



**COMMON COUNCIL**

**LAND USE AND BUILDING MANAGEMENT COMMITTEE**

**MEETING AGENDA**

**WEDNESDAY, FEBRUARY 1, 2017**

**7:30 PM at NORWALK CITY HALL, ROOM #333**

**I. ROLL CALL**

**II. PUBLIC PARTICIPATION**

**III. MINUTES OF PREVIOUS MEETING(S)**

January 4, 2017

**IV. OLD BUSINESS (NONE)**

**V. NEW BUSINESS**

**A. Norwalk Historical Commission**

1. Review request to execute an option for lease extension with Norwalk Historical Society for Mill Hill Historic Park Complex and refer the following to the Common Council for action:

**“Authorize the Mayor, Harry W. Rilling, to execute an Amendment to the Agreement with Norwalk Historical Society for the use of Mill Hill Complex for an additional 5 year option term. Remaining agreement terms to remain unchanged.”**

2. Review recommendation to lease the Mathews Park Gate House to the Fairfield County Cultural Alliance (FCCA) and refer the following to the Common Council for action:

**“Authorize the Mayor, Harry W. Rilling, to execute an Agreement with Fairfield County Cultural Alliance (FCCA) for the use of Mathews Park Gate House for a period of 5 years. FCCA will be responsible for all utility payments.”**

B. Board of Education

1. Review IT Department's request to consolidate data and storage units and refer the following to the Common Council for action:  
**“Authorize the Purchasing Agent to issue a Purchase Order to The Walker Group to consolidate IT data and storage units and virtual server for the Norwalk Public Schools for a total not to exceed \$69,439.34. Acct #09175010-5777-C0112”**

**VI. MISCELLANEOUS/DISCUSSION ITEMS**

Prepared by Alan Lo  
Dated: January 26, 2017

**CITY OF NORWALK  
LAND USE AND BUILDING MANAGEMENT  
REGULAR MEETING  
JANUARY 4, 2017**

**ATTENDANCE:** Tom Livingston, chair; Michael DePalma; Nick Sacchinelli; Richard Bonenfant; Faye Bowman

**STAFF:** Alan Lo, Buildings and Facilities Manager

**OTHERS:** Megan Occhiogrosso, Greenskies

**CALL TO ORDER**

Mr. Livingston called the meeting to order at 7:31 p. m. A quorum was present.

**PUBLIC PARTICIPATION**

Diane Lauricella came forward in opposition to the recommendation to designate Greenskies as the Preferred Solar Developer for City Hall. She stated that the Mayor's Energy Task Force formed a committee to get opinions on the best solar options, but that Mr. Kydes did not email members of the committee to ask for their opinions. She stated that solar should not be the only power source considered for City Hall. Wind and other sources should be considered. She stated that the wording of the RFP did not make it clear that parts of the proposal could be bid on if the bidder did not want to put in a bid for the entire project. She stated that limiting the installation to only City Hall, and not including 19 or more buildings in Norwalk, limited the amount of savings that could be yielded by the installation of solar panels. She stated that the \$1.6 million in savings over 20 years from installing solar panels at City Hall that was quoted in a local paper was inaccurate.

**MINUTES OF PREVIOUS MEETING**

**\*\* MR., SACCHINELLI MOVED TO APPROVE THE MINUTES OF DECEMBER 7, 2016  
\*\* THE MOTION TO APPROVE THE MINUTES OF DECEMBER 7, 2016 PASSED  
UNANIMOUSLY.**

**OLD BUSINESS**

No old business was brought forward.

**NEW BUSINESS**

Review recommendation to designate Preferred Solar Developer for City Hall and refer the following recommendation to the Common Council:

**Approve to designate Greenskies Renewable Energy, LLC as the "Preferred Solar Developer" for the installation of photovoltaic panels on City Hall roof. Finalized terms for the Power Purchase Agreement to be submitted to Common Council for final approval.**

Mr. Lo stated that City Hall will have a new roof put in and that the roof will last for approximately 25 years. Solar panels last for about 20 years so it is a good idea to install both at the same time. He stated that five locations (City Hall, Norwalk High School, Naramake Elementary School, Fodor Farm Barn, and Oyster Shell Park) for solar panel installation had been discussed over the past 6 months and at this time, the Review Committee is recommending to proceed with City Hall. He stated that as a municipality, the City of Norwalk cannot receive tax credits, so it makes the most sense economically to lease the equipment from the solar panel installer. He stated that selecting one "Preferred Solar Developer" allows for negotiations to move forward without having to have three or more simultaneous negotiations with different companies. In addition, upon establishing a relationship with Greenskies, they can focus on determining the best pricing for ZREC incentives.

Ms. Megan Occhiogrosso stated that Greenskies was founded in 2008 and is based in Middletown, Connecticut. She stated that 100% of the owned existing projects are with investment grade off-takers, which provides valuable and predictable long-term cash flow. Walmart and Target are clients of Greenskies. She stated that Greenskies has installed solar panels at Wesleyan University and the Remington Building in Middletown, Connecticut.

Ms. Occhiogrosso provided a picture of the City Hall roof showing where the panels would be installed. She stated that there would be a 6 foot setback from the inside of the parapet wall and that panels would not be installed above the Concert Hall. Greenskies will be responsible for maintenance.

Ms. Bowman asked what "Preferred Solar Developer" means. Mr. Lo stated that three companies were involved with the interview process and that Greenskies was selected as the company to engage with further negotiations. Mr. Bonenfant asked what the monthly energy bills are for City Hall. Ms. Occhiogrosso stated that they are around fifteen to twenty thousand dollars a month. Mr. Bonenfant asked technological advancements in the next twenty years will make the solar panels obsolete. Ms. Occhiogrosso stated that if new panels were developed in the coming years that were efficient enough to cover the cost of installation, Greenskies would replace the original panels.

Ms. Bowman stated that the wording of the recommendation to the Common Council appeared to be for finalized terms agreed upon with Greenskies. Discussion followed on rewording the recommendation.

Mr. Livingston read the amendment as follows:

Approve to designate Greenskies Renewable Energy, LLC as the "Preferred Solar Developer" for the installation of photovoltaic panels on City Hall roof. The finalized terms for the Power Purchase Agreement to be submitted to the Land Use and Building Management Committee and the Common Council for final approval.

**\*\* MR. LIVINGSTON MOVED TO DESIGNATE GREENSKIES RENEWABLE ENERGY, LLC AS THE "PREFERRED SOLAR DEVELOPER" FOR THE INSTALLATION OF PHOTOVOLTAIC PANELS ON CITY HALL ROOF. THE FINALIZED TERMS FOR THE POWER PURCHASE AGREEMENT TO BE SUBMITTED TO THE LAND USE AND BUILDING MANAGEMENT COMMITTEE AND THE COMMON COUNCIL FOR FINAL APPROVAL.**

**\*\* THE MOTION PASSED UNANIMOUSLY.**

**MISCELLANEOUS/DISCUSSION ITEMS**

No items were brought forward.

**ADJOURNMENT**

**\*\* MR. SACCHINELLI MOVED TO ADJOURN.  
\*\* THE MOTION PASSED UNANIMOUSLY.**

The meeting was adjourned at 8:51 p. m.

Respectfully submitted,

Tom Blaney  
Telesco Secretarial Services

Historical Commission  
City of Norwalk  
125 East Avenue  
Norwalk, CT 06851

January 25, 2017

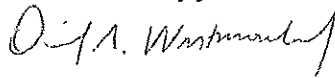
Land Use & Building Management  
Common Council, City of Norwalk  
125 East Avenue  
Norwalk, CT 06850

Dear Committee Members:

The ten-year lease that was executed with the Historical Society for the Mill Hill Historic Park complex has expired. The lease contains two five-year renewal options. At the Historical Commission meeting on January 19th, the Commission approved renewing the lease for five years under the same terms as the existing lease.

Additionally, the Historical Commission terminated its lease of the Gate Lodge at Mathews Park with the Western Connecticut Convention and Visitors Bureau (WCCVB) after the state eliminated their funding and the organization closed. For several years now, the Fairfield County Cultural Alliance (FCCA) has occupied the majority of the Gate Lodge building as a sub-tenant. At the Historical Commission meeting on January 19th, the Commission approved offering the Fairfield County Cultural Alliance a five-year lease under similar terms as the previous lease to the WCCVB. The FCCA has been an excellent tenant and steward of our building, and will continue to pay the utility bills to keep the building operating. The FCCA promotes the events of cultural institutions in Fairfield County and provide tens of thousands of dollars' worth of free publicity for Norwalk based institutions as part of their mission.

Sincerely yours,



David G. Westmoreland  
Chairman



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## about us

### Our Vision

**Fairfield County is an environment rich in creativity and ingenuity. The Cultural Alliance of Fairfield County recognizes the region's diversity, distinctive resources and traditions and champions a future in which:**

- There are adequate resources to enable arts and cultural organizations and artists in all disciplines to flourish.
- Policy makers and business leaders understand that the creative economy is a key contributor to the community's economic prosperity, effective education and a civil society.
- Information about cultural opportunities throughout the region is easily accessed by citizens.
- Fairfield County as a whole is viewed as a cultural destination.

### Our Mission

**The mission of the Cultural Alliance of Fairfield County is to support cultural organizations, artists and creative businesses by providing promotion, services and advocacy.**

### Our Goals Include:

- Building professional capacity by linking cultural organizations, artists and creative businesses to capacity-building resources.
- Cultural marketing of Fairfield County cultural attractions.
- Advocacy to create a pro-active, unified voice for the cultural sector and establish vehicles for collective action.

**For more information about the services we offer click here.**

Cultural Alliance of Fairfield County, Gate Lodge At Mathews Park, 301 West Avenue, Norwalk, CT 06850

203-256-2329 • [info@culturalalliancefc.org](mailto:info@culturalalliancefc.org)



## **Cultural Alliance** OF FAIRFIELD COUNTY

### OFFERING SERVICES TO STRENGTHEN THE ARTS AND CULTURE SECTOR

#### PROMOTION TO BUILD AUDIENCES

- Hosting FCBuzz.org—a regional website for arts and cultural events
- Producing the FCBuzz.org “e-buzz” weekly newsletter to deliver information to audiences
- Establishing media partnerships to promote member events

#### KNOWLEDGE TO ENHANCE PROFESSIONAL EXPERTISE

- Producing two weekly newsletters featuring professional opportunities for organizations and artists
- Presenting capacity building workshops and forums to support optimal organizational performance
- Offering the *Peer Advisor Network*—one-on-one affordable consulting support for organizations
- Offering *MAKE.ART.WORK, Career Strategies for Visual Artists*—in depth business skills training

#### NETWORKING TO STRENGTHEN PROFESSIONAL RELATIONS

- Convening quarterly *Executive Directors Network* meetings, for member directors
- Convening quarterly *Marketing Roundtable* meetings, for member marketing professionals
- Convening theatres, chorales, town arts councils, etc. to address specific issues as needed

#### COLLABORATION TO CONSERVE RESOURCES

- Building collaborative marketing opportunities that save members money
- Providing cross-promotional opportunities for members

#### ADVOCACY TO PROVIDE A STRONG VOICE

- Cultivating new opportunities by engaging in business, education, and community relationships
- Providing timely information about issues important to the arts and culture sector
- Building a *Trustees Network* to speak out in support of arts and culture
- Speaking on behalf of the arts and cultural sector in regional, state and national forums
- Conducting important research such as studies on the economic impact of arts and culture

### Show Your Support Today!

Visit <http://culturalalliancefc.org/pages/donate.html>

Cultural Alliance of Fairfield County, Gate Lodge at Mathews Park, 301 West Ave, Norwalk CT 06850

For more information call: 203-256-2329 or visit [www.CulturalAllianceFC.org](http://www.CulturalAllianceFC.org)





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## Helping Market Your Organization

The Cultural Alliance of Fairfield County believes that a lively and diverse cultural environment benefits our communities by creating great places to live, deepening our relationships with each other and stimulating the economy. Your organization plays a key role in building our vibrant communities and we are here to support your organization's mission. Here are some of the benefits that we offer our members:

### HELPING MARKET YOUR ORGANIZATION'S EVENTS

**Unified Regional Marketing: We've built a brand for Fairfield County Arts and Culture—FCBuzz.org. Find FCBuzz.org at this link.**

- Advertise events posted by you 24 hours a day on this unique online calendar.
- Post a directory listing about your organization with a description, logo and link.
- Get events featured on the Web site.
- Promote your fundraising events on the "Special Events" feature section.
- Events posted will be picked up for expanded promotions via our Facebook and Twitter platforms, and via media partners online, print and broadcast.

**Weekly E-Buzz Events Newsletter—E-mailed to audiences throughout the region. Sign Up Here**

### Venu Magazine Feature

- FCBuzz/Cultural Alliance of Fairfield County has a full page in each issue of Fairfield County's glossy Arts Magazine promoting organizations and the vibrant cultural landscape of Fairfield County

### WPKN Radio

- **SPOTLIGHT ON ARTS AND CULTURE:** This is our monthly radio program on WPKN 89.5FM, the second Monday each month - LIVE from Noon-1pm. The program is produced and hosted by our Director of Marketing & Public Relations, Jennifer Bangser. Jennifer creates conversations with cultural and thought leaders from

the creative community in Fairfield County to talk about what they are thinking, creating and doing. To listen to past broadcasts, [click here](#).

- Each week our member organizations' upcoming events are highlighted in a five minute radio spot on WPKN 89.5 FM.

#### **FCBuzz.org Logos posted for promotion—showing a unified approach**

- Alliance members work as a team to market their unified brand.
- FCBuzz.org logos posted on member Web sites to show alliance.
- FCBuzz.org logos used on collaborative marketing tools—pamphlets, etc.

#### **Cooperative Advertising Discounts—leveraging your expenses with other organizations**

- Metro-North group advertising purchasing for lower rates.
- Cooperative sponsorship at festivals.
- Other group buys being explored—bring us your ideas and we'll help.

#### **Fundraising on FCBuzz:**

Members of the Cultural Alliance of Fairfield County are able to increase their fundraising visibility by promoting their events through a dedicated section on FCBuzz.org. Fundraiser events also receive weekly promotion on the "Featured Events" section of FCBuzz.org.

### **HELPING BUILD THE CAPACITY OF YOUR ORGANIZATION**

#### **Weekly E-Blasts**

Sign up here for our weekly e-blast to receive information about grants, workshops and advocacy issues that are relevant to cultural organizations in our region.

#### **Professional Development Workshops:**

Each year we offer a series of topical workshops designed to support organizations and artists. In addition CAFC hosts meetings to foster cooperation and innovation between the constituencies we serve. For information about upcoming workshops, [click here](#)

#### **MARKETING ROUNDTABLE—encouraging cooperation, collaboration and shared learning**

- A place where marketing professionals and/or executive directors come together.
- Hear speakers to build knowledge/share information.
- Create cooperative projects for mutual benefit and cross promotion.

For information about our next Marketing Roundtable contact Jennifer Bangser at [Jennifer@CulturalAllianceFC.org](mailto:Jennifer@CulturalAllianceFC.org)

#### **FY 2017:**

**November 16, 2016: Learn and Share Strategies for a Successful 2017 Giving Day.** Presentation by Fairfield County's Community Foundation. Hosted by the Wilton Library, Wilton.

**August 24, 2016: Let's Get Social: How to maximize social media for nonprofits and your website.** Presentation by Liz Ball, President & Creative Director, TFI Envision, Inc. Hosted by The Westport Library, Westport.

#### **FY 2016:**

**April 13, 2016: Preview the new CTvisit.com! Learn How the Website Can Help You Market Your Organization.** Presentation by Randy Fiveash, Director of Tourism, CT Office of Culture & Tourism. Hosted by Music Theatre of Connecticut, Norwalk.

**January 27, 2016: Taking Out the Guesswork: A Guide to Using Research to Build Arts Audiences** Presentation by Jessica Schwartz, Senior Communications Officer of the Wallace Foundation and Bob Harlow, President, Bob Harlow Research & Consulting. Hosted by the Quick Center for the Arts.

#### **FY 2015**

**February 4, 2015: Strategies and Tips to Supercharge Your Digital Marketing** Presentation by Eric Gensler, President, Capacity Interactive. Hosted by Stamford Palace Theatre

**August 19, 2015: Marketing TalkBack With Wine at the Philip Johnson Glass House: An opportunity for Arts &**

**Culture Marketing Professionals to Gather and Collectively Celebrate the Arts & Culture Landscape of Fairfield County. Hosted by Gregory Sage, Executive Director of the Glass House**

**FY 2014**

**January 29, 2014: Changing Societal Demographics: Perspectives and Strategies for Arts & Culture: Presented by Rena Cheskis-Gold, Principal at Demographic Perspectives, LLC. Hosted by the Maritime Aquarium at Norwalk.**

**April 20, 2014: Road to Results: Nine Effective Steps for Building Arts Audiences: Presented by Lucas Held, Director of Communications, The Wallace Foundation and Bob Harlow, President at Bob Harlow Research & Consulting. Hosted by the Stamford Museum and Nature Center**

**July 23, 2014: Social Media for the Rest of Us: How to Make Sense of it All When You'd Rather Focus on Your Mission. Presented by Lena L. West, CEO of Influence Expansion. Hosted by Westport Arts Center**

**November 5, 2014: Working Together: Tips on Marketing Successful Collaborations. Presenters: Fairfield Theatre Company with Fairfield Museum and History Center; Westport Country Playhouse; Ballet School of Stamford with Curtain Call, Inc.; Rowayton Arts Center with Rowayton Library. Hosted by the Pequot Library**

### **EXECUTIVE DIRECTORS NETWORK**

The purpose of the Executive Directors Network is to strengthen the working relationships of the regional cultural leaders by providing an opportunity to:

- Get to know one another.
- Share what all are doing and recognize complementary purposes.
- Get feedback from peers on challenges you are facing.
- Discover ways to conserve resources by working cooperatively.
- Keep abreast of important issues that affect your organization.
- Learn about important Cultural Alliance of Fairfield County initiatives.
- Strengthen the Cultural Alliance of Fairfield County by becoming a partner in the organization's success.

The Executive Directors Network meets quarterly and is open to organization members of the Cultural Alliance who have an executive director or a general manager on staff.

For information about the next meeting please contact our Director of Programs, David Green at [David@culturalalliancefc.org](mailto:David@culturalalliancefc.org)

Following are links to Executive Director Network Meeting Reports:

**FY 2017 Shared Resources:**

**Sharing Resources: Connecting With Local Business Expertise. Held at the Barnum Museum, Bridgeport.**

**FY 2016 Expertise to Go:**

**Expertise to Go: Sharing Resources: Peer Advisor Network**

**Report on Expertise-To-Go: Marketing Strategic Planning, Board Development & Education**

**Report on Expertise-To-Go: Fundraising**

**FY 2015 Executive Directors and their Boards**

**Combined Summary Report, Sept. and Dec. 2014**

**FY 2014 Building Bridges to Business**

**Chris Bruhl Talk: Building Bridges to Business - December 2013**

**Summary Report: Three Regional Executive Director Meetings - March 2014**

For information about the next meeting please contact our Director of Programs, David Green at [David@culturalalliancefc.org](mailto:David@culturalalliancefc.org)

### **EDUCATION INITIATIVE**

**Connecting With Schools**

### **FAIRFIELD COUNTY PRESERVATION NETWORK**

The Cultural Alliance of Fairfield County has helped facilitate the creation and support of an informal network to empower and connect organizations, professionals and individuals who are dedicated to preserving the historic character of our region. The Network is open to any organization or individual that joins, or is already a member of, the Cultural Alliance. It offers:

- A listserv for members to quickly communicate ideas, to seek and offer assistance, to share information and to discuss preservation challenges and successes in the region
- Membership meetings held 2-3 times a year to enable members to meet, learn about resources and opportunities, exchange experiences, and discuss current issues pertinent to the preservation and continued economic development of Fairfield County

To sign-up, click [Here](#) to complete the sign-up form and mail with a check to the Cultural Alliance, or sign up as an individual or organization member [Here](#)

(We acknowledge the support of the Jeniam Foundation in assisting with the start-up of the Network).

#### **ADVOCACY—we're in your corner**

- Understanding the issues and communicating them to you in a timely way.
- Serving on advocacy boards to represent your interests.
- Speaking out in regional, state and national forums on issues important to you.
- Organizing Calls to Action. Visit the advocacy page of our Web site at [this link](#).

Visit [this link](#) and join today!

#### **RESOURCES FOR ORGANIZATIONS:**

##### **Community Fundraising Calendar**

The Center for Nonprofit Excellence has a great new resource for Fairfield County nonprofits, a community fundraising calendar. The purpose of the calendar is to help nonprofits plan their fundraising events so that organizations are not holding their events on the same day. With their calendar you can:

- Check to see if a date is available.
- Enter your organization's fundraising events.
- Search for upcoming events, by town and date.

You may view the Community Calendar and submit your fundraising events at [this this link](#).

For more resources visit [this link](#).

To become a member visit [this link](#).

**Cultural Alliance of Fairfield County, Gate Lodge At Mathews Park, 301 West Avenue, Norwalk, CT 06850  
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## artists

The Cultural Alliance of Fairfield County believes that a lively and diverse cultural environment benefits our communities by creating great places to live, deepening our relationships with each other and stimulating the economy. As a creative individual, you play a key role in building our vibrant communities and we are here to support you.

Here are some of the benefits that we offer our Individual members:

**Unified Regional Marketing:** We've built a brand for Fairfield County Arts and Culture—FCBuzz.

**FCBuzz.org** is a unique online arts and cultural events calendar providing information about our members' upcoming events in the region.

With your membership you will receive:

An Individual profile which includes a 100 word description describing your work or art, a logo or an image of your work and a link to your Web site with contact information.

Member password in order to login to publicize your upcoming events 24 hours a day.

### Professional Development Newsletter

Sign up here for our bi-monthly e-blast to receive information about calls for art, grants, workshops and advocacy issues.

### Workshops

**Make.Art.Work.** is a career-development program for visual artists in Connecticut. Workshops will empower artists to effectively set and achieve goals through training, mentoring and peer support. Led by experts in their field, workshops are targeted to mid-career artists that are actively selling or exhibiting work, in an effort to increase business knowledge and entrepreneurial skills.

The program will consist of a workshop series run concurrently in three regions of the state. In the first (pilot) year, eight workshops will be presented over six months, January through June 2013. Artists can pick and choose workshops that best meet their interests and needs, or take advantage of special pricing to attend all workshops and enjoy additional benefits. Visit this link to sign up.

**[Click Here For Current Make.Art.Work Workshops](#)**

**Advocacy—we're in your corner**

**We understand the issues and will communicate them to you in a timely way.**

**Our staff and board members serve on advocacy boards to represent your interests.**

**We speak out in regional, state and national forums on issues that are important to you.**

**How you can join today! The fee to join as an individual member is only \$35 per year. Join by going to [this link](#).**

**To view our current Individual members visit [this link](#).**

**Thank you for your consideration to partner with us to build  
The Cultural Alliance of Fairfield County.**

**[View our Individual Resources page at this link](#)**

Cultural Alliance of Fairfield County, Gate Lodge At Mathews Park, 301 West Avenue, Norwalk, CT 06850

203-256-2329 • [info@culturalalliancefc.org](mailto:info@culturalalliancefc.org)

Site Design by **Black Cat**



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# supporters

**The Cultural Alliance of Fairfield County is sponsored in part by:**

## **Major Supporters**

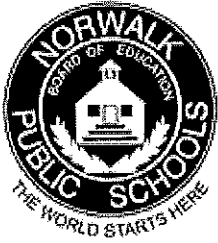
**CT Department of Economic and Community Development  
CT Office of Culture & Tourism  
National Endowment for the Arts  
Fairfield County's Community Foundation**

## **Corporate and Foundation**

**Adolph and Ruth Schnurmacher Foundation  
Berchem, Moses & Devlin, P.C.  
Bregman & Company, p.c.  
Cohen & Wolf, P.C.  
Computer SI  
EverSource  
Fairfield County Bank  
GE Foundation  
Hobbs, Inc.  
Meek Foundation  
New Canaan Community Foundation  
Purdue Pharma  
Rosco Laboratories  
Shipman & Goodwin, LLP  
Studio 2pt0  
Spinnaker Real Estate Partners, LLC  
Talbots  
Westport Resources**

## **Media Partners**

<b>CTBites</b>	<b>Venu Magazine</b>
<b>Hamlet Hub</b>	<b>WAG Magazine</b>
<b>Moffly Media</b>	<b>WSHU Public Radio Group</b>
	<b>WPKN-FM Radio</b>



**NORWALK PUBLIC SCHOOLS**  
TECHNOLOGY DEPARTMENT  
125 EAST AVENUE - ROOM 315  
P.O. BOX 6001  
NORWALK, CONNECTICUT 06852-6001  
(203) 854-4149

## Memorandum

**TO:** City of Norwalk, Members of the Land Use and Building Management Committee

**C.C:** Alan Lo

**FROM:** Ralph Valenzisi, Chief of Technology, Innovations and Partnerships- NPS

**DATE:** January 25, 2017

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Norwalk Public Schools is looking to consolidate and streamline data and storage units and virtual server. One system is required to provide all power and storage for multiple servers.

*Authorize the Purchasing Agent to issue a purchase order to The Walker Group in an amount not to exceed \$69,439.34*

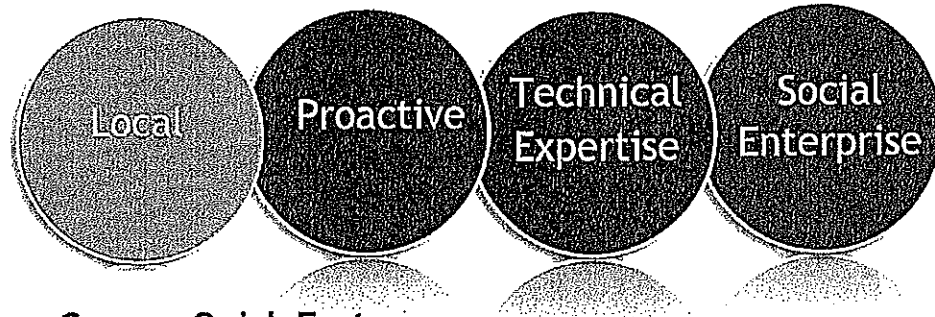
*Account# 0917-5010-5777-C0112*



## RFP Background

Norwalk Public Schools is looking to consolidate and streamline data and storage units and virtual server. One system is requested to provide all power and storage for multiple servers.

## Why Walker?



## The Walker Group - Quick Facts

- Incorporated since 1986
- Located in Farmington, CT
- Approximately 300 customers
- Employs 75 staff professionals
- Woman-owned business - certification# 2005114468
- Social Enterprise business model
- One-third of all profits are given to charitable organizations throughout CT

## The Walker Group History and Corporate Structure

The Walker Group is a woman-owned business located in Farmington, CT and has been in business since 1986. The Walker Group currently employs 75 staff and is looking to double in size over the course of the next 5 years. Most notably, two-thirds of the Walker staff are licensed, certified engineers. The Walker Group boasts roughly 300 local area, small- to enterprise-sized clients in the non-profit, education, governmental, professional services and manufacturing space.

Uniquely, The Walker Group is set up as a Social Enterprise corporation. This means that one third of all profits are taken and distributed among the Connecticut community. This makes The Walker Group an IT company with a social mission and clearly sets us apart from our competition.

Lastly, Kate Emery, CEO of The Walker Group, worked with the State of Connecticut and the Governor to recognize Benefit Corporations in Connecticut. On October 1, 2014, Connecticut became the 26<sup>th</sup> state in the United States to recognize Benefit

corporations. The article can be found here: <http://www.courant.com/business/hc-social-enterprise-bill-1001-20141001-story.html>.

## Company Service Offerings

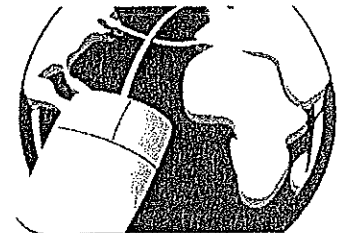
The Walker Group is well versed in the following three (3) practice areas:



Infrastructure &  
Advisory Services



Managed  
Services



Digital Marketing  
Solutions

1. **Infrastructure & Advisory Services:** This practice area focuses on network design, systems documentation, wireless, storage and networking, switching, virtualization, project build-out and implementation, disaster recovery testing, network security, hardware procurement and technology planning.
2. **Managed Services:** Our Managed Services practice offers a full call center team that provides support from 7AM to 7pm EST. For an additional fee, we are able to accommodate customers who have a need for after-hours support. In addition to our call center, we offer remote monitoring, proactive and preventive maintenance services and onsite support. All of these aforementioned items can be packaged or chosen a la carte.  
As technology has changed and matured over the past few years, the need for cloud services has come into play and The Walker Group has adapted accordingly. The Walker Group provides Cloud services in the form of Infrastructure as a Service (IaaS) IT as a Service (ITaaS), Hosted Disaster Recovery and Co-Location services. The Walker Group has partnered with XAND for housing our data center, which is geographically positioned in Massachusetts.
3. **Digital Marketing Solutions:** The Walker Group understands that many important decisions go into building a website. Proper consultation, goals analysis and review, usability designing and website assessment play into shaping a website designed to increase your bottom line. Important factors as part of this build may include a mobile strategy, social media utilization and content management.

In summary, our three practice areas give our clients a large range of IT support to address current and future needs.

RESPONSE SHEET:

Hyper-converged Infrastructure Solution	\$ <u>39,517.56</u>
Implementation services	\$ <u>9,566.58</u>
One Year Support Services	\$ <u>7,538.97</u>
Total	\$ <u>56,623.11</u>
Alternate: Three year support services	\$ <u>20,355.20</u>

---

Submitted by: Melanie Jordan Melanie Jordan  
(Printed name) (Signature)

Title: Sales Operations Specialist Date: 11/1/16

Telephone #: 860-678-3530

Nutanix Solution  
Quote#003030 v1



## Nutanix Solution

### Quote Information:

Quote #: 003030  
Version: 1  
Delivered: 11/01/2016  
Expires: 01/31/2017

### Prepared for:

Norwalk Public Schools  
David Hopp  
125 East Avenue PO Box 6001  
Norwalk, CT 06852-6002  
dave@norwalkps.org  
(203) 854-4001

### Prepared by:

The Walker Group  
Nicolette Martin  
(860) 678-3530 x387  
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One Year Support Option	Price	Qty	Ext. Price
NX-1365-G5-11230, 3 Node(s)	\$34,268.01	1	\$34,268.01
Intel Xeon Processor 2.4GHz 10-core Broadwell E5-2640 v4 25M Cache	\$0.00	6	\$0.00
16GB DDR4 Memory Module	\$0.00	24	\$0.00
6TB 3.5" HDD	\$0.00	6	\$0.00
10GbE Dual SFP+ Network Adapter	\$0.00	3	\$0.00
License, Pro entitlement for NX-1065-G5; Valid for life of device	\$1,749.85	3	\$5,249.55
No Cables	\$0.00	1	\$0.00
1.2TB 3.5" SSD	\$0.00	3	\$0.00
1YR Production 24/7 System support for Nutanix 1065-G5.	\$7,538.97	1	\$7,538.97
Nutanix Implementation Services Per Node New or Existing Environment DELIVERY: On-Site (T&E Separate) via Nutanix Services	\$1,842.11	3	\$5,526.33
Nutanix Services Time and Expense (T&E) Units DELIVERY: Via Nutanix Services	\$882.35	1	\$882.35
Nutanix V2V Migration Service DELIVERY: On-Site (T&E Separate) or Remote via Nutanix Services	\$631.58	5	\$3,157.90
<b>One Year Support Option Subtotal</b>			<b>\$56,623.11</b>

Three Year Support Option	Price	Qty	Ext. Price
NX-1365-G5-11230, 3 Node(s)	\$34,268.01	1	\$34,268.01
Intel Xeon Processor 2.4GHz 10-core Broadwell E5-2640 v4 25M Cache	\$0.00	6	\$0.00
16GB DDR4 Memory Module	\$0.00	24	\$0.00
6TB 3.5" HDD	\$0.00	6	\$0.00



**Nutanix Solution**

**Quote Information:**

Quote #: 003030  
 Version: 1  
 Delivered: 11/01/2016  
 Expires: 01/31/2017

**Prepared for:**

Norwalk Public Schools  
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	Price	Qty	Ext. Price
<b>Three Year Support Option</b>			
10GbE Dual SFP+ Network Adapter	\$0.00	3	\$0.00
License, Pro entitlement for NX-1065-G5; Valid for life of device	\$1,749.85	3	\$5,249.55
No Cables	\$0.00	1	\$0.00
1.2TB 3.5" SSD	\$0.00	3	\$0.00
3YR Production 24/7 System support for Nutanix 1065-G5.	\$20,355.20	1	\$20,355.20
Nutanix Implementation Services Per Node New or Existing Environment DELIVERY: On-Site (T&E Separate) via Nutanix Services	\$1,842.11	3	\$5,526.33
Nutanix Services Time and Expense (T&E) Units DELIVERY: Via Nutanix Services	\$882.35	1	\$882.35
Nutanix V2V Migration Service DELIVERY: On-Site (T&E Separate) or Remote via Nutanix Services	\$631.58	5	\$3,157.90
<b>*Three Year Support Option Optional Amount:</b>			<b>\$69,439.34</b>

	Price	Qty	Ext. Price
<b>Shipping</b>			
Shipping & Handling	\$300.00	0	\$0.00

Quote Summary	Amount
One Year Support Option	\$56,623.11
<b>Total</b>	<b>\$56,623.11</b>

*Optional Expenses	Amount
Three Year Support Option	\$69,439.34
<b>Optional Subtotal</b>	<b>\$69,439.34</b>

Upon sign-off of this quote, The Walker Group will provide an invoice for the hardware and software amount due (including taxes, if applicable). Once payment has been received, ordering will proceed.

Signature \_\_\_\_\_

Date \_\_\_\_\_