AGREEMENT
BETWEEN SANTA FE COUNTY AND
IT CONNECT FOR NETWORK INFRASTRUCTURE UPGRADES

This Agreement is entered into this 9th day of June, 2026, between **Santa Fe County**, a political subdivision of the state of New Mexico (the "County"), and **IT Connect**, 7505 Mallard Way, Ste F, Santa Fe, NM 87507 (the Contractor).

Background

WHEREAS, the County requires Wifi and Network Infrastructure upgrades for the Public Safety Department; and

WHEREAS, pursuant to NMSA 1978, Section 13-1-129 (Procurement under existing contracts) the Procurement Manager determines that these services may be procured without a competitive solicitation using Statewide Price Agreement No. 00-00000-20-00093AK (the "SWPA"); and

WHEREAS, the County requires the services of the Contractor, and the Contractor is willing to provide these services and both parties wish to enter into this Agreement.

NOW THEREFORE, the parties agree as follows:

Agreement

1. CONTRACTOR'S SERVICES

Perform infrastructure upgrades through the installation of a Passive Optical Network System. Contractor's services will be performed in conformity with the SWPA and Contractor's Proposal dated 5/5/2026 (Attachment A).

2. ADDITIONAL SERVICES

A. The parties agree that the services in section 1 (Contractor's Services) will be completed to the County's satisfaction and for the amount stated section 3 (Compensation, Invoicing and Set-off).

B. The County may request changes in the Contractor's Services. Any changes to the Contractor's services will be made by written amendment.

3. COMPENSATION, INVOICING AND SET-OFF

A. The total compensation payable to the Contractor for network upgrade services performed will not exceed **$870,459.37,** *exclusive* of NM GRT. Any NM GRT levied on the amount payable under this Agreement will be paid by the County to the Contractor.

B. The Contractor will submit a written request for payment to the County when payment is due. Upon the County's receipt of the written request, the County will issue a written certification of complete or partial acceptance or rejection of the services for which payment is sought. The County will not make payment until the County issues a written certification accepting the services.

1) The County's representative for certification of acceptance or rejection of services is Maricela Martinez, Department Director, mcmartinez@santafecountynm.gov (505) 986-2415, or such other individual as may be designated in the absence of the County representative.

2) Within 30 days of the issuance of the certification accepting the services, the County will make payment for the services. If the County does not issue payment for accepted services within 30 days of the certification by the County, the County will pay a late payment fee of 1.5% per month until the amount due is paid in full.

C. If the Contractor breaches this Agreement, the County may, without penalty, withhold payments due the Contractor for the purpose of set-off until the County determines the exact amount of damages it suffered as a result of the breach.

D. The County's payment to Contractor will not foreclose the County's right to recover excessive or illegal payment.

4. EFFECTIVE DATE AND TERM

This Agreement will become effective on the date of last signature by the parties and will terminate one year from that date, unless earlier terminated under section 5 (Termination) or 6 (Appropriations and Authorizations).

5. TERMINATION

A. Termination for Cause. Either party may terminate this Agreement based upon a breach by the other party. The non-breaching party will give the breaching party written notice of termination stating the specific grounds for the termination. The termination will be effective 30 days from the breaching party's receipt of the notice, during which time the breaching party may cure the breach. If the breach cannot with due diligence be cured within 30 days, the breaching party will have a reasonable time to cure the breach, provided that, within the 30-day period, the breaching party began to cure the breach and advised the non-breaching party in writing that it intended to cure.

B. Termination for Convenience of the County. The County may terminate this Agreement at any time for any reason or no reason, by giving the Contractor written notice of termination. The notice will state the effective date of termination, which will not be less than 15 days from the Contractor's receipt of the notice. The County will pay the Contractor for acceptable services performed before the effective date of termination. The County will not be liable for any services performed by the Contractor after the date of termination.

6. APPROPRIATIONS AND AUTHORIZATIONS

The County's performance of the obligations under this Agreement is contingent upon sufficient appropriations and authorizations by the Board of County Commissioners of Santa Fe County, and if state funds are involved, the Legislature of the State of New Mexico. If sufficient appropriations and/ or authorizations are not made in this or future fiscal years, this Agreement will terminate upon written notice by the County to the Contractor. A termination for non-appropriations or lack of authority will be without penalty to the County, and the County will not be required to reimburse the Contractor for expenditures made in the performance of this Agreement. The County is not committed to the expenditure of any funds until such time as they are programmed, budgeted, encumbered and approved for expenditure by the County. The County's decision regarding appropriations and authorization will be final and will not be subject to challenge by the Contractor in any way, or forum, including a lawsuit.

7. INDEPENDENT CONTRACTOR

The parties intend that the Contractor and its agents and employees will be independent contractors and not employees or agents of the County. Accordingly, the Contractor and its agents and employees will not accrue leave, participate in retirement plans, insurance plans, or liability bonding, use County vehicles, or participate in any other benefits afforded to County employees. Except as may be authorized in this Agreement, the Contractor has no authority to bind, represent, or otherwise act on behalf of the County.

8. ASSIGNMENT AND SUBCONTRACTING BY THE CONTRACTOR

A. The Contractor will not assign or transfer any interest in this Agreement or assign any claims for money due under this Agreement without the advance written approval of the County. Any attempted assignment or transfer in violation of this Agreement will be void.

B. The Contractor will not subcontract or delegate any portion of the services without the advance written approval of the County. Any attempted subcontract or delegation by the Contractor to a non-party in violation of this Agreement will be void.

9. CONTRACTOR'S PERSONNEL

A. The services in section 1 (Contractor's Services) will be performed by the Contractor or under its supervision.

B. The Contractor states that it has, or will secure at the Contractor's expense, all personnel required to perform the services and obligations under this Agreement. Such personnel will not be employees of or have any contractual relationship with the County, and will be qualified and licensed by federal, state and local law to perform the services.

10. RELEASE

The Contractor's receipt of payments due under this Agreement serves as a release of the County, its elected officials, officers, agents and employees from all liabilities, claims, and obligations arising from this Agreement.

11. CONFIDENTIALITY

Any confidential information provided to or developed by the Contractor in the performance of this Agreement will be kept confidential and will not be made available to any individual or organization by the Contractor without the prior written approval of the County.

12. PUBLICATION, REPRODUCTION, AND USE OF MATERIAL; COPYRIGHT

A. The County has the unrestricted right to publish, disclose, distribute and otherwise use, in whole or in part, any reports, data, or other material prepared under or pursuant to this Agreement.

B. The Contractor acknowledges and agrees that any material produced in whole or in part under or pursuant to this Agreement is a work made for hire. Accordingly, to the extent that any such material is copyrightable in the United States or in any other country, the County will own any such copyright.

13. CONFLICT OF INTEREST

The Contractor states that it does not have any interest that would conflict in any manner with the performance of the services and obligations under this Agreement.

14. AMENDMENT

This Agreement may not be modified, altered, changed, or amended orally. To be valid any amendment to this Agreement will be in writing signed by the parties.

15. ENTIRE AGREEMENT; INTEGRATION

This Agreement incorporates all the agreements and understandings between the parties and all agreements and understandings are merged into this Agreement. No prior or contemporaneous agreements or understandings, verbal or otherwise, of the parties will be valid or enforceable unless embodied in this Agreement.

16. NOTICE OF PENALTIES

The Procurement Code, NMSA 1978, Section 13-1-28, imposes civil and criminal penalties for its violation. In addition, New Mexico criminal statutes impose felony penalties for bribes, gratuities, and kickbacks.

17. EQUAL EMPLOYMENT OPPORTUNITY COMPLIANCE

A. The Contractor agrees to abide by federal, state, local laws, ordinances, and rules and regulations pertaining to equal employment opportunity and unlawful discrimination. The Contractor will not discriminate against any person with regard to employment with the Contractor or participation in any program or activity offered pursuant to this Agreement on the grounds of race, age, religion, color, national origin, ancestry, sex, physical or mental handicap, serious medical condition, spousal affiliation, sexual orientation, or gender identity.

B. The Contractor acknowledges that failure to comply with this section will constitute a breach of this Agreement.

18. GOVERNING LAW

A. The Contractor will comply with all applicable laws, ordinances, and regulations, including Santa Fe County Ordinance 2014-1 (Establishing a Living Wage).

B. This Agreement will be construed in accordance the laws of the State of New Mexico without regard to its choice of law rules. The Contractor acknowledges that the exclusive forum for any litigation related to this Agreement will be state district courts of New Mexico, located in Santa Fe County.

19. RECORDS AND INSPECTIONS

A. To the extent its books and records relate to (i) its performance of this Agreement or any subcontract entered into pursuant to it or (ii) cost or pricing data (if any) set forth in this Agreement or that was required to be submitted to the County as part of the procurement process, the Contractor agrees to (i) maintain such books and records for a period of six years from the date of final payment under this Agreement; (ii) allow the County or its designee to audit such books and records at reasonable times and upon reasonable notice; and (iii) to keep such books and records in accordance with generally accepted accounting principles (GAAP).

B. To the extent its books and records relate to (i) its performance of this Agreement or any subcontract entered into pursuant to it or (ii) cost or pricing data (if any) set forth in this Agreement or that was required to be submitted to County as part of the procurement process, the Contractor also agrees to require any subcontractor it may hire to perform its obligations under this Agreement to (i) maintain such books and records during the term of this Agreement and for a period of six years from the date of final payment under the subcontract; (ii) to allow the County or its designee to audit such books and records at reasonable times and upon reasonable notice; and (iii) to keep such books and records in accordance with GAAP.

20. INDEMNIFICATION

A. The Contractor shall indemnify the County and its elected officials, agents, and employees from any liabilities, damages, demands, suits, costs or expenses, including legal fees, resulting from the Contractor's performance or non-performance of its obligations under this Agreement.

B. The County may control and participate in the defense of any demand, suit, or cause of action that relate to the County. No matter will be settled without the County's consent. Consent will not be unreasonably withheld.

C. The Contractor's obligations under this indemnification section will not be limited by the terms of the insurance policy the Contractor is required to maintain under this Agreement.

21. SEVERABILITY

If any provision of this Agreement is held invalid or non-enforceable by a court of competent jurisdiction, other provisions will not be affected and will remain valid and enforceable.

22. NOTICE

Notice required to be given to either party will be in writing and delivered in person, by courier service or by U.S. mail, either first class or certified, return receipt requested, postage prepaid, to:

The County:
Santa Fe County Public Safety Dept.
Attn: Maricela Martinez, Department Director
4491 Cerrillos Rd..,
Santa Fe, NM 87507
505-986-2415
mcmartinez@santafecountynm.gov

The Contractor:
IT Connect
Attn: Chad Hines, Technology Vice Chair
7505 Mallard Way, Ste F
Santa Fe, NM 87507
(505) 428-2828
chad@itconnectinc.com

23. CONTRACTOR REPRESENTATIONS

The Contractor represents that:

A. This Agreement is duly authorized by the Contractor, the person signing this Agreement has authority to do so, and, once signed by the Contractor, this Agreement will constitute a binding obligation of the Contractor.

B. The terms of this Agreement do not conflict with Contractor's corporate agreement or any statement that may be filed with the New Mexico Secretary of State.

C. The Contractor is legally registered and is properly licensed by the State of New Mexico to provide the services and will maintain such registration and licensure for the term of this Agreement.

24. FAX OR ELECTRONIC SIGNATURE

A fax or electronic signature will have the same force and effect as an original signature.

25. NO THIRD PARTY BENEFICIARIES

The parties do not intend by this Agreement to create any rights in any non-parties.

26. CONTRACTOR'S INSURANCE

A. General Conditions. Contractor will submit evidence of insurance as is required below. Policies of insurance must be written by companies authorized to write such insurance in New Mexico.

B. General Liability Insurance, Including Automobile. Contractor will maintain during the term of this Agreement a comprehensive general liability and automobile insurance policy and liability limits in amounts not less than $1,050,000 combined single limits of bodily injury, including death, and property damage for any one occurrence. Said policies of insurance will include coverage for all operations performed for the County by the Contractor; coverage for the use of all owned, non-owned, hired automobiles, vehicles and other equipment both on and off work; and contractual liability coverage under which this Agreement is an insured contract. Santa Fe County must be named additional insured on the policy.

C. Workers' Compensation Insurance. Contractor will comply with the provisions of the Workers' Compensation Act.

D. Malpractice/Errors and Omissions Insurance. Contractor must procure and maintain during the term of this Agreement professional liability (errors and omissions) insurance with policy limits of not less than $1,500,000.00 per claim, $2,500,000.00 per aggregate.

E. Increased Limits. If, during the life of this Agreement, the Legislature of the State of New Mexico increases the maximum limits of liability under the Tort Claims Act, NMSA 1978, Section 41-4-1, as amended, the Contractor will increase the maximum limits of its insurance.

27. PERMITS AND FEES

Contractor will procure all permits, licenses, and pay all fees associated with the performance of the services and the Contractor's obligations under this Agreement.

28. NEW MEXICO TORT CLAIMS ACT

No provision of this Agreement will modify or waive the sovereign immunity or limitation of liability enjoyed by County or its public employees at common law or under the New Mexico Tort Claims Act.

29. CAMPAIGN CONTRIBUTION DISCLOSURE

The Contractor will complete and submit simultaneous with signing this Agreement, the Santa Fe County Campaign Contribution Disclosure form.

30. SURVIVAL

The provisions of the following paragraphs will survive termination of this Agreement: Indemnification, Records and Inspection; Release, Confidentiality, and Choice of Law.

The parties execute this Agreement as of the date of last signature by the parties.

SANTA FE COUNTY

Justin S. Greene, Chair
Board of County Commissioners of Santa Fe County

ATTESTATION:

Katharine E. Clark
Santa Fe County Clerk

06/10/2026
Date

Approved as to form:

Roberta D. Joe for W.B.
Walker Boyd
Santa Fe County Attorney

5/29/2026
Date

CONTRACTOR – IT CONNECT, INC

Chad Hines
Signature

06-01-2026
Date

Chad Hines, Sales Engineer
Print name and title

Department	Amount exclusive of tax	Tax Amount	Total
ADF	$ 572,454.25	$ 16,954.59	$589,408.84
PS Complex SO/Fire	$ 252,337.09	$ 8,599.11	$260,936.20
RECC	$ 45,668.03	$ 1,691.23	$ 47,359.26
Totals	$ 870,459.37	$ 27,244.93	$897,704.30

Attachment A

Sales Quotation

Santa Fe

County

Public Safety RECC Optical LAN

By ITConnect Inc.

05 May 2026

QUOTE

Quote #	Santa Fe County
DATE	5/5/2026
Project	Public Safety RECC Optical LAN
CUSTOMER Order #	
SALES REP	CH
PHONE	505-428-2828
FOB	

PHONE (505) 428-2828
FAX (505) 455-7925
EMAIL
ITConnect, Inc
7505 Mallard Way, Suite F
Santa Fe, NM 87507
www.itconnectinc.com

State Contract # 00-00000-20-00093AK

Quote Description

CUSTOMER	Santa Fe County
ADDRESS	
CITY STATE ZIP	
PHONE	

Santa Fe County Public Safety RECC Opitcal Lan

Item Number	DESCRIPTION	QTY	Unit Cost	Ext Cost
1				
2	**New RECC Complex**			
3	TELLABS 81.11G-ONT248-T	3	7,272.48	$ 21,817.43
4	TELLABS 81.11P-PW720W	6	487.20	$ 2,923.20
5	TELLABS 81.11W-C15TYPB PWR AC CORD C15 TO TYPE B US 7.5FT	6	21.98	$ 131.85
6				
7	**Cabling and Infrastructure**			
8	Fiber Optic Patch Cord - SC/APC to LC/APC	6	23.21	$ 139.28
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			Material Subtotal	$ 25,011.75
	Labor			
91	Installation, Commisioning	1		$ 20,656.28
			Subtotal	$ 45,668.03
			Sales Tax 8.1875%	$ 1,691.23
			TOTAL	$ 47,359.27

May 5, 2026
Santa Fe County
Public Safety RECC Optical Lan

To Whom it may concern,
ITConnect Inc. is pleased to provide a proposal for the following services below.

Project Overview
ITCI is offering a solutions package designed to maximize Santa Fe County's investment in Optical LAN at the Public Safety Complex. To achieve this goal, ITCI is utilizing industry best practices for system design and is deploying proven and reliable devices and services.

Scope of Work – Hardware Integration
This section describes hardware installation and where Hardware will be Installed. Existing equipment will be removed with new OLAN equipment installed in its place. Existing cabling will be disconnected and reconnected to new OLAN equipment.

OLT – Head End Equipment
• OLT's are to be provided and installed in separate quotes from this one. Not OLT or software is included in this proposal.

ONT - Equipment
• New 48 Port ONT's will be installed in various buildings and locations throughout the complex. ONT's will be replacing existing legacy switch gear. ITConnect will disconnect existing patch cords from switches, install the new ONT's and then reconnect all existing patch cords. Please see cost proposal for location designation.

Network Configuration
• ITConnect will configure all ONT's installed. ITConnect will segregate the network for all the devices patched in to match the Santa Fe County standards. ITConnect will patch in and configure all security devices for the appropriate VLANs and configuration.

Scope of Work – Fiber Infrastructure
This section describes the new cable infrastructure that is required for new optical network.

Fiber Optic Infrastructure
• ITConnect will utilize the existing single mode fiber from the Public Safety Admin complex to the new RECC Complex. ITCI will test all new single mode and test all existing single mode fiber to ensure proper results and certification. ITCI will label all cabling and equipment and provide knowledge transfer to the Santa Fe County departments.

Please contact me if you have any questions.
Sincerely,
Chad Hines

WHY OPTICAL LAN TECHNOLOGY TODAY FOR TOMORROW

What if there is a better way? A way to be smarter, stronger, and faster. A path that ensures our greater safety and security. A means to make an impact. There is. Tellabs Optical LAN is a better way to build and operate networks:

Smarter – As an IT professional, you can work smarter and do more with less with an Optical LAN. With this fiber-based architecture in place, you only need 1/5 of the manpower to do your daily moves, adds, and changes. This is exceedingly important because today's IT personnel are overwhelmed with cybersecurity and other critical and complex tasks. This comes at a time when IT and network teams are also likely challenged by labor shortage and skillset gaps. These are the reasons why freeing up IT staff time to focus on more critical corporate must-haves is imperative.

Stronger – The network strength is measured by it not breaking. According to Gartner, the average cost of network downtime is around $5,600 per minute which quickly can add up to $300,000 per hour! Optical LAN and its cost-effective protection schemes can reduce network outages and increase network uptime. A traditional LAN design might experience 5 hours of yearly downtime costing $1,848,000 versus an Optical LAN that negates that down to roughly 5 minutes annually – that delta is over $1,800,000 saved! Let's not forget that the IT staff may have pay raises and bonuses tied to the network uptime performance numbers.

Faster – Optical LAN offers greater network capacity such as cost-effective delivery of 10 gigabits speeds to the desktop. However, what truly needs the fast connectivity is the wireless access points and IP surveillance cameras and other bandwidth hungry apps and devices. Those endpoints can be economically served from an Optical LAN with 1 gig, 2.5 gigs, 5 gig, or 10 gigs using multi-gigabit Ethernet ports. Better yet, Optical LAN already has a graceful migration path to 25, 40, and 100 gigabits transmission speeds over the same fiber-based infrastructure – thus, no more business disruptive rip-and-replace, which also means less plastics and electronics going to landfills.

Safe and Secure – With a traditional LAN design you have known security gaps at all your switches. These points of network vulnerability represent possible access points for hackers and bad actors to exploit. There might be 10, 100, or more in your building and across your campus. With Optical LAN you'll only have one device to lock down, to harden, to do software patches, and one management access to secure. To be clear, when a corporate breach happens the consequences are huge and can quickly add up to millions of dollars. Making matters even worse, it's the IT team's reputation and their jobs that are at stake in event of a breach regardless of whether the event was a result of malicious activity or unfortunate human error.

Software Defined Technology Today - All features and functionality can be defined in software and dynamically allocated, based on real-time needs. Being controlled by the Tellabs Panorama PON Manager helps speed installations and daily operations. Centrally controlled by the Panorama PON Manager, the Tellabs ONT248 supports auto-discovery mechanisms, can be quickly provisioned using global templates and profiles, and offers smart troubleshooting tools, all of which allow for speedy moves, adds and changes for everyday operations. Tellabs ONT248 is hardware future ready for open-source and standards-based software defined networking.

Collapse and Converge over Fiber - The Tellabs ONT248 is ideal for converging IoT, digital ceiling, smart building, and wireless powered devices over the limitless capacity of a fiber-based infrastructure. This closet-based ONT also results in fewer fiber cabling because multiple bidirectional wavelengths on single fiber reduce cabling. For powered device connectivity using Power over Ethernet (PoE), IEEE 802.3af PoE, PoE+ IEEE 802.3at (Class-4 negotiations) and IEEE 802.3bt (4PPOE) can be selected. The ONT can support all 48-ports of 4PPoE supporting 802.3af/at/bt and all 48-ports suppling 60 watts per port.

Advanced IP and Ethernet - Tellabs ONT248 offers industry-leading software-defined traffic management, security, provisioning and quality of service mechanisms. It supports enterprise VoIP connectivity with the latest unified communications systems and all enterprise IP-based video traffic (e.g., entertainment, surveillance, conferencing). Tellabs FlexSym Series enterprise focused means that advanced Ethernet IEEE features, such bridging, VLAN, ACL, PoE, LLDP, NAC, 802.1x, IP digital audio (Dante, CobraNet) and other must-have protocols are supported that satisfy true enterprise requirements.

Reduce Network Vulnerability Points- This one-to-one closet-based switch replacement take advantage of OLAN's more secure design with fewer network points of vulnerability and reduced IP addresses to management. Tellabs FlexSym ONT248 also supports industry leading bi-directional AES-128 encryption with 60 second churning of keys. Centralized intelligence and management means fewer human touches, which directly results in the best possible network access controls.

Sustainable – Making a tangible contribution to corporate sustainability goals is a great place where IT and networking teams can make a noticeable impact on energy, embodied carbon, and net-zero initiatives. Optical LANs have proven to be more environmentally friendly, energy-efficient, and require less space for floors, racks, risers, pathways, and telecom rooms – that means far less materials and natural resources consumed. Recent comparisons between Optical LAN and legacy LAN highlights 70% less waste and 75% reductions in embodied carbons impact in favor of Optical LAN. Furthermore, studies have shown 60% less network equipment power utilization and another 60% lower impact on air conditioning that reduce ongoing operational carbons footprint. Now that's green

Sales Quotation

Santa Fe

County

Public Safety Admin/SO/Fire Optical LAN

By ITConnect Inc.

05 May 2026

QUOTE

Quote #	Santa Fe County
DATE	5/5/2026
Project	Public Safety Admin/SO Optical LAN
CUSTOMER Order #	
SALES REP	CH
PHONE	505-428-2828
FOB	

State Contract # 00-00000-20-00093AK

PHONE (505) 428-2828
FAX (505) 455-7925
EMAIL
ITConnect, Inc
7505 Mallard Way, Suite F
Santa Fe, NM 87507
www.itconnectinc.com

Quote Description

CUSTOMER Santa Fe County ADDRESS CITY STATE ZIP PHONE	Santa Fe County Public Safety Admin/SO/Fire Opitcal Lan

Item Number	DESCRIPTION	QTY	Unit Cost	Ext Cost
1	**OLT - Headend Equipment**			
2	OLT1	1	26,390.59	$ 26,390.59
3	PWR, AC, AC-DC, 48-53.5V, 800W	2	1,111.51	$ 2,223.03
4	PWR CORD 14AWG C13 TO 3 PRONG 1.8M	2	21.98	$ 43.95
5	XGS-PON XFP	8	2,342.81	$ 18,742.50
6	XFP: 10G, SX, 850NM, SM Long Rance	2	2,276.48	$ 4,552.95
7	XFP: 10G, SX, 850NM, MM	2	1,113.98	$ 2,227.95
8	SFP Wideband 1310nm 1.25Gbps - 10Km	2	625.95	$ 1,251.90
9				
10				
11	**ONT's & Accessories**			
12	Sherrif and Fire IDF's			
13	TELLABS 81.11G-ONT248-T	4	7,272.48	$ 29,089.90
14	TELLABS 81.11P-PW720W	8	487.20	$ 3,897.60
15	TELLABS 81.11W-C15TYPB PWR AC CORD C15 TO TYPE B US 7.5FT	8	21.98	$ 175.80
16				
17	**Public Saftey Admin Complex**			
18	TELLABS 81.11G-ONT248-T	6	7,272.48	$ 43,634.85
19	TELLABS 81.11P-PW720W	12	487.20	$ 5,846.40
20	TELLABS 81.11W-C15TYPB PWR AC CORD C15 TO TYPE B US 7.5FT	12	21.98	$ 263.70
21				
22	**Software**			
23	Base Software	1	4,938.23	$ 4,938.23
24	OLAN Feature Rel - AO SR31.1	1	4,589.75	$ 4,589.75
25	OLAN Feature Rel - AS SR31.1	1	4,589.75	$ 4,589.75
26	OLAN Feature Rel - AA SR31.0	1	4,589.75	$ 4,589.75
27				
28	**Cabling and Infrastructure**			
29	Fiber Optic Cable - Single Mode - 12-Strand - Plenum	1500	1.24	$ 1,860.00
30	Fiber Optic Connector - SC/APC -	48	20.38	$ 978.00
31	Fiber Housing	1	512.50	$ 512.50
32	Fiber Housing	1	361.25	$ 361.25
33	Fiber Adapter Panel	4	111.25	$ 445.00
34	Fiber Optic Patch Cord - SC/UPC to SC/APC	8	20.73	$ 165.80
35	Fiber Optic Patch Cord - SC/APC to LC/APC	14	23.21	$ 324.98
36	Fiber Optic Splitter - 2x8	8	540.15	$ 4,321.20
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			Material Subtotal	$ 166,017.31
	Labor			
91	Installation, Commisioning	1		$ 86,319.78
			Subtotal	$ 252,337.09
			Sales Tax 8.1875%	$ 8,599.11
			TOTAL	$ 260,936.20

May 5, 2026
Santa Fe County
Public Safety Admin/SO/Fire Optical Lan

To Whom it may concern,
ITConnect Inc. is pleased to provide a proposal for the following services below.

Project Overview
ITCI is offering a solutions package designed to maximize Santa Fe County's investment in Optical LAN at the Public Safety Complex. To achieve this goal, ITCI is utilizing industry best practices for system design and is deploying proven and reliable devices and services.

Scope of Work – Hardware Integration
This section describes hardware installation and where Hardware will be Installed. Existing equipment will be removed with new OLAN equipment installed in its place. Existing cabling will be disconnected and reconnected to new OLAN equipment.

OLT – Head End Equipment
• One New OLT will be provided and installed per this proposal in the Admin/SO/Fire Facility. A separate OLT will be installed in the ADF Complex provided and installed in a separate proposal. Both OLT's will uplinked to separate WAN circuits to provide fail over functionality.

ONT - Equipment
• New 48 Port ONT's will be installed in various buildings and locations throughout the complex. ONT's will be replacing existing legacy switch gear. ITConnect will disconnect existing patch cords from switches, install the new ONT's and then reconnect all existing patch cords. Please see cost proposal for location designation.

Network Configuration
• ITConnect will configure the new OLTs and add them to the existing Panorama Server to be managed from the single interface. ITConnect will configure all uplink ports and profiles for the Public Safety Complex. ITConnect will configure all ONT's installed. ITConnect will segregate the network for all the devices patched in to match the Santa Fe County standards. ITConnect will patch in and configure all security devices for the appropriate VLANs and configuration.

Scope of Work – Fiber Infrastructure
This section describes the new cable infrastructure that is required for new optical network.

Fiber Optic Infrastructure
• ITConnect will install new single mode fiber within the Public Safety Admin to the Sherrif IDF and the Fire IDF. ITCI will install new fiber housing for all new backbone fiber and optical splitters for connections to OLT and ONT's. ITCI will terminate all new fiber using SCAPC connectors. ITCI will test all new single mode and test all existing single mode fiber to ensure proper results and certification. ITCI will label all cabling and equipment and provide knowledge transfer to the Santa Fe County departments.

Please contact me if you have any questions.
Sincerely,
Chad Hines

WHY OPTICAL LAN TECHNOLOGY TODAY FOR TOMORROW

What if there is a better way? A way to be smarter, stronger, and faster. A path that ensures our greater safety and security. A means to make an impact. There is. Tellabs Optical LAN is a better way to build and operate networks:

Smarter – As an IT professional, you can work smarter and do more with less with an Optical LAN. With this fiber-based architecture in place, you only need 1/5 of the manpower to do your daily moves, adds, and changes. This is exceedingly important because today's IT personnel are overwhelmed with cybersecurity and other critical and complex tasks. This comes at a time when IT and network teams are also likely challenged by labor shortage and skillset gaps. These are the reasons why freeing up IT staff time to focus on more critical corporate must-haves is imperative.

Stronger – The network strength is measured by it not breaking. According to Gartner, the average cost of network downtime is around $5,600 per minute which quickly can add up to $300,000 per hour! Optical LAN and its cost-effective protection schemes can reduce network outages and increase network uptime. A traditional LAN design might experience 5 hours of yearly downtime costing $1,848,000 versus an Optical LAN that negates that down to roughly 5 minutes annually – that delta is over $1,800,000 saved! Let's not forget that the IT staff may have pay raises and bonuses tied to the network uptime performance numbers.

Faster – Optical LAN offers greater network capacity such as cost-effective delivery of 10 gigabits speeds to the desktop. However, what truly needs the fast connectivity is the wireless access points and IP surveillance cameras and other bandwidth hungry apps and devices. Those endpoints can be economically served from an Optical LAN with 1 gig, 2.5 gigs, 5 gig, or 10 gigs using multi-gigabit Ethernet ports. Better yet, Optical LAN already has a graceful migration path to 25, 40, and 100 gigabits transmission speeds over the same fiber-based infrastructure – thus, no more business disruptive rip-and-replace, which also means less plastics and electronics going to landfills.

Safe and Secure – With a traditional LAN design you have known security gaps at all your switches. These points of network vulnerability represent possible access points for hackers and bad actors to exploit. There might be 10, 100, or more in your building and across your campus. With Optical LAN you'll only have one device to lock down, to harden, to do software patches, and one management access to secure. To be clear, when a corporate breach happens the consequences are huge and can quickly add up to millions of dollars. Making matters even worse, it's the IT team's reputation and their jobs that are at stake in event of a breach regardless of whether the event was a result of malicious activity or unfortunate human error.

Software Defined Technology Today - All features and functionality can be defined in software and dynamically allocated, based on real-time needs. Being controlled by the Tellabs Panorama PON Manager helps speed installations and daily operations. Centrally controlled by the Panorama PON Manager, the Tellabs ONT248 supports auto-discovery mechanisms, can be quickly provisioned using global templates and profiles, and offers smart troubleshooting tools, all of which allow for speedy moves, adds and changes for everyday operations. Tellabs ONT248 is hardware future ready for open-source and standards-based software defined networking.

Collapse and Converge over Fiber - The Tellabs ONT248 is ideal for converging IoT, digital ceiling, smart building, and wireless powered devices over the limitless capacity of a fiber-based infrastructure. This closet-based ONT also results in fewer fiber cabling because multiple bidirectional wavelengths on single fiber reduce cabling. For powered device connectivity using Power over Ethernet (PoE), IEEE 802.3af PoE, PoE+ IEEE 802.3at (Class-4 negotiations) and IEEE 802.3bt (4PPOE) can be selected. The ONT can support all 48-ports of 4PPoE supporting 802.3af/at/bt and all 48-ports suppling 60 watts per port.

Advanced IP and Ethernet - Tellabs ONT248 offers industry-leading software-defined traffic management, security, provisioning and quality of service mechanisms. It supports enterprise VoIP connectivity with the latest unified communications systems and all enterprise IP-based video traffic (e.g., entertainment, surveillance, conferencing). Tellabs FlexSym Series enterprise focused means that advanced Ethernet IEEE features, such bridging, VLAN, ACL, PoE, LLDP, NAC, 802.1x, IP digital audio (Dante, CobraNet) and other must-have protocols are supported that satisfy true enterprise requirements.

Reduce Network Vulnerability Points- This one-to-one closet-based switch replacement take advantage of OLAN's more secure design with fewer network points of vulnerability and reduced IP addresses to management. Tellabs FlexSym ONT248 also supports industry leading bi-directional AES-128 encryption with 60 second churning of keys. Centralized intelligence and management means fewer human touches, which directly results in the best possible network access controls.

Sustainable – Making a tangible contribution to corporate sustainability goals is a great place where IT and networking teams can make a noticeable impact on energy, embodied carbon, and net-zero initiatives. Optical LANs have proven to be more environmentally friendly, energy-efficient, and require less space for floors, racks, risers, pathways, and telecom rooms – that means far less materials and natural resources consumed. Recent comparisons between Optical LAN and legacy LAN highlights 70% less waste and 75% reductions in embodied carbons impact in favor of Optical LAN. Furthermore, studies have shown 60% less network equipment power utilization and another 60% lower impact on air conditioning that reduce ongoing operational carbons footprint. Now that's green

Sales Quotation

Santa Fe

County

Public Safety ADF Optical LAN

By ITConnect Inc.

05 May 2026

QUOTE

Quote #	Santa Fe County
DATE	5/5/2026
Project	Public Safety ADF Optical LAN
CUSTOMER Order #	
SALES REP	CH
PHONE	505-428-2828
FOB	

State Contract	# 00-00000-20-00093AK

PHONE (505) 428-2828
FAX (505) 455-7925
EMAIL
ITConnect, Inc
7505 Mallard Way, Suite F
Santa Fe, NM 87507
www.itconnectinc.com

Quote Description

CUSTOMER Santa Fe County ADDRESS CITY STATE ZIP PHONE	Santa Fe County Public Safety ADF Opitcal Lan

Item Number	DESCRIPTION	QTY	Unit Cost	Ext Cost
1	**OLT - Headend Equipment**			
2	OLT1	1	26,390.59	$ 26,390.59
3	PWR, AC, AC-DC, 48-53.5V, 800W	2	1,111.51	$ 2,223.03
4	PWR CORD 14AWG C13 TO 3 PRONG 1.8M	2	21.98	$ 43.95
5	XGS-PON XFP	8	2,342.81	$ 18,742.50
6	XFP: 10G, SX, 850NM, SM Long Rance	2	2,276.48	$ 4,552.95
7	XFP: 10G, SX, 850NM, MM	2	1,113.98	$ 2,227.95
8	SFP Wideband 1310nm 1.25Gbps - 10Km	2	625.95	$ 1,251.90
9				
10				
11	**ONT's & Accessories**			
12	**ADF**			
13	TELLABS 81.11G-ONT248-T	34	7,272.48	$ 247,264.15
14	TELLABS 81.11P-PW720W	68	487.20	$ 33,129.60
15	TELLABS 81.11W-C15TYPB PWR AC CORD C15 TO TYPE B US 7.5FT	68	21.98	$ 1,494.30
16				
17	**Software**			
18	Base Software	1	4,938.23	$ 4,938.23
19	OLAN Feature Rel - AO SR31.1	1	4,589.75	$ 4,589.75
20	OLAN Feature Rel - AS SR31.1	1	4,589.75	$ 4,589.75
21	OLAN Feature Rel - AA SR31.0	1	4,589.75	$ 4,589.75
22				
23	**Cabling and Infrastructure**			
24	Fiber Optic Cable - Single Mode - 12-Strand - Plenum	3000	1.24	$ 3,720.00
25	Fiber Optic Cable - Single Mode - 48-Strand - Outdoor	2000	2.13	$ 4,260.00
26	Fiber Optic Connector - SC/APC -	240	20.38	$ 4,890.00
27	Fiber Housing	2	512.50	$ 1,025.00
28	Fiber Housing	1	361.25	$ 361.25
29	Fiber Adapter Panel	8	111.25	$ 890.00
30	Fiber Optic Patch Cord - SC/UPC to SC/APC	8	20.73	$ 165.80
31	Fiber Optic Patch Cord - SC/APC to LC/APC	42	23.21	$ 974.93
32	Fiber Optic Splitter - 2x8	16	540.15	$ 8,642.40
33	Surface Raceway Material	1	3,125.00	$ 3,125.00
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48				
49				
			Material Subtotal	$ 384,082.76
	Labor			
91	Installation, Commisioning	1		$ 188,371.49
			Subtotal	$ 572,454.25
		Sales Tax	8.1875%	$ 16,954.59
			TOTAL	$ 589,408.84

May 5, 2026
Santa Fe County
Public Safety ADF Optical Lan

To Whom it may concern,
ITConnect Inc. is pleased to provide a proposal for the following services below.

Project Overview
ITCI is offering a solutions package designed to maximize Santa Fe County's investment in Optical LAN at the Public Safety Complex. To achieve this goal, ITCI is utilizing industry best practices for system design and is deploying proven and reliable devices and services.

Scope of Work – Hardware Integration
This section describes hardware installation and where Hardware will be Installed. Existing equipment will be removed with new OLAN equipment installed in its place. Existing cabling will be disconnected and reconnected to new OLAN equipment.

OLT – Head End Equipment
• One New OLT will be provided and installed per this proposal in the ADF Facility. A separate OLT will be installed in the RECC Complex provided and installed in a separate proposal. Both OLT's will uplinked to separate WAN circuits to provide fail over functionality.

ONT - Equipment
• New 48 Port ONT's will be installed in various buildings and locations throughout the complex. ONT's will be replacing existing legacy switch gear. ITConnect will disconnect existing patch cords from switches, install the new ONT's and then reconnect all existing patch cords. Please see cost proposal for ONT location designation.

Network Configuration
• ITConnect will configure the new OLTs and add them to the existing Panorama Server to be managed from the single interface. ITConnect will configure all uplink ports and profiles for the Public Safety Complex. ITConnect will configure all ONT's installed. ITConnect will segregate the network for all the devices patched in to match the Santa Fe County standards. ITConnect will patch in and configure all security devices for the appropriate VLANs and configuration.

Scope of Work – Fiber Infrastructure
This section describes the new cable infrastructure that is required for new optical network.

Fiber Optic Infrastructure
• ITConnect will be installing a new single mode infrastructure to all buildings that do not currently have a single mode fiber backbone. New single mode fiber will be installed from the Public Safety building to the ADF Complex. ITConnect will be using existing pathways between the buildings. ITConnect will be installing single mode fiber within the ADF Complex from the server room to all IDFs that don't currently have a single mode connection that can be utilized. ITCI will install new fiber housing for all new backbone fiber and optical splitters for connections to OLT and ONT's. ITCI will terminate all new fiber using SCAPC connectors. ITCI will test all new single mode and test all existing single mode fiber to ensure proper results and certification. ITCI will label all cabling and equipment and provide knowledge transfer to the Santa Fe County departments.

Please contact me if you have any questions.
Sincerely,
Chad Hines

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