



BOARD OF TRUSTEES  
Sanjay Dave  
Phil Faillace, Ph.D.  
Joe Mitchner  
Debbie Torok  
Fiona Walter

**Letter of Agreement - RFP 20-110**

Pursuant to the terms of Mountain View Los Altos High School District's RFP # 20-110 for Cabling Infrastructure, (Name of Company) EKC Enterprises, Inc.'s response to RFP #20-110 dated (mm/dd/yyyy) 2/19/2020, (Name of Company) EKC Enterprises, Inc. will provide the equipment and services per RFP # 20-110 effective the date of issuance of Mountain View Los Altos High School District Purchase Order(s).

(Name of Company) EKC Enterprises, Inc. and Mountain View Los Altos High School District acknowledge that this agreement is for E-Rate eligible products and services, which are contingent on funding by the School and Libraries Division of USAC/FCC and the Mountain View Los Altos High School District for E-Rate Year 2020 (Year 23), and Mountain View Los Altos High School District Board of Education approval.

The Mountain View Los Altos High School District (District) reserves the right to terminate the referenced Request for Proposal (RFP) and all documents associated with the Request for Proposal, including but not limited to this Letter of Agreement, in its sole discretion at any time, with or without cause, upon written notice to the other party. In the event of termination, notice shall be deemed served on the date of mailing and shall be effective immediately. The Mountain View Los Altos High School District shall not be responsible for any costs to Bidder prior to termination.

Mountain View Los Altos High School District

EKC Enterprises, Inc.

(Name of Company)

Authorized Representative Signature

Authorized Representative Signature

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

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

Name: Mike Mathiesen

Name: Luis Garcia

Title: Assoc. Superintendent, Bus. Serv.

Title: Estimator/Project Manager

Address: 1299 Bryant Ave.

Address: 4658 E. Weathermaker

Mountain View, CA 94040

Fresno Ca. 93703

Email: mike.mathiesen@mvla.net

Email: lgarcia@ekccorp.com

Phone: (650) 940-4666

Phone: 559-797-2202



1299 Bryant Avenue, Mountain View, California 94040-4599

Phone: (650)940-4650



4658 E Weathermaker Ave  
Fresno, CA 93703

Office 559-438-0330  
Fax 559-438-0333

LIC - C-7, C-10 916095  
DIR - 1000000219  
SPIN - 143049022

RFP # : RFP 20-110  
OWNER : Mountain View Los Altos High School District  
BID DATE : 2/19/2020  
SITE : Alta Vista

Lumpsum cost for below scope of work: \$	3,250.00
Specified 10% contingency: \$	325.00
<b>Total: \$</b>	<b>3,575.00</b>

**SCOPE OF WORK**

- Provide/install (1) category 6 data drop as specified for MUR. Re-locate current access point.
- Provide/install (1) category 6 data drop as specified for MUR. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Office. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 3. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 4. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 6. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 7. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 9. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 10. Mount access point (owner furnished)

**Assumptions:**

- Removal of old AP wiring if existing from IDF to classroom when new wire being pulled.
- EKC to provide (1) new path cord for each installed Access Point.
- In rooms where a ceiling-mounted project exists; ensure AP is at least 5-ft away from projector.
- In room where ceiling HVAC units exist; ensure AP is at least 15-ft away from unit.
- In rooms where new wire is pulled from IDF, EKC to include service loop in the drop-ceiling area for each cable run when/where available.
- EKC will have access to all MDF/IDF rooms and cabinets prior to start of work.
- This project will be completed in approximately 1-2 days.
- No equipment or materials are neither manufactured by, nor contains any components from, either Huawei or ZTE.
- Installation includes a Panduit/General Cable manufacture warranty of 15 years or better.
- Installation includes an EKC 2-year workmanship warranty.
- Project to be invoiced in full upon 100% completion.
- Implementation timeline proposed starting: April 1, 2020.

**STANDARD EXCLUSIONS:**

\* Communication/Low Voltage Systems: AC Power, Network Switches, Network Routers, UPS Backup, POE Injectors, Access Points, Grounding Bonding, Conduit/Conduit Stubs, Cable Tray/Wire Baskets, Core drilling, Paint/Patching, Ground Trenching of any kind, Switch Configuration/Programming, Drawings/Engineering/Permit Fees, Patching or Painting, Inventory tracking/asset tags, or any other item not specifically mentioned above.

Submitted by: **Luis Garcia** Includes (0) Addenda  
[lgarcia@ekccorp.com](mailto:lgarcia@ekccorp.com)  
(O) 559-438-0330 (C) 559-797-2202

In signing this document, I am acknowledging that I understand, am authorized to accept, and accept this Proposal/Contract in its entirety.

ACCEPTED BY: \_\_\_\_\_ DATE: \_\_\_\_\_



4658 E Weathermaker Ave  
Fresno, CA 93703

Office 559-438-0330  
Fax 559-438-0333

LIC - C-7, C-10 916095  
DIR - 100000219  
SPIN - 143049022

RFP # : RFP 20-110  
OWNER : Mountain View Los Altos High School District  
BID DATE : 2/19/2020  
SITE : Mountain View High School

Lumpsum cost for below scope of work: \$	18,100.00
Specified 10% contingency: \$	1,810.00
<b>Total: \$</b>	<b>19,910.00</b>

**SCOPE OF WORK**

- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 101. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 102. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 103. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for Room # 104. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 105. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 106. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 107. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for Room # 108. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 110. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 201. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 202. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for Room # 203. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 204. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for Room # 205. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 206. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 207. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for Room # 208. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 209. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 210. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for Room # 211. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 212. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for Room # 213. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 214. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 215. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 216. Mount access point (owner furnished).

**Assumptions:**

- Removal of old AP wiring if existing from IDF to classroom when new wire being pulled.
- EKC to provide (1) new path cord for each Installed Access Point.
- In rooms where a ceiling-mounted project exists; ensure AP is at least 5-ft away from projector.
- In room where ceiling HVAC units exist; ensure AP is at least 15-ft away from unit.
- In rooms where new wire is pulled from IDF, EKC to include service loop in the drop-ceiling area for each cable run when/where available.
- EKC will have access to all MDF/IDF rooms and cabinets prior to start of work.
- This project will be completed in approximately 10-14 days.
- No equipment or materials are neither manufactured by, nor contains any components from, either Huawei or ZTE.
- Installation includes a Panduit/General Cable manufacture warranty of 15 years or better.
- Installation includes an EKC 2-year workmanship warranty.
- Project to be invoiced in full upon 100% completion.
- Implementation timeline proposed starting: April 1, 2020.

**STANDARD EXCLUSIONS:**

- \* Communication/Low Voltage Systems: AC Power, Network Switches, Network Routers, UPS Backup, POE Injectors, Access Points, Grounding Bonding, Conduit/Conduit Stubs, Cable Tray/Wire Baskets, Core drilling, Paint/Patching, Ground Trenching of any kind, Switch Configuration/Programming, Drawings/Engineering/Permit Fees, Patching or Painting, Inventory tracking/asset tags, or any other item not specifically mentioned above.

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Fresno, CA 93703

Office 559-438-0330  
Fax 559-438-0333

LIC - C-7, C-10 916095  
DIR - 1000000219  
SPIN - 143049022

RFP # : RFP 20-110  
OWNER : Mountain View Los Altos High School District  
BID DATE : 2/19/2020  
SITE : Los Altos High School

Lumpsum cost for below scope of work: \$	9,450.00
Specified 10% contingency: \$	945.00
<b>Total: \$</b>	<b>10,395.00</b>

**SCOPE OF WORK**

- Provide/install (1) category 6 data drop as specified for Room # 102. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 104. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 716. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 718. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 910. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 912. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 914. Mount access point (owner furnished)
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 920. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 921. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 922. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 923. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 924. Mount access point (owner furnished).
- Provide/install (1) 25-ft category 6 patch cord as specified for Room # 925. Mount access point (owner furnished).
- Provide/install (1) category 6 data drop as specified for room behind Cafeteria. Mount access point (owner furnished)
- Provide/install (1) 75-ft category 6 patch cord as specified for Gym. Mount access point (owner furnished).
- Provide/install (1) 75-ft category 6 patch cord as specified for Gym. Mount access point (owner furnished).

**Assumptions:**

- Removal of old AP wiring if existing from IDF to classroom when new wire being pulled.
- EKC to provide (1) new path cord for each installed Access Point.
- In rooms where a ceiling-mounted project exists; ensure AP is at least 5-ft away from projector.
- In room where ceiling HVAC units exist; ensure AP is at least 15-ft away from unit.
- In rooms where new wire is pulled from IDF, EKC to include service loop in the drop-ceiling area for each cable run when/where available.
- EKC will have access to all MDF/IDF rooms and cabinets prior to start of work.
- This project will be completed in approximately 6-8 days.
- No equipment or materials are neither manufactured by, nor contains any components from, either Huawei or ZTE.
- Installation includes a Panduit/General Cable manufacture warranty of 15 years or better.
- Installation includes an EKC 2-year workmanship warranty.
- Project to be invoiced in full upon 100% completion.
- Implementation timeline proposed starting: April 1, 2020.

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Fax 559-438-0333

LIC - C-7, C-10 916095  
DIR - 1000000219  
SPIN - 143049022

RFP # : RFP 20-110  
OWNER : Mountain View Los Altos High School District  
BID DATE : 2/19/2020  
SITE : Adult School

Lumpsum cost for below scope of work: \$	3,000.00
Specified 10% contingency: \$	300.00
<b>Total: \$</b>	<b>3,300.00</b>

**SCOPE OF WORK**

- Provide/install (1) category 6 data drop as specified for Room # 103. Re-locate current access point.
- Provide/install (1) category 6 data drop as specified for Room # 107. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 109. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 202. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 205. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 207. Mount access point (owner furnished)
- Provide/install (1) category 6 data drop as specified for Room # 209. Mount access point (owner furnished)

**Assumptions:**

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- EKC will have access to all MDF/IDF rooms and cabinets prior to start of work.
- This project will be completed in approximately 1-2 days.
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