from the beginning of the project. All such facilities in the County are contained in the anchor institutions which will be connected to the project as initial end users of the county-wide network. For more details concerning these institutions and how they will be made part of the project, including approximately 20 letters of support from all such organizations, please see Question 41, "Government and Key Partnerships", as well as Question 18, "Middle Mile Benefits".

Service Offering	Distance Band or Point to Point	Minimum Peak Load Network Bandwidth Capacity (Mbps)	Monthly/ <del>Yearly</del> Pricing (\$)	Other
Dark Fiber Leasing	Distance based	l Gbps	\$125 per fiber pair per mile (per month)	<= 10 miles of fiber
	Distance based	1 Gbps	\$100 per fiber pair per mile (per month)	10-75 miles of fiber
	Distance based	1 Gbps	\$75 per fiber pair per mile (per month)	75-150 miles of fiber
	Distance based	l Gbps	\$50 per fiber pair per mile (per month)	>= 150 miles of fiber
Tower	Distance based	n/a	\$1 per linear foot of height, per month	
Attachments and Colocation Space	n/a	n/a	\$125 per 5 rack spaces per month	For rack space in existing cabinet
	n/a	n/a	\$50 per square foot of floor space per month	For floor space in tower hut

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### Foster, Lewis

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From: Sent:	Mike Adams [Mike.Adams@knology.com] Wednesday, August 05, 2009 1:43 PM
To:	dwilson@engineeringassociates.com
Cc:	Foster, Lewis
Subject:	Estimate to lease fiber from County

In reviewing the map of the Columbia County fiber network, there were three areas of interest that Knology would primarily be interested in servicing. Those areas included Harlem, Grovetown and the Greenbrier areas of the county, with the County fiber network serving as a transport link from the existing Knology network. Our engineering dept. estimated that we would utilize 25 fiber miles using 12 fibers at a lease cost of \$12,000 per month, and under a 60 month lease term with total cost of \$720,000. I hope this is what you were looking for, if not please advise.

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November 10, 2009

Larry Strickling Assistant Secretary National Telecommunications and Information Administration U.S. Department of Commerce 1401 Constitution Avenue, N.W. Washington, DC 20230

RE: Columbia County Community Broadband Network Grant Application

Dear Mr. Strickling:

On behalf of the Columbia County Board of Commissioners, we support the commitment to the Columbia County Community Broadband Network grant application. This grant will be used to increase broadband and wireless access in and around the Columbia County community; particularly the most economically challenged areas. The quality of life of our citizens will be improved by creating employment opportunities.

The Columbia County Board of Commissioners will commit to Columbia County Community Broadband grant application by contributing \$2,304,000.00 in cash and \$1,076,535.00 in-kind *contributions*. The in-kind contribution highlights include 1,500 hours of project management, 2,054 hours of equipment installation and configuration, land for proposed towers, and In-Sync Traffic Control System at twelve intersections.

I respectfully request that your office consider our application as the Broadband Technology Opportunity Program (BTOP) grant would bring much needed service to our community.

Sincerely,

C. Class

Ron C. Cross Chairman

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A County of Vision

Endless Opportunities

630 Ronald Reagan Drive

Evans, Georgia 30809 • www.columbiacountyga.gov



Charles R. Nagle Superintendent of Schools

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**COLUMBIA COUNTY SCHOOL SYSTEM** 

4781 Hereford Farm Road Evans, Georgia 30809 (706) 541-0650-Fax (706) 541-2344 <u>www.ccboe.net</u> An Equal Opportunity System

### **BOARD OF EDUCATION**

Regina Buccafusco, Chairman Micheal Sleeper, Vice-Chairman Mildred Blackburn Wayne Bridges Roxanne Whitaker

November 11, 2009

Lewis Foster, IT Manager Columbia County Board of Commissioners PO Box 498 Evans, GA 30809

RE: Columbia County Community Broadband Grant Application

Dear Mr. Foster:

The Columbia County School System is pleased to continue our relationship with Columbia County Government under the Columbia County Community Broadband Network. This grant is very valuable to the continuing efforts that our organization is making to deliver technology to all students in our community.

Columbia County School System will commit to Columbia County Broadband Network by the involvement of our personnel and in-kind contributions of \$930,000.00 for network equipment and \$30,000.00 for contracted services. It is clearly a priority for the school system, and our students/workers/community will be well served.

If there are any questions, please feel free to contact the Director of Technology at 706-541-2721.

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Sincerely,

Charles Nagle Superintendent of Schools

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Cc: Dr. Sandra Carraway, Deputy Superintendent of Schools

Harold (Hal) H. Scott Vice Prasident, Information Systems Chief Information Officer



July 22, 2009

Mr. Lewis Foster Columbia County Government Center PO Box 498 630 Ronald Regan Drive Evans, GA 30809

Dear Mr. Foster:

I am writing this letter to show our support for the establishment of a regional broadband information exchange for Columbia County. We believe the establishment of such a network capability would substantially improve communication among and between health care providers in the region.

Such a network could be used to transmit vital clinical data that could not only improve treatment for the citizens that would access the health systems within the region but also provide for a vehicle for the assembly of clinical data about the population within the region for long term improvement of clinical outcomes, which in turn should improve the overall health status of the population.

We are willing to assist in the establishment of such a network in any manner that is reasonable considering our mission and financial situation. We hope to work with your office to better understand what opportunities may exist to fund the implementation and ongoing support for such a network.

We are proposing to provide access to our Personal Health Record for the citizens in Columbia County for up to 200 concurrent log-ins per month. This constitutes an in-kind contribution as follows:

Software License Cost = \$36,000 annually Software Support Cost = \$24,591 annually Hosting Services = \$18,000 annually Internal Support Costs = \$64,000 annually Total = \$142, 591 annually

Sincerely yours,

Harold H. (Hál) Scott

1515 Pope Street, FG-2238, Augusta, Georgia 30912

706-721-9674 Fax 706-721-0620

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Library Board of Trustees November 10, 2009

Norma Hickman Chairman

Russ Holloman, Ph D Fue-charman

fom Werner Treasurez

Rosemary Dueluring

Emily Middleton

Dear Mr. Foster:

Lewis Foster IT Manager

PO Box 498 Evans, GA 30809

Columbia County Board of Commissioners

RE: Columbia County Community Broadband Grant Application

Chff Miller Wilma Wade

The Columbia County Library Board is pleased to continue a relationship with Columbia County under the Columbia County Community Broadband Network. This grant is very valuable to the continuing efforts that the Library Board is making to provide needed services to the community as a whole.

Columbia County Library 7022 Evans Town Center Boulevard Evans, Georgia 30809 706863-1946

#### Eachee Creek Library

5907 Eachee Creek Drive Grovetown, Georgia 30813 706 556-0594

Harlem Library 375 North Louisville Street

Harlem, Georgia 30814 706 554-0705

The Library Board will commit to Columbia County Broadband Network by providing personnel, financial resources and in-kind contributions. We hope to provide programming for the community through the purchase of laptop computers for each library, as well as new desk top computers for patron use. It is clearly a priority for us, and our students, workers, and community will be well served by the addition. We have included \$16,000.00 cash for the match for the library computers and furniture needed to provide internet access as well as computer classes.

In closing, I would like to express our appreciation for the involvement of the Library Board and Columbia County Board of Commissioners and their efforts in this project.

Sincerely,

norma Hickman



## CITY OF GROVETOWN 103 Old Wrightsboro Road P. O. Box 120 GROVETOWN, GEORGIA 30813



November 10, 2009

Lewis Foster IT Manager Columbia County Board of Commissioners PO Box 498 Evans, GA 30809

**RE: Columbia County Community Broadband Grant Application** 

Dear Mr. Foster:

The City of Grovetown is pleased to continue a relationship with Columbia County under the Columbia County Community Broadband Network. This grant is very valuable to the continuing efforts that the City is making to expand the knowledge and accessibility of the internet to our senior citizens and disadvantage youth.

The City of Grovetown will commit to Columbia County Broadband Network by the involvement of our personnel, financial resources, and in-kind contributions. The City intends to make a monetary contribution of \$5000.00. The City has designated space in the Senior Citizens Center along with a computer room in the Liberty Park Recreation Center to make the computers available to not only our targeted citizens but also any citizen who wishes to enhance their knowledge of computers and the internet. We will set the computers up at their own desk and have proper seating for the use of the computers. In an effort to provide training to use the computers, we have initiated a call for volunteers from our local churches, civic clubs, and high school with a positive response from each. It is clearly a priority for us; our citizens and community will be well served.

In closing, I would like to say that I am proud that the City of Grovetown and Columbia County Board of Commissioners have embraced this project.

Respectfully,

Super W Gra

George W. James Mayor

> The City of Grovetown is an Equal Opportunity Employer and Provider TDD/TTY # 711

Nov. 11. 2009 6:49AM



November 11, 2009

No.0494 P. 1

320 N. Louisville Street P.O. Box 99 Harlem, GA 30814

l-706-556-3448 Fax: 706-556-3293 www.harlemga.org E-mail: cityofharlem@harlemga.org

Mr. Lewis Foster, 1T Manager Columbia County Board of Commissioners P.O. Box 498 Evans, Georgia 30809

RE: Columbia County Broadband Grant Application

Dear Mr. Foster:

The City of Harlem is pleased to continue a relationship with Columbia County under the Columbia County Community Broadband Network. This grant will contribute to the continuing efforts that the City is making towards future growth.

The City proposes to support the Columbia County Community Broadband Network by the involvement of personnel, if available financial resources, and in-kind contributions to include, but not limited to, office space, training staff and facilities, etc. It is our goal that students, workers and the community be well served.

Thank you for embracing this project.

Since

Robert W. Culpepper Mayor

RWC/jd



a.r.

## COLUMBIA COUNTY Community Connections

Building Partnerships, Changing Lives

Lewis Foster IT Manager Columbia County Board of Commissioners PO Box 498 Evans, GA 30809

RE: Columbia County Community Broadband Grant Application

Dear Mr. Foster:

Columbia County Community Connections is pleased to continue our relationship with Columbia County and we are excited about the opportunity to participate in the Columbia County Community Broadband Network. This grant is very valuable to the continuing efforts that CCCC is making to the citizens of Harlem and surrounding areas. Our goal is improve conditions for children and families in this area and access to technology is a key area where Harlem residents lag behind.

Community Connections will commit to the Columbia County Broadband Network through the involvement of our personnel, financial resources and in-kind contributions. We have included \$15,000 in-kind match to provide training for more than 250 youth. We will supply space for training, staff, volunteers, use of our office furniture and equipment, and we can access our growing network of contacts to provide the necessary infrastructure for this project.

We see this project as a tremendous asset for our community, providing a pathway for success for disadvantaged youth and unemployed or underemployed workers, and a chance for many of our most isolated residents to connect with a changing world through technology. It is clearly a priority for us, and our community will be well served.

In closing, I would like to say that I'm proud that CCCC and Columbia County Board of Commissioners have embraced this project. Please let us know if we can provide any additional assistance.

Sincerely,

Blie K. Miller

**Executive Director** 

PO Box 99, Harlem, GA 30814 connectcolumbia@yahoo.com 706.556.0609 phone 405 A West Church Street – office www.gafcp.org/fcnetwork/columbia 706.556.1679 fax



