

**AN EMERGENCY RESOLUTION  
AUTHORIZING AND DIRECTING THE MAYOR AND PRESIDENT OF COUNCIL  
TO ENTER INTO AN AGREEMENT WITH ALL COVERED/KONICA MINOLTA  
FOR HARDWARE AND SOFTWARE FROM FORTINET  
TO REPLACE THE VILLAGE'S WIFI INFRASTRUCTURE  
IN AN AMOUNT NOT TO EXCEED \$16,000**

WHEREAS, since the Village Wi-Fi infrastructure has been in operation since 2014 without a significant upgrade, the Village engaged All Covered/Konica Minolta to explore avenues for upgrading its current system to contemporary technology to ensure the best safety and security available; and

WHEREAS, All Covered/Konica Minolta sought proposals from two vendors; and

WHEREAS, after review of both of the proposals, the proposal from Fortinet provides the more responsive support infrastructure and a more streamlined troubleshooting process, ensuring continuous access to essential security updates in comparison to the other more expensive proposal; and

WHEREAS, the Village deems it in the best interest of the health, safety and welfare of all Village residents and inhabitants to enter into an agreement with All Covered/ Konica Minolta.

BE IT RESOLVED BY THE COUNCIL OF MAYFIELD VILLAGE, OHIO, THAT:

SECTION 1. The Council of Mayfield Village does hereby authorize and direct the Mayor and President of Council, or their designee, to enter an agreement with All Covered/Konica Minolta to replace the Village's Wi-Fi infrastructure system in a total amount not to exceed Sixteen Thousand Dollars (\$16,000.00), a copy of the agreement is attached hereto and incorporated herein as Exhibit "A".

SECTION 2. The Council finds and determines that all formal actions of this Council relating to the adoption of this Resolution have been taken at open meetings of this Council; and that deliberations of this Council, and of its committees, resulting in such formal action, took place in meetings open to the public, in compliance with all statutory requirements including requirements of Section 121.22 of the Ohio Revised Code.

SECTION 3. This Resolution is hereby declared to be an emergency measure immediately necessary for the preservation of health, safety and welfare of the residents of Mayfield Village,

Ohio, for the reason that the replacement Wi-Fi Infrastructure may be implemented as soon as possible. It shall, therefore, take effect immediately upon the passage by the affirmative vote of not less than five (5) members elected to Council and approved by the Mayor or otherwise at the earliest time allowed by law.



STEPHEN SCHUTT, Council President

First Reading: May 20, 2024

Second Reading: Suspended, 2024

Third Reading: Suspended, 2024

PASSED: May 20, 2024



BRENDA T. BODNAR, Mayor

APPROVED AS TO FORM:



DIANE A. CALTA, ESQ.,  
Director of Law

ATTEST: 

MARY BETH BETSA, MMC  
Clerk of Council

EXHIBIT A



# Mayfield Village

## Statement of Work Wireless Refresh - Fortinet

Wednesday, May 8, 2024

Proposal Ref: SF00015298

Prepared by:

Monica O'Connor, CSM

Clay Zahrobsky, Solutions Architect

All Covered, IT Services from Konica Minolta

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[Overview](#)

The purpose of this Statement of Work is to outline the path that will enable All Covered, a division of Konica Minolta Business Solutions U.S.A., Inc., to deliver a professional services engagement for Mayfield Village ("Client").

This Statement of Work is based on an initial scope of work but is not a detailed project plan. A project plan will be created and managed by the technical resources assigned to the project once the Statement of Work has been approved.

## Background

The client wishes to replace their seven aging wireless access points with current and supported models.

## Assumptions

Standard project deployment assumptions:

- The Project will include, but not be limited to the following:
  - Definition of project/estimated costs
  - Project prerequisites, should they apply
  - Project implementation
  - Project management/documentation
  - Procurement of required materials
- During the procurement process, All Covered can assist by expediting the delivery of equipment and standardizing billing for all costs associated with this project. All procurement pricing included in this Statement of Work is estimated. Once the Statement of Work is signed a final quote will be generated with the most current procurement pricing.
- Client understands that service interruptions may occur throughout the course of the project. All Covered will make reasonable efforts to forewarn personnel so they may prepare.
- Access to the physical space, server and services will be made available during normal business hours.
- Access to all employees and their equipment affected by the Project will be made available during normal business hours.
- After Hours work will be performed both on-site as well as via Remote Access depending upon the advantage and/or necessity of being on-site versus remote. The specifics of which item(s) should be done on-site versus remotely will be finalized prior to the project kickoff.
- All Covered is not responsible for the following:
  - Removing boxes or shipping materials
  - Disposing of or transporting IT equipment
- Any items not specifically addressed by this Statement of Work will be addressed by a mutually agreed change order.

## Assumptions Specific to this Project

- Services are quoted using All Covered approved designs, and assumes that customer is utilizing recommended hardware, software and configuration best practices to support new and existing systems. Unknown, unapproved or unsupported hardware and software will be serviced with a best-effort approach,

and any additional time and/or materials needed to provide a complete solution will be quoted in project Change Order.

- All systems within the scope of this engagement must be in proper working order. Steps taken to remediate systems not in a 'healthy' state will be considered outside the scope of the engagement.
- Any system(s) being affected by the project have adequate backup and restoration capabilities and the appropriate precautions have been taken.
- All necessary security clearance, access, parking, passwords, and technical resources are provided without delay during the Engagement.
- Access to power and physical facilities, wiring, cable space, cabinet, and shelf or rack space are available for all equipment within the scope of this project.
- Client is responsible for providing a single point of contact for project coordination with All Covered.
- Client is responsible for providing timely clarification and resolution regarding the integrity of data/information supplied to All Covered.
- If the information presented to All Covered is found to be inaccurate, we reserve the right to initiate a change order to account for the extra services not incorporated into the proposal.
- The existing cabling will be reused.
- The existing PoE switches will be reused.
- The client is responsible for cabling, mounting and dismounting of the existing and new access points.
- The client stated no issues with current wireless, so replacing the current APs in their current location is in scope.

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## **Project Deliverables**

The desired goals of this project are:

- Procurement of items listed within Cost estimate section enabling successful completion of scope provided by this Statement of Work.
- An engineer will review the current wireless environment configuration to be used for reference.
- An engineer will review the project with the client for their requirements as it pertains to the scope of work.
- An engineer will deploy and configure the Cloud Management Portal for the wireless environment.
- The access points will be added to the portal and configured based on the existing configuration.
- The access points will be tested for functionality and connectivity.
- The new hardware and wireless environment will be documented.

## **Pre-Project Tasks**

Project Planning, Procurement, Ensure equipment arrival, Initial project kick-off

## **Project Tasks**

### **[Project Discovery and Review]**



- Review the current wireless environment
- Review the project with the client for requirements

**[Cloud Management]**

- Deploy and configure the Cloud Management Portal

**[AP Configuration]**

- Configure the new APs using the existing configuration as a reference

**[Testing]**

- Test for functionality and connectivity

**[Documentation]**

- Document the new hardware and configuration

- Other Project Hours
- Post Project Support
- Project Management

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**Cost Breakdown**

Service	Price
<b>Project Services</b>	<b>\$4,095</b>
Estimated Hours to Complete: 21	
Estimated Business Hours: 21	
Estimated After Hours: 0	
Business Hours Rate: \$195	
After Hours Rate: \$250	
<b>Hardware / Software</b>	<b>\$8,754</b>
See Appendix A for Hardware / Software quotes	
<b>Total Project Cost</b>	<b>\$12,849</b>

*All prices are exclusive of any applicable sales or use taxes, and shipping costs.*

*Any fee estimates provided for work to be billed on an hourly or daily basis are for informational purposes only. Client agrees to pay for the actual services provided by All Covered at the rates specified in each Statement of Work.*

Financing Options		
<b>36 Months: \$481</b>	<b>48 Months: \$379</b>	<b>60 Months: \$317</b>

*This is an estimated monthly payment for financing project services and all related hardware/software.*

*Not all customers will qualify and in some cases projects with greater than 50% labor or hardware/software may not qualify for full financing. Please contact your sales representative for additional information.*

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## Order Summary & Acceptance

**Effective Date:** The date on which the services described in this Statement of Work are set up and first delivered to you.

Your signature below constitutes your acceptance of this Statement of Work, including our standard terms and conditions available online at the URL link(s) provided below or in hard copy upon request, which you have reviewed and accepted and which are incorporated into this Statement of Work.

**All Covered Professional Services Terms:**

[https://services.allcovered.com/EhHPja\\_PS\\_Terms\\_v1.0.3](https://services.allcovered.com/EhHPja_PS_Terms_v1.0.3)

This Statement of Work is not binding upon us until signed by a Konica Minolta branch manager, vice president, or executive officer.

Pricing valid for 15 days from the date of this document, pending credit approval. Confidential - not to be distributed to third parties.

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**Client: Mayfield Village**

Signature:

Name:

Title:

Date Signed:

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**All Covered, a division of Konica Minolta Business Solutions U.S.A., Inc.**

Signature:

Name:

Title:

Date Signed:

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### Appendix A

Quote # / SKU	Details	Unit Price	Quantity	Total
1	Fortinet FortiAP 431G Access Point	\$899	7	\$6,291
2	Fortinet FortiAP 431G FortiCare for 3-years	\$352	7	\$2,462
<b>Total Hardware / Software Cost</b>				<b>\$8,754</b>

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