

This is a subcommittee meeting of the Board of Education held in public for the purpose of reviewing the School District's business and is not to be considered a public community meeting. There is a time set aside for public comment during the meeting as noted below. Any person with a disability or who needs accommodation for participation in this meeting should contact Julie Gorter, Committee Recording Secretary, at (231) 933-1735 or gorterju@tcaps.net at least three (3) business days in advance of the meeting to request assistance.

[DRAFT Meeting Presentation](#)
(available at least 24 hours prior to meeting)

1. CALL TO ORDER

2. PUBLIC COMMENT

The Committee has set aside this time for public comment. If you wish to make public comment, please fill out the public comment card and present it to the Committee's Recording Secretary. As you speak, please identify yourself by name (and you may also give your address). An individual may make public comment for up to three (3) minutes. Individuals addressing the Committee must take into consideration the rules of common courtesy. Public comment should not be used to make personal attacks against a school board member or school district employee by name. To ensure due process and respect of individual rights, the District maintains a formal process for handling complaints against individuals. A problem involving an individual or specific incident is best handled through administrative channels. These procedures are outlined in [Board Policy 2504](#).

3. PROCEDURAL ITEMS

- a. Draft Committee Meeting Minutes from May 1, 2025
- b. Rotary Charities Grant Resolution
- c. Bids, Services and/or Purchases
 - i. Technology
 - Milestone Mobile Servers
 - Virtual Infrastructure Servers

4. INFORMATIONAL ITEMS

- a. Transportation Update
- b. Capital Projects Update
- c. Sustainability Committee Report Out
- d. Finance
 - i. Budget Update
- e. Upcoming District Purchases

5. OTHER ITEMS

6. ADJOURNMENT

Next Board Finance and Operations Committee Meeting

Thursday, July 10, 2025, at 8:15 a.m.

Administration at Glenn Loomis

1009 S. Oak Street, Traverse City, MI 49684

Board Finance and Operations Committee Members:

Scott Hardy (chair), Erica Moon Mohr, Ty Schmidt

Dr. John VanWagoner, Christine Thomas-Hill, Wes Souden,

Sandy Low, and Paul Thwing

To be approved on May 29, 2025

Meeting Presentation

PRESENT: Scott Hardy, Erica Moon Mohr, Ty Schmidt, Wini Bell, Jessie Houghton, Sandy Low, Evan O'Branovic, Wes Souden, Christine Thomas-Hill, Paul Thwing, Dr. John VanWagoner II

1. The meeting was called to order at 8:15 a.m.

Chairperson Hardy welcomed everyone to the meeting.

2. PUBLIC COMMENT

Chairperson Hardy offered time for public comment, and no request was made.

3. PROCEDURAL ITEMS

a. Prior Committee Meeting Minutes

The Committee was asked if they had any changes to the draft minutes from the April 3, 2025 Board Finance and Operations Committee (BFOC) meeting. The Committee unanimously supported the minutes as presented.

Approval for the April 3, 2025 minutes to remain as posted.

b. Bids, Services, and/or Purchases

i. Curriculum

- Middle School Science, Technology, Engineering, and Mathematics (STEM) Equipment and Supplies

This purchase provides foundational STEM equipment for middle school programming at East and West Middle Schools.

The Committee unanimously recommended to purchase from VEX Robotics through the Interlocal Purchasing Systems (TIPS) for a total amount not to exceed \$63,820, which includes a 10% contingency; funded from First Robotics grant funding; place this on the next Board of Education meeting agenda under Consent.

ii. Technology

- Cell Phone Signal Boost Solutions

This project is for the purchase and installation of cell phone signal boosters at the Transportation and Facilities buildings and West Senior High School.

The Committee unanimously recommended to purchase the cell phone signal boost solutions from Direct Network Services, Inc. and KLA Labs for a total amount not to exceed \$117,247, which includes a 10% contingency; funded from Capital Bond Funds - Technology; place this on the next Board of Education meeting agenda under Consent.

- Staff Laptops

This project is for the planned replacement of staff laptops.

The Committee unanimously recommended to purchase the staff laptops through Regional Educational Media Center (REMC) from Sehi Computer Products, Inc. for a total amount not to exceed \$2,275,850, which includes a 15% contingency; funded from Capital Bond Funds - Technology; place this on the next Board of Education meeting agenda under Consent.

- **Traverse Heights Classroom Audio**

This project will replace audio systems in all classrooms at Traverse Heights Elementary.

The Committee unanimously recommended to purchase Audio Enhancement Sentinel Systems from AVI Systems utilizing the HPS Contract for a total amount not to exceed \$56,632, which includes a 10% contingency; funded from Capital Bond Funds - Technology; place this on the next Board of Education meeting agenda under Consent.

4. INFORMATIONAL ITEMS

a. Capital Projects

The Committee received updates on the status of active construction projects within the district. The complete presentation is available on the district website:

www.tcaps.net/about/departments/capital-projects-and-planning.

b. Finance

The committee discussed the lack of specific budget details from the state at this time. The Consensus Revenue Estimating Conference (CREC) scheduled for May 16, 2025, was identified as a potential source for more information.

c. Upcoming District Purchases

A review of upcoming district purchases was discussed with the Committee. Click [HERE](#) to view a list of the district's planned purchases and future projects.

5. OTHER ITEMS

No other items were discussed.

6. ADJOURNMENT

The meeting adjourned at 9:27 a.m.

Respectfully Submitted By,

Julie Gorter

Julie Gorter

Committee Recording Secretary

Next Board Finance and Operations Committee Meeting

Thursday, May 29, 2025 at 8:15 a.m.

Administration at Glenn Loomis

1009 South Oak Street, Traverse City, MI 49684

Finance and Operations Committee Members:

Scott Hardy (chair), Erica Moon Mohr, Ty Schmidt

Dr. John VanWagoner, Christine Thomas-Hill, Wes Souden, Sandy Low, and Paul Thwing

Traverse City Area Public Schools Board of Education Resolution of Support for Grant Application to Rotary Charities of Traverse City

WHEREAS, Traverse City Area Public Schools (TCAPS) is deeply committed to fostering the holistic well-being and academic success of all its students; and

WHEREAS, public schools are increasingly called upon to address a growing array of non-academic challenges faced by students and their families, including but not limited to transportation, access to basic necessities such as clothing and food, and support for extracurricular participation, which are often unfunded by traditional state allocations; and

WHEREAS, TCAPS has historically absorbed the majority of these critical costs within an increasingly constrained funding environment, while recognizing the profound generosity and responsiveness of the Traverse City community to specific appeals for student needs; and

WHEREAS, it has become evident that a more structured, efficient, and cohesive philanthropy program is essential to significantly enhance TCAPS's capacity to meet the expanding non-academic needs of its families and to exponentially grow charitable dollars raised beyond current levels; and

THEREFORE, BE IT RESOLVED that the Traverse City Area Public Schools Board of Education formally endorses and expresses its full support for the administration's application for grant funding from Rotary Charities of Traverse City to support the engagement fees for creation of an advancement/fundraising program resulting in a school district foundation; and

BE IT FURTHER RESOLVED that the Board recognizes this partnership as a strategic investment in TCAPS's long-term sustainability, enabling the district to build robust community relationships, implement best-practice fundraising strategies, and significantly increase philanthropic support, thereby ensuring that every TCAPS student receives the comprehensive support necessary to thrive academically and personally.

Adopted by the Traverse City Area Public Schools Board of Education on this 9th day of June, 2025.

Board of Education Secretary_____

Memorandum

To: Christine Thomas-Hill, Assistant Superintendent of Finance and Operations
From: Evan O'Branovic, Executive Director of Technology
Date: May 19, 2025
RE: Milestone Mobile Infrastructure Project

TCAPS Technology Project Number: 1057

This project is for the replacement of our Milestone mobile infrastructure. This project addresses the growing demands on our camera video management systems' performance.

The current Milestone mobile infrastructure is nearing the end of its lifecycle and requires replacement to ensure continued reliable service. This project addresses the critical need for a modern infrastructure capable of providing secure and efficient access to our security systems for district personnel. Replacing this aging infrastructure will ensure a stable and secure web interface for on-site and remote monitoring. This upgrade proactively prepares our systems for future growth and the increasing demands on our network resources. The enhanced capabilities of the new server will provide a secure and reliable pathway for authorized first responders to gain real-time access to our camera feeds, a crucial feature for improving emergency response times and situational awareness.

The Technology Department is utilizing the OMNIA Contract - R240809 to purchase the Milestone mobile infrastructure, which satisfies the bid requirements for the State of Michigan. The recommendation is to purchase from People Driven Technology using the above contract which includes equipment and licensing.

The Technology Department recommends purchasing the Milestone Mobile Infrastructure project from People Driven Technology, for a **total contract award not to exceed \$122,398**. This figure includes a 10% contingency.

This project will be funded from Capital Bond Funds - Technology Allocation.

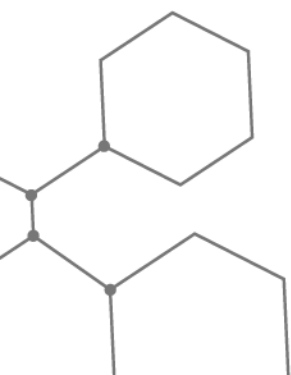


Traverse City Area Public Schools

Milestone Renewal / Mobile Server - 3 Year

Quote # 018943 v1

May 15, 2025





616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Milestone Renewal / Mobile Server - 3 Year

Prepared by:

West Michigan

Chris O'Keefe
269-532-0766
okeefec@peopledriven.com
Chris O'Keefe
okeefec@peopledriven.com

Prepared for:

Traverse City Area Public Schools

Dawn Smith
SmithDa@TCAPS.net

Quote Information:

Quote #: 018943

Version: 1
Delivery Date: 05/15/2025
Expiration Date: 06/14/2025

Milestone Renewal

| Line | Qty | Part Number | Description | Price | Extended Price |
|-------------------------------|------|-------------|--|------------------|---------------------|
| OMNIA Contract R240809 | | | | | |
| SLC: M01-C01-241-01-6C4262 | | | | | |
| 1 | 1 | Y3XPCOBT | 3 YEAR SUP FOR XPROTECT CORPORATE BASE SERVER LICENSE | \$993.32 | \$993.32 |
| 2 | 1021 | Y3XPCODL | 3 YEAR SUP FOR XPROTECT CORPORATE DEVICE CHANNEL LICENSE | \$104.12 | \$106,306.52 |
| | | | | Subtotal: | \$107,299.84 |

Mobile Server

| Line | Qty | Part Number | Description | Price | Extended Price |
|-------------------------------|-----|-------------|---|------------------|-------------------|
| OMNIA Contract R240809 | | | | | |
| 3 | 1 | HE350R-8TB | Milestone Systems Husky IVO 350R Video Storage Appliance - 8 TB HDD - Video Storage Appliance - Full HD Recording | \$3,971.00 | \$3,971.00 |
| | | | | Subtotal: | \$3,971.00 |



616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Milestone Renewal / Mobile Server - 3 Year

Ship To:

Traverse City Area Public Schools

2075 CASS ROAD
Technology Dept
Traverse City, MI 49684
Dawn Smith
(231) 933-1731
SmithDa@TCAPS.net

Bill To:

Traverse City Area Public Schools

PO Box 232
Traverse City, MI 49685
Dawn Smith
(231) 933-1731
SmithDa@TCAPS.net

Quote Information:

Quote #: 018943

Version: 1
Delivery Date: 05/15/2025
Expiration Date: 06/14/2025

Quote Summary

| Description | Amount |
|-------------------|--------------|
| Milestone Renewal | \$107,299.84 |
| Mobile Server | \$3,971.00 |

Total: \$111,270.84

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

People Driven Technology

Traverse City Area Public Schools

Signature: _____

Name: Chris O'Keefe

Title: Account Executive

Date: 05/15/2025

Signature: _____

Name: _____

Date: _____



P ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS

1. **AGREEMENT:** PEOPLE DRIVEN TECHNOLOGY, INC. ("PEOPLE DRIVEN") DOES NOT ACCEPT AND EXPRESSLY OBJECTS TO ANY TERMS AND CONDITIONS OR OTHER WRITING ON ANY PURCHASE ORDER, STATEMENT OF WORK, OR ACKNOWLEDGEMENT WHICH IS DIFFERENT FROM OR ADDITIONAL TO THOSE TERMS AND CONDITIONS CONTAINED HEREIN, EXPRESSLY INCLUDING, WITHOUT LIMITATION, ANY EFFORT TO NEGATE THE TERMS AND CONDITIONS SET FORTH HEREIN. NO MODIFICATION OR WAIVER OF THESE TERMS WILL BE EFFECTIVE AGAINST PEOPLE DRIVEN UNLESS SPECIFIED IN WRITING AND SIGNED BY PEOPLE DRIVEN. THE RECEIPT OF THE QUOTE OR PAYMENT FOR THE PRODUCTS AND/OR SERVICES PROVIDED THEREUNDER SHALL CONSTITUTE CUSTOMER'S ACCEPTANCE OF THE TERMS HEREOF.
2. **PRICING:** Prices for any Products and/or Services are valid for 30 days therefrom unless otherwise stated. Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on People Driven Technology, Inc.'s net income), (ii) shipping or packing charges, (iii) insurance, and (iv) any other expenses associated with the sale and transportation, or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products and/or Services. The parties agree that all charges included in the price of the Products and/or Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges. All prices quoted shall be exclusive of sales tax or other applicable taxes, tariffs, duties or charges which are payable by Customer. Any tax, tariff, duty or charge which People Driven may be required to pay or collect, now or hereafter imposed by any governmental authority or agency, foreign or domestic, with respect to the sale, purchase, production, processing, storage, delivery, transportation, use, or consumption of any of the Products and/or Services covered hereby, including all taxes upon or measured by receipts from sales or services, shall be for the account of Customer, and any such charges may be added by People Driven as a separate item to People Driven's invoices.
3. **PAYMENT:** Unless otherwise specified in the Price Quote, payment for Products and/or Services is due net 30 days from the date of invoice. Any requests to satisfy the invoiced payment via a credit card or a prepaid card vendor program will be limited to \$5,000 per invoice.
4. **DELIVERY:** Unless otherwise agreed in writing, the Products shall be shipped and delivered F.O.B. Customer's ship to location set forth in the Price Quote. Unless Customer instructs People Driven to use a particular carrier on customer's order letter, the Products shall be shipped via a common carrier chosen by People Driven.
5. **SHORTAGE: CLAIMS AND INSPECTION:** Customer shall have the right to inspect the Products and/or Services within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to People Driven within such 48-hour period or shall be waived.
6. **RETURNS:** Customer acknowledges that People Driven shall have no obligation to accept returns of any Products ordered by and sold to Customer. People Driven at its sole discretion, may authorize the return of unused Products. Such returns cannot be made without a return authorization in writing issued by People Driven.
7. **TITLE AND RISK OF LOSS:** Unless otherwise specified in the Price Quote, title and risk of loss shall pass to Customer at the time the Products are tendered by each carrier at Customer's facilities, and any loss or damage thereafter shall not relieve Customer from any obligation hereunder. People Driven reserves, and Customer hereby grants to People Driven, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.
8. **WARRANTIES AND REMEDIES:**

Product Warranty: People Driven does not warrant any Product. All Products are provided to Customer by People Driven "AS IS." People Driven will, to the extent allowable, pass through any warranties and indemnifications provided by the manufacturer of the Product. Customer, recognizing that People Driven is not the manufacturer of any Product, expressly waives any claim that Customer may have against People Driven based upon any product liability or infringement or alleged infringement of any patent, copyright, trade secret or other intellectual property right (each a "Claim") with respect to any Product and also waives any right to indemnification from People Driven against any such Claim made against Customer by another. Customer acknowledges that no employee of People Driven or any other party is authorized to make any representation or warranty on behalf of People Driven that is not expressly set forth in this Agreement.

Service Warranty: People Driven represents, warrants and covenants that (i) People Driven shall perform all Services, if any, in accordance with the material specifications set forth in the quote and (ii) the functions and features of the Services and related deliverables shall operate in the manner described in the applicable quote for ninety (90) days from the completion thereof. Notwithstanding anything contained herein to the contrary, to the extent a manufacturer requires Products to be installed by People Driven or such manufacturer in order for a warranty to be valid, neither People Driven nor the product manufacturer shall provide a warranty for any Products which are not installed, as applicable, by People Driven or the product manufacturer. EXCEPT AS SET FORTH HEREIN, PEOPLE DRIVEN MAKES NO OTHER WARRANTIES, WRITTEN OR ORAL. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, ARE HEREBY SPECIFICALLY DISCLAIMED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT, AND ANY WARRANTY ARISING BY STATUTE, OPERATION OF LAW, COURSE OF DEALING OR PERFORMANCE, OR USAGE OF TRADE.
9. **EXPORT RESTRICTIONS:** Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to People Driven by its suppliers, and People Driven does not warrant its accuracy and will not be liable for any error with regard to same.
10. **ORDER CANCELLATION:** Product cancellation and/or return is subject to manufacturer restrictions. People Driven will abide by its



616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315



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suppliers' current restrictions for all cancellation and return requests up to and including a No Cancellation or Return policy.

11. SPECIAL NOTICE: Please note that VMware pricing, part numbers, and quote expiration dates may be subject to change at any time as a result of the Broadcom acquisition.

Memorandum

To: Christine Thomas-Hill, Assistant Superintendent of Finance and Operations
From: Evan O'Branovic, Executive Director of Technology
Date: May 19, 2025
RE: Virtual Infrastructure Servers

TCAPS Technology Project Number: 1056

The planned replacement of our four virtual infrastructure servers represents a critical initiative to enhance the technological foundation of Traverse City Area Public Schools (TCAPS). This project addresses the growing demands on our Information Technology (IT) Infrastructure and proactively positions us for future technological advancements.

The upgrade to Azure Local marks a strategic advancement in TCAPS' IT infrastructure, bringing us into a true hybrid cloud model. By leveraging the capabilities of Azure Local, we gain a powerful on-premises extension of the Azure cloud platform, providing a seamless and integrated environment. This move enhances scalability, simplifies system management, and strengthens security. With the integration of on-demand cloud capabilities, we can efficiently handle increased demand, support disaster recovery, and reduce infrastructure complexity. This ensures our critical systems remain highly available, resilient to disruptions, and future-ready to support the evolving technological needs of TCAPS.

The Technology Department is utilizing the MI Deal Contract - NASPO #AR3227 (National Association of State Procurement Officials), and the Dell MHEC Contract #C000000978628 (Midwestern Higher Education Compact), which satisfies the bid requirements for the State of Michigan, to purchase the virtual infrastructure servers. The recommendation is to utilize People Driven Technology to purchase the servers using the above contracts which includes equipment, licensing, installation, and support.

The Technology Department recommends purchasing the Virtual Infrastructure Servers from People Driven Technology, for **a total contract award not to exceed \$459,780**. This figure includes a 10% contingency.

This project will be funded from Capital Bond Funds - Technology Allocation.

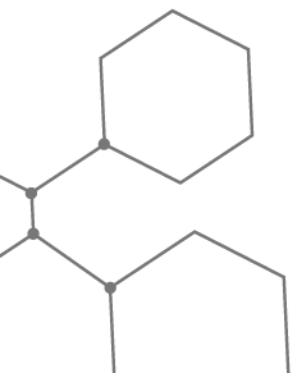


Traverse City Area Public Schools

Nexus N9K

Quote # 018937 v1

May 15, 2025





616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Nexus N9K

Prepared by:

West Michigan

Max Wolfgang
616-264-6706
wolfgangm@peopledriven.com
Becky Starr
Starrb@peopledriven.com

Prepared for:

Traverse City Area Public Schools

Thomas Paolacci
paolaccith@tcaps.net

Quote Information:

Quote #: 018937

Version: 1
Delivery Date: 05/15/2025
Expiration Date: 06/14/2025

Nexus N9K-C93180YC-FX3

| Line | Qty | Part Number | Description | Price | Extended Price |
|------|-----|-------------------|--|------------|----------------|
| | | | MI Deal Contract - NASPO #AR3227 | | |
| 1 | 8 | SFP-25G-SR-S= | 25GBASE-SR SFP Module | \$372.21 | \$2,977.68 |
| 2 | 8 | SFP-10G-SR-S= | 10GBASE-SR SFP Module, Enterprise-Class | \$253.99 | \$2,031.92 |
| 3 | 2 | N9K-C93180YC-FX3 | Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec, SyncE | \$8,894.25 | \$17,788.50 |
| 4 | 2 | CON-SNTP-N9KC93X3 | SNTP-24X7X4 Nexus 9300 48p 1/10/25G, 6p 40/100G, MAC | \$4,263.84 | \$8,527.68 |
| 5 | 2 | MODE-NXOS | Mode selection between ACI and NXOS | \$0.00 | \$0.00 |
| 6 | 2 | NXOS-CS-10.5.2F | Nexus 9300, 9500, 9800 NX-OS SW 10.5.2 (64bit) Cisco Silicon | \$0.00 | \$0.00 |
| 7 | 2 | NXK-ACC-KIT-1RU | Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal | \$0.00 | \$0.00 |
| 8 | 2 | NXK-MEM-16GB | Additional memory of 16GB for Nexus Switches | \$355.29 | \$710.58 |
| 9 | 4 | CAB-9K12A-NA | Power Cord, 125VAC 13A NEMA 5-15 Plug, North America | \$0.00 | \$0.00 |
| 10 | 2 | DCN-OTHER | Select if this product will NOT be used for AI Applications | \$0.00 | \$0.00 |
| 11 | 2 | C1-SUBS-OPTOUT | OPT OUT FOR "Default" DCN Subscription Selection | \$0.00 | \$0.00 |
| 12 | 4 | QSFP-100G-CU1M | 100GBASE-CR4 Passive Copper Cable, 1m | \$113.41 | \$453.64 |
| 13 | 2 | NXK-AF-PE | Dummy PID for Airflow Selection Port-side Exhaust | \$0.00 | \$0.00 |
| 14 | 8 | NXA-FAN-35CFM-PE | Nexus Fan, 35CFM, port side exhaust airflow | \$0.00 | \$0.00 |



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Nexus N9K-C93180YC-FX3

| Line | Qty | Part Number | Description | Price | Extended Price |
|------|-----|-----------------|--|--------|----------------|
| 15 | 4 | NXA-PAC-650W-PE | Nexus NEBs AC 650W PSU - Port Side Exhaust | \$0.00 | \$0.00 |

Subtotal: **\$32,490.00**

Cables and Transceivers

| Line | Qty | Part Number | Description | Price | Extended Price |
|------|-----|-------------|-------------------------|----------|----------------|
| 16 | 1 | PD-MATERIAL | Cables and Transceivers | \$960.00 | \$960.00 |

Subtotal: **\$960.00**

Professional Services

| Line | Qty | Part Number | Description | Price | Extended Price |
|------|-----|-------------|----------------------------------|-------------|----------------|
| 17 | 1 | PS-FF | People Driven Fixed Fee Services | \$30,450.00 | \$30,450.00 |

Subtotal: **\$30,450.00**



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orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Nexus N9K

Ship To:

Traverse City Area Public Schools

2075 CASS ROAD
Technology Dept
Traverse City, MI 49684
Thomas Paolacci
(231) 933-3306
paolaccith@tcaps.net

Bill To:

Traverse City Area Public Schools

PO Box 232
Traverse City, MI 49685
Thomas Paolacci
(231) 933-3306
paolaccith@tcaps.net

Quote Information:

Quote #: 018937

Version: 1
Delivery Date: 05/15/2025
Expiration Date: 06/14/2025

Quote Summary

| Description | Amount |
|-------------------------|-------------|
| Nexus N9K-C93180YC-FX3 | \$32,490.00 |
| Cables and Transceivers | \$960.00 |
| Professional Services | \$30,450.00 |
| Total: | |
| | \$63,900.00 |

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

People Driven Technology

Traverse City Area Public Schools

Signature: _____

Name: Max Wolfgang

Title: Account Manager

Date: 05/15/2025

Signature: _____

Name: _____

Date: _____



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2. **PRICING:** Prices for any Products and/or Services are valid for 30 days therefrom unless otherwise stated. Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on People Driven Technology, Inc.'s net income), (ii) shipping or packing charges, (iii) insurance, and (iv) any other expenses associated with the sale and transportation, or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products and/or Services. The parties agree that all charges included in the price of the Products and/or Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges. All prices quoted shall be exclusive of sales tax or other applicable taxes, tariffs, duties or charges which are payable by Customer. Any tax, tariff, duty or charge which People Driven may be required to pay or collect, now or hereafter imposed by any governmental authority or agency, foreign or domestic, with respect to the sale, purchase, production, processing, storage, delivery, transportation, use, or consumption of any of the Products and/or Services covered hereby, including all taxes upon or measured by receipts from sales or services, shall be for the account of Customer, and any such charges may be added by People Driven as a separate item to People Driven's invoices.
3. **PAYMENT:** Unless otherwise specified in the Price Quote, payment for Products and/or Services is due net 30 days from the date of invoice. Any requests to satisfy the invoiced payment via a credit card or a prepaid card vendor program will be limited to \$5,000 per invoice.
4. **DELIVERY:** Unless otherwise agreed in writing, the Products shall be shipped and delivered F.O.B. Customer's ship to location set forth in the Price Quote. Unless Customer instructs People Driven to use a particular carrier on customer's order letter, the Products shall be shipped via a common carrier chosen by People Driven.
5. **SHORTAGE: CLAIMS AND INSPECTION:** Customer shall have the right to inspect the Products and/or Services within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to People Driven within such 48-hour period or shall be waived.
6. **RETURNS:** Customer acknowledges that People Driven shall have no obligation to accept returns of any Products ordered by and sold to Customer. People Driven at its sole discretion, may authorize the return of unused Products. Such returns cannot be made without a return authorization in writing issued by People Driven.
7. **TITLE AND RISK OF LOSS:** Unless otherwise specified in the Price Quote, title and risk of loss shall pass to Customer at the time the Products are tendered by each carrier at Customer's facilities, and any loss or damage thereafter shall not relieve Customer from any obligation hereunder. People Driven reserves, and Customer hereby grants to People Driven, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.
8. **WARRANTIES AND REMEDIES:**

Product Warranty: People Driven does not warrant any Product. All Products are provided to Customer by People Driven "AS IS." People Driven will, to the extent allowable, pass through any warranties and indemnifications provided by the manufacturer of the Product. Customer, recognizing that People Driven is not the manufacturer of any Product, expressly waives any claim that Customer may have against People Driven based upon any product liability or infringement or alleged infringement of any patent, copyright, trade secret or other intellectual property right (each a "Claim") with respect to any Product and also waives any right to indemnification from People Driven against any such Claim made against Customer by another. Customer acknowledges that no employee of People Driven or any other party is authorized to make any representation or warranty on behalf of People Driven that is not expressly set forth in this Agreement.

Service Warranty: People Driven represents, warrants and covenants that (i) People Driven shall perform all Services, if any, in accordance with the material specifications set forth in the quote and (ii) the functions and features of the Services and related deliverables shall operate in the manner described in the applicable quote for ninety (90) days from the completion thereof. Notwithstanding anything contained herein to the contrary, to the extent a manufacturer requires Products to be installed by People Driven or such manufacturer in order for a warranty to be valid, neither People Driven nor the product manufacturer shall provide a warranty for any Products which are not installed, as applicable, by People Driven or the product manufacturer. EXCEPT AS SET FORTH HEREIN, PEOPLE DRIVEN MAKES NO OTHER WARRANTIES, WRITTEN OR ORAL. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, ARE HEREBY SPECIFICALLY DISCLAIMED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT, AND ANY WARRANTY ARISING BY STATUTE, OPERATION OF LAW, COURSE OF DEALING OR PERFORMANCE, OR USAGE OF TRADE.
9. **EXPORT RESTRICTIONS:** Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to People Driven by its suppliers, and People Driven does not warrant its accuracy and will not be liable for any error with regard to same.
10. **ORDER CANCELLATION:** Product cancellation and/or return is subject to manufacturer restrictions. People Driven will abide by its



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suppliers' current restrictions for all cancellation and return requests up to and including a No Cancellation or Return policy.

11. SPECIAL NOTICE: Please note that VMware pricing, part numbers, and quote expiration dates may be subject to change at any time as a result of the Broadcom acquisition.

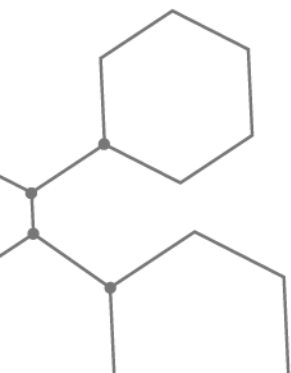


Traverse City Area Public Schools

Azure Local Cluster

Quote # 017688 v3

May 15, 2025





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Byron Center, MI 49315

Azure Local Cluster

Prepared by:

West Michigan

Max Wolfgang
616-264-6706
wolfgangm@peopledriven.com
Becky Starr
Starrb@peopledriven.com

Prepared for:

Traverse City Area Public Schools

Thomas Paolacci
paolaccith@tcaps.net

Quote Information:

Quote #: 017688

Version: 3
Delivery Date: 05/15/2025
Expiration Date: 06/28/2025

Dell AX760

| Line | Qty | Part Number | Description | Price | Extended Price |
|------|-----|-------------|---|------------|----------------|
| | | | Dell MHEC Contract #C000000978628 | | |
| 1 | 4 | 210-BNVJ | Dell AX-760 | \$3,548.41 | \$14,193.64 |
| 2 | 4 | 379-BEHV | Azure Stack HCI Operating System | \$0.00 | \$0.00 |
| 3 | 4 | 634-CKQC | Microsoft Azure Stack HCI OS 23H2 | \$0.00 | \$0.00 |
| 4 | 4 | 800-BBQV | Informational Purposes Only | \$0.00 | \$0.00 |
| 5 | 4 | 800-BBQV | Informational Purposes Only | \$0.00 | \$0.00 |
| 6 | 4 | 350-BCBP | All Flash Node, Azure Stack HCI | \$0.00 | \$0.00 |
| 7 | 4 | 329-BKPH | AX-760 IDM | \$0.00 | \$0.00 |
| 8 | 4 | 461-BBBM | Trusted Platform Module 2.0 v5 | \$35.02 | \$140.08 |
| 9 | 4 | 379-BDSR | No GPU Enablement | \$0.00 | \$0.00 |
| 10 | 4 | 404-BBEQ | 2.5" Chassis with up to 24 SAS/SATA Drives including 8 Universal Slots (NVMe Direct), Front PERC 11 | \$428.16 | \$1,712.64 |
| 11 | 4 | 780-BCDI | No RAID | \$0.00 | \$0.00 |
| 12 | 4 | 405-BBDH | Front HBA355i Rear Load | \$419.30 | \$1,677.20 |
| 13 | 4 | 750-ADUB | Front PERC Mechanical Parts, for 2.5" x24 SAS/SATA Chassis | \$17.70 | \$70.80 |
| 14 | 4 | 330-BBZM | Riser Config 3, Full Length, 2x8 FH Slots (Gen4), 2x16 LP Slots (Gen4), 2x16 FH DW GPU Capable Slots (Gen5) | \$492.84 | \$1,971.36 |
| 15 | 4 | 329-BKCG | Motherboard supports ALL CPUs (required for CPUs 250W and above), MLK | \$159.24 | \$636.96 |
| 16 | 4 | 338-CHSJ | Intel Xeon Gold 6442Y 2.6G, 24C/48T, 16GT/s, 60M Cache, Turbo, HT (225W) DDR5-4800 | \$1,821.98 | \$7,287.92 |
| 17 | 4 | 338-CHSJ | Intel Xeon Gold 6442Y 2.6G, 24C/48T, 16GT/s, 60M Cache, Turbo, HT (225W) DDR5-4800 | \$1,821.98 | \$7,287.92 |



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Dell AX760

| Line | Qty | Part Number | Description | Price | Extended Price |
|------|-----|-------------|---|------------|----------------|
| 18 | 4 | 379-BDCO | Additional Processor Selected | \$0.00 | \$0.00 |
| 19 | 4 | 412-ABCQ | Heatsink for 2 CPU with GPU configuration | \$81.37 | \$325.48 |
| 20 | 4 | 370-BBRX | 5600MT/s RDIMMs | \$0.00 | \$0.00 |
| 21 | 4 | 384-BBBL | Performance BIOS Settings | \$0.00 | \$0.00 |
| 22 | 4 | 470-AEYU | No Cables Required | \$0.00 | \$0.00 |
| 23 | 4 | 540-BCXW | Intel E810-XXV Dual Port 10/25GbE SFP28, OCP NIC 3.0 | \$231.77 | \$927.08 |
| 24 | 4 | 540-BDKD | Broadcom 5720 Dual Port 1GbE Optional LOM | \$49.20 | \$196.80 |
| 25 | 4 | 321-BHMY | Dell Luggage Tag | \$0.00 | \$0.00 |
| 26 | 4 | 325-BEVI | PowerEdge 2U Standard Bezel | \$17.34 | \$69.36 |
| 27 | 4 | 750-ADGJ | Very High Performance Fan x6 | \$105.79 | \$423.16 |
| 28 | 4 | 450-AJHG | Dual, Hot-Plug,Power Supply Redundant (1+1), 1400W, Mixed Mode | \$495.04 | \$1,980.16 |
| 29 | 4 | 770-BDRQ | Dell Cable Organizer - Cable Management Arm - 2U Rack Height | \$29.76 | \$119.04 |
| 30 | 4 | 770-BEKK | ReadyRails Sliding Rails | \$54.45 | \$217.80 |
| 31 | 4 | 403-BCRZ | BOSS-N1 controller card + with 2 M.2 960GB (RAID 1) | \$1,422.48 | \$5,689.92 |
| 32 | 4 | 470-AFMF | BOSS Cables and Bracket for R760 (Riser 1) | \$17.70 | \$70.80 |
| 33 | 4 | 605-BBFN | No Media Required | \$0.00 | \$0.00 |
| 34 | 4 | 379-BCQY | iDRAC Group Manager, Disabled | \$0.00 | \$0.00 |
| 35 | 4 | 379-BCQW | iDRAC Service Module (ISM), Pre-Installed in OS | \$0.00 | \$0.00 |
| 36 | 4 | 370-AAIP | Performance Optimized | \$0.00 | \$0.00 |
| 37 | 4 | 631-AACK | No Systems Documentation, No OpenManage DVD Kit | \$0.00 | \$0.00 |
| 38 | 4 | 379-BCSG | iDRAC,Legacy Password | \$0.00 | \$0.00 |
| 39 | 4 | 350-BBYX | No Quick Sync | \$0.00 | \$0.00 |
| 40 | 4 | 379-BCRB | DHCP with Zero Touch Configuration | \$0.00 | \$0.00 |
| 41 | 4 | 800-BBDM | UEFI BIOS Boot Mode with GPT Partition | \$0.00 | \$0.00 |
| 42 | 4 | 528-CTIC | iDRAC9, Enterprise 16G | \$173.02 | \$692.08 |
| 43 | 4 | 528-CJIT | OpenManage Integration with MS Windows Admin Center Premium License for MSFT HCI Solutions, Perpetual | \$176.57 | \$706.28 |
| 44 | 4 | 343-BBSU | PE R760 No CCC or CE Marking | \$0.00 | \$0.00 |



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Byron Center, MI 49315

Dell AX760

| Line | Qty | Part Number | Description | Price | Extended Price |
|------|-----|-------------|---|------------|----------------|
| 45 | 4 | 340-DCEP | PowerEdge R760 Shipping | \$17.34 | \$69.36 |
| 46 | 4 | 340-DJQY | PowerEdge R760 Shipping Material | \$52.73 | \$210.92 |
| 47 | 4 | 817-BBBP | None Required | \$0.00 | \$0.00 |
| 48 | 4 | 713-0088 | ProSupport 4-Hour 7x24 Onsite Service 2 Years Extended | \$6,826.74 | \$27,306.96 |
| 49 | 4 | 713-0089 | ProSupport 4-Hour 7x24 Onsite Service 3 Years | \$5,025.38 | \$20,101.52 |
| 50 | 4 | 713-0092 | ProSupport 4-Hour 7x24 Technical Support and Assistance 5 Years | \$2,592.66 | \$10,370.64 |
| 51 | 4 | 713-0124 | Dell Hardware Limited Warranty Plus On-Site Service | \$0.00 | \$0.00 |
| 52 | 4 | 975-3462 | Dell Limited Hardware Warranty Plus Service, Extended Year(s) | \$0.00 | \$0.00 |
| 53 | 4 | 989-3439 | Thank you choosing Dell ProSupport. For tech support, visit //www.dell.com/support or call 1-800-945-3355 | \$0.00 | \$0.00 |
| 54 | 4 | 900-9997 | On-Site Installation Declined | \$0.00 | \$0.00 |
| 55 | 64 | 370-BCFQ | 64GB RDIMM, 5600MT/s, Dual Rank - HCI | \$1,531.82 | \$98,036.48 |
| 56 | 4 | 540-BCXV | Intel E810-XXV Dual Port 10/25GbE SFP28 Adapter, PCIe Low Profile | \$231.77 | \$927.08 |
| 57 | 8 | 407-BCGJ | SFP28 SR Optic, 25GbE, 85C | \$261.50 | \$2,092.00 |
| 58 | 8 | 407-BBVK | SFP+, SR, Optical Transceiver, Intel, 10Gb-1Gb | \$98.72 | \$789.76 |
| 59 | 40 | 345-BJMK | 3.84TB SSD SAS RI 24Gbps 512e 2.5in Hot-Plug 1DWPD , AG Drive - HCI | \$3,694.54 | \$147,781.60 |
| 60 | 8 | 450-AALV | Power Cord - C13, 3M, 125V, 15A (North America, Guam, North Marianas, Philippines, Samoa, Vietnam) | \$0.00 | \$0.00 |

Subtotal: \$354,082.80



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Byron Center, MI 49315

Azure Local Cluster

Ship To:

Traverse City Area Public Schools

2075 CASS ROAD
Technology Dept
Traverse City, MI 49684
Thomas Paolacci
(231) 933-3306
paolaccith@tcaps.net

Bill To:

Traverse City Area Public Schools

PO Box 232
Traverse City, MI 49685
Thomas Paolacci
(231) 933-3306
paolaccith@tcaps.net

Quote Information:

Quote #: 017688

Version: 3
Delivery Date: 05/15/2025
Expiration Date: 06/28/2025

Quote Summary

| Description | Amount |
|----------------------------|--------------|
| Dell AX760 | \$354,082.80 |
| Total: \$354,082.80 | |

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

People Driven Technology

Traverse City Area Public Schools

Signature: _____
Name: Max Wolfgang
Title: Account Manager
Date: 05/15/2025

Signature: _____
Name: _____
Date: _____



P ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS

1. **AGREEMENT:** PEOPLE DRIVEN TECHNOLOGY, INC. ("PEOPLE DRIVEN") DOES NOT ACCEPT AND EXPRESSLY OBJECTS TO ANY TERMS AND CONDITIONS OR OTHER WRITING ON ANY PURCHASE ORDER, STATEMENT OF WORK, OR ACKNOWLEDGEMENT WHICH IS DIFFERENT FROM OR ADDITIONAL TO THOSE TERMS AND CONDITIONS CONTAINED HEREIN, EXPRESSLY INCLUDING, WITHOUT LIMITATION, ANY EFFORT TO NEGATE THE TERMS AND CONDITIONS SET FORTH HEREIN. NO MODIFICATION OR WAIVER OF THESE TERMS WILL BE EFFECTIVE AGAINST PEOPLE DRIVEN UNLESS SPECIFIED IN WRITING AND SIGNED BY PEOPLE DRIVEN. THE RECEIPT OF THE QUOTE OR PAYMENT FOR THE PRODUCTS AND/OR SERVICES PROVIDED THEREUNDER SHALL CONSTITUTE CUSTOMER'S ACCEPTANCE OF THE TERMS HEREOF.
2. **PRICING:** Prices for any Products and/or Services are valid for 30 days therefrom unless otherwise stated. Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on People Driven Technology, Inc.'s net income), (ii) shipping or packing charges, (iii) insurance, and (iv) any other expenses associated with the sale and transportation, or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products and/or Services. The parties agree that all charges included in the price of the Products and/or Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges. All prices quoted shall be exclusive of sales tax or other applicable taxes, tariffs, duties or charges which are payable by Customer. Any tax, tariff, duty or charge which People Driven may be required to pay or collect, now or hereafter imposed by any governmental authority or agency, foreign or domestic, with respect to the sale, purchase, production, processing, storage, delivery, transportation, use, or consumption of any of the Products and/or Services covered hereby, including all taxes upon or measured by receipts from sales or services, shall be for the account of Customer, and any such charges may be added by People Driven as a separate item to People Driven's invoices.
3. **PAYMENT:** Unless otherwise specified in the Price Quote, payment for Products and/or Services is due net 30 days from the date of invoice. Any requests to satisfy the invoiced payment via a credit card or a prepaid card vendor program will be limited to \$5,000 per invoice.
4. **DELIVERY:** Unless otherwise agreed in writing, the Products shall be shipped and delivered F.O.B. Customer's ship to location set forth in the Price Quote. Unless Customer instructs People Driven to use a particular carrier on customer's order letter, the Products shall be shipped via a common carrier chosen by People Driven.
5. **SHORTAGE: CLAIMS AND INSPECTION:** Customer shall have the right to inspect the Products and/or Services within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to People Driven within such 48-hour period or shall be waived.
6. **RETURNS:** Customer acknowledges that People Driven shall have no obligation to accept returns of any Products ordered by and sold to Customer. People Driven at its sole discretion, may authorize the return of unused Products. Such returns cannot be made without a return authorization in writing issued by People Driven.
7. **TITLE AND RISK OF LOSS:** Unless otherwise specified in the Price Quote, title and risk of loss shall pass to Customer at the time the Products are tendered by each carrier at Customer's facilities, and any loss or damage thereafter shall not relieve Customer from any obligation hereunder. People Driven reserves, and Customer hereby grants to People Driven, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.
8. **WARRANTIES AND REMEDIES:**

Product Warranty: People Driven does not warrant any Product. All Products are provided to Customer by People Driven "AS IS." People Driven will, to the extent allowable, pass through any warranties and indemnifications provided by the manufacturer of the Product. Customer, recognizing that People Driven is not the manufacturer of any Product, expressly waives any claim that Customer may have against People Driven based upon any product liability or infringement or alleged infringement of any patent, copyright, trade secret or other intellectual property right (each a "Claim") with respect to any Product and also waives any right to indemnification from People Driven against any such Claim made against Customer by another. Customer acknowledges that no employee of People Driven or any other party is authorized to make any representation or warranty on behalf of People Driven that is not expressly set forth in this Agreement.

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9. **EXPORT RESTRICTIONS:** Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to People Driven by its suppliers, and People Driven does not warrant its accuracy and will not be liable for any error with regard to same.
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Board Finance and Operations Committee - Upcoming District Purchases

| Source Department | District Purchases/Bids Items will move into this section when projects are more defined or are within 3 months of being brought forward. | Estimated Cost | Estimated timeframe for presenting to BOE | Fund Source |
|--------------------------|---|-----------------------|--|--------------------|
| Technology | Virtual Infrastructure Servers | \$460,000 | June | Bond-Technology |
| Technology | Milestone Mobile Infrastructure | \$120,000 | June | Bond-Technology |
| Capital Projects | Sabin - renovations | \$5,000,000 | July | Bond |
| Transportation | District Vehicles | \$63,000 | July | General Fund |
| Capital Projects | Traverse City High School - bridge updates | TBD | August | Bond |
| Source Department | Upcoming Projects | Estimated Cost | Estimated timeframe for presenting to BOE | Fund Source |
| Facilities | Facilities/Custodial Equipment | TBD | Aug/Sept | Bond - Facilities |
| Capital Projects | Glenn Loomis/CHS F-wing renovations | TBD | September | Bond |
| Capital Projects | Elevator Upgrades | \$250,000 | TBD | Bond |
| Facilities | Bottle Filling Stations | TBD | TBD | Grants and Bond |
| Capital Projects | Central High School - greenhouse | TBD | TBD | Grant |
| Capital Projects | WMS Music Renovations | \$2,000,000 | Jan/Feb 2026 | Bond |
| Capital Projects | Central High School Renovations | \$20,000,000 | June 2026 | Bond |
| Capital Projects | Central Grade Renovations | \$55,000,000 | July 2026 | Bond |