

IT Infrastructure Proposal

Prairie Wind Auto Parts

Delivered on November 15, 2019

Summary and Goals

Dear **Herman Schmedly**,

People are the foundation of any great organization. A company's success is often a result of the hard work of committed employees and loyal customers. In order to continue to support your staff, retain customers, and increase revenue in an ever-changing business landscape, advanced IT infrastructure is the best investment you can make -- now and for the future.

Although keeping up with new technology can be overwhelming and difficult, you can turn to Untitled Consulting Company for reliable and trustworthy IT advice, planning, and long-term management. We specialize in:

- Customized IT solutions built upon your current business and IT infrastructure
- High-level security and data-loss prevention structures that protect you and your customers
- Tools and training that make implementing new systems easy
- Long-term management of IT systems and infrastructure with 24x7 Help-Desk Support and in-person maintenance

Untitled Consulting Company is pleased to offer this IT Infrastructure Proposal for the review and approval by Prairie Wind Auto Parts. The solution detailed in this proposal has been created with your needs in mind, specifically with the intention to modernize Prairie Wind Auto Parts' IT systems.

We are confident you'll find that our proposal offers great value to your organization. Please review the proposed solution carefully to ensure it meets your expectations. Should you have any concerns, please reach out to us via email at consultant@untitledIT.com. If you would like to move forward with the solution as it is described in this proposal, please sign your approval and send it to Untitled Consulting.

Sincerely,

Kinza Haque

CEO, Untitled Consulting Company

Scope of Service

Untitled Consulting is pleased to have years of experience supporting a variety of up and coming organizations with our fully managed technology services. Our approach is based on implementing a scalable solution that will keep your systems at peak operating capabilities at an affordable cost. For Prairie Wind Auto Parts, we aim to simplify the processes of completing sales, responding to any and all customer concerns and requirements, and keeping track of important company data.

First, we look at your business strategy to determine which technological advancements will best increase your company's revenue and productivity while continuing to provide your customers with your top-notch services. We carefully audit your organization's needs to provide the best recommendations possible. Then, our experienced professionals will implement the new systems and technology for you.

Finally, to ensure the consistency and quality of your new IT systems, Untitled Consulting offers ongoing IT management and support for your IT infrastructure. We provide live staff training expertly tailored to the company's culture and individual team-member needs, immediately after implementation. After implementation and training, help-desk support is available for all your newly upgraded systems. Our team is dedicated to helping you maintain and support your systems even after implementation while your team focuses on the future of your business.

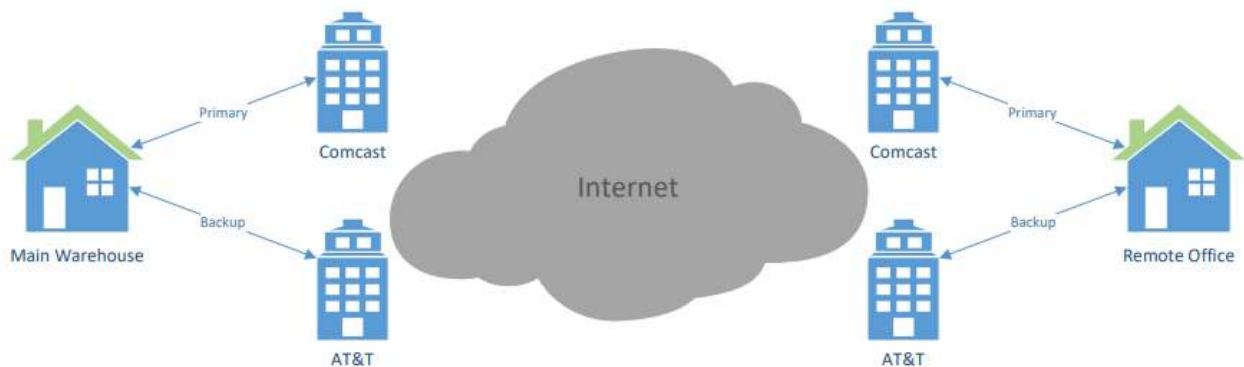
Proposed Solutions

Our IT solution includes the implementation of various IT systems and services:

Internet Service

Internet connection is essential for a modern IT infrastructure because it allows businesses like yours to easily research new ideas, market in more ways, communicate with anyone in seconds, sell from anywhere at anytime, and more. Internet connection will be implemented to connect each branch of Prairie Wind Auto Parts to the internet. This will allow all locations to connect to the main warehouse and to each other, and ultimately allows for the rest of our proposed IT Infrastructure to work.

Diagram 1: Internet Logical Design

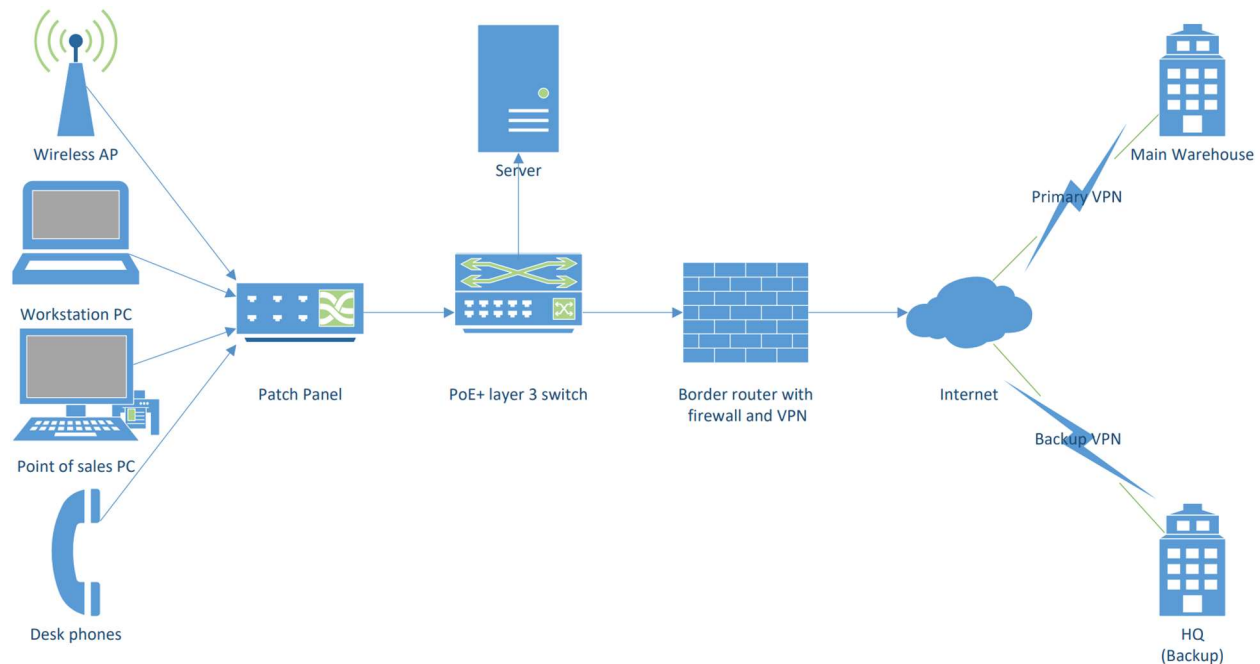


Our solution for internet connection maximizes productivity by minimizing downtime. Each location will have an internet connection to Comcast and AT&T. This will minimize downtime by maximizing internet availability due to having two different Internet Service Providers (ISPs). For example, if the Comcast network goes down, then it will fall back to the AT&T network. Network outages are unlikely to occur to both networks because they use different mediums. AT&T uses fiber, LTE, and phone lines. Comcast uses coaxial cable. The main warehouse and the headquarters have more advanced internet connections with more bandwidth and availability to support their critical services.

Network Infrastructure

A network infrastructure system connects each computer, phone, and network device together, and provides each device with connection to the internet. This ensures all devices will be able to access business tools and services that employees require for their work.

Diagram 2: Network Logical Design



The proposed network infrastructure is designed to minimize employee downtime as the system is extremely resilient and will survive several failures before operations halt. The system can operate independently in the event it loses contact from the other offices. The system can also accommodate for business growth because it is scalable. Cat-6A ethernet cabling will connect all devices. The data flows left to right. To achieve redundancy, there will be two of everything. Desk phones will be powered by the PoE+ switch. For Application access, the border router will establish a VPN to the main warehouse and HQ.

Email Addresses

Email or “electronic mail” is a low-cost method for communications over the internet. You can send messages, documents, pictures, and more with email. A company email address for Prairie Wind Auto Parts will allow customers an alternative way to communicate with your team regarding their concerns, orders, and other general information. Furthermore, each employee can create their own email address, so that email can be used for communication between locations.

With Google Suite Enterprise, your organization can send documents just like you would with a fax. Using email to send documents will allow employees to save time when looking for important information within the company. Sorting through paper documents can be tedious and time consuming. Finding information through email can be done in a matter of seconds.

Website Implementation

Websites can be used by businesses to provide the world with information about their

products and services. Implementing a website for Prairie Winds Auto Parts can allow internet users from all over the world to find information about the company. For customers that don't have the time to place a call or fax to of the locations, using the website will be an extremely quick and convenient method for finding out more information about Prairie Wind Auto Parts' products and services. Services like Wix Pro, which includes a bundle for Business and eCommerce incorporates an online ordering system to allow users to shop for auto parts online through the website, rather than by fax or through the phone. Lastly, the implementation of a website will also serve as a great marketing strategy for your company. This way, your organization can increase brand awareness and increase revenue streams by attracting more clients online.

Database System Upgrade

A new database system, such as MySQL, can be used to manage data from all locations of your company. This database system will replace the outdated Dbase V system, and allow employees and management to access customer and company data from any location with real time updates. Implementation of a new database system will allow all branches to share data between each other based on specified user authorizations, reduce data redundancy from branch to branch, and keep data consistent. This means that your organization does not have to keep multiple copies of the same file. All orders that go to the main warehouse can be easily communicated to any other branch location.

Human Resources (HR) Software

Human resources software is key for businesses and assists in recruiting, workforce management, scheduling, and payroll. Human resources software is essential for a business to run, as it manages employees and performance. Ceridian Dayforce enterprise HCM software is a platform that allows businesses to make decision-making easier, as it places employee management, benefits, and payroll into one spot with real-time updates.

Online Ordering System

An online ordering system is used by businesses to place orders for products and services at any time and anywhere. An online ordering system can be implemented to provide an alternative way for your customers to place orders and pay for them as well. Customers will be able to place orders on their own device and those orders will automatically update information into your database system. This eliminates the need for employees to log orders manually. Even the most urgent orders can enter the database automatically. Access to the order information can be reached from any location. Overall, customers will find an easier time placing orders, expenses incurred can be monitored in real time, and customer data will be stored regularly and by a consistent method.

Warehouse Management Software

Warehouse Management systems like Square for Retail can be used to track and store warehouse information. Data about shipments, inventory, and where the parts are delivered and dispatched can be recovered using the software. By adding this software, Prairie Wind Auto Parts can quickly view its crucial information with reliable accuracy. For example, when a customer requires an update about your current inventory information, you can use Square for Retail to provide an accurate count. In addition, Square for Retail is compatible with Wix, or the website implementation service, which takes into account for the inventory of the online customers that have purchased products. Warehouse management systems will provide your business with an effective means of catering to warehouse needs, increase the transparency of stock and shipments, and provide accurate information to all employees and management across all locations.

Mobile Point of Sale Systems (POS) and Accounting Software

A point-of-sale application like Square Point-of-Sale can be downloaded onto employee workstations. After connecting a barcode scanner or other necessary peripherals, you can turn your computer into a cash register. Furthermore, a mobile POS system can be a smartphone, tablet, or any other mobile device. This eliminates the need for your employees to spend time manually tallying and tracking the businesses' daily receipts. Square Point-of-Sale allows you to run and download reports and identify which employees made sales and serve as an accounting software as well. They reduce long lines, can send receipts to your customer by email, and offer your customers a faster and better experience. They provide users with the ability to track inventory and capture customer information. Using a point-of-sale system will allow your company's sales data to be consolidated into one place.

Electronic Cash Register

Electronic cash registers provide employees with the ability to track inventory and capture customer information. Using the Square Register Kit, which is compatible with both Square Point-of-Sale system and the Square for Retail, will allow your company's sales data to be consolidated into one place.

Workstations

Workstations can be used to access the internet, view and track data, print documents, and more. We propose the implementation of workstations at each location for employee and management use. Workstations will allow your team to access email, the company website, view customer orders, see inventory, and manage all aspects of the company digitally. With a workstation, Employees will be more productive when given a role-appropriate workstation.

Diagram 3: Workstation Physical Design



There will be three types of workstations deployed; Point-of-sales, office, and warehouse. Point-of-sale need to be able to make transactions. Office gets mobile PC for meetings and WFH. Point-of-sale and warehouse don't because they are shared between employees. Point-of-sale and warehouse will use the Square POS system.

In-House Servers

Servers are used to provide data when its requested. Servers can host email, host their website, store files, provide remote access to a company's network, run key software, and provide a means for data backup. For example, in the event of a wireless outage, your company will still have access to its data. In-house servers allow your company to keep its data safe from hackers or other third parties. A server can manage all the computers at your locations.

Cloud-based Back-up System

We will provide your organization with a cloud based backup system. Under the unfortunate circumstances of data loss, ransomware, human error, and more, any organization should have a back-up system. A back-up system like Carbonite Server provides data protection and includes the software and cloud service that is required to ensure your vital information does not get lost. This way, all important business data will be stored and updated periodically.

Service Costs

Our fees are based on the time required for implementation as well as the costs of each component mentioned. We will be charging \$150.00 per hour for each hour of implementation and training. Furthermore, we will be charging \$300.00 per month for help-desk resources and \$500.00 per month for on-demand in person support. We are sensitive to the financial challenges facing the Auto Part industry and have minimized fees to the extent possible within the scope of this project. Untitled Consulting Company provides the following estimate based on our proposed solution summary provided:

COMPONENT DESCRIPTION	PRICE PER MONTH	PRICE
Internet Connection	\$2,300	
Network Implementation*		\$19,980
Email Addresses via Google Enterprise	\$1,500	
Database Upgrade	\$7,740	
Human Resources System	\$690	
Website Implementation	\$50	
Online Ordering System	\$50	
Warehouse Management Software	\$3,660	
Point-of-Sale Accounting System	\$3,600	
Workstations**		\$144,100
In-House Servers**		\$21,580

Cloud Back-Up System	\$200	
Software	\$30,000	
Staff Training	\$14,400	
Phone Services	\$2,530	
SUBTOTAL	\$66,720	\$185,660
TOTAL ESTIMATE		\$252,380

*Costs of Workstations Items (3 desktops per location and 7 laptops per location):

Point of Sale Workstation			Office Workstation			Inventory Workstation		
ITEM	MODEL	UNIT PRICE	ITEM	MODEL	UNIT PRICE	ITEM	MODEL	UNIT PRICE
Register Kit	POS Kit Retail	\$ 1,329.00	Dell Laptop	Precision 3540	\$ 750.00	Dell Desktop	Vostro 3470	\$ 499.00
Printer Paper	NCR9077x25	\$ 49.00	Dell Monitor	19" 1916h	\$ 89.00	Dell Monitor	19" 1916h	\$ 89.00
Card Reader	Chip credit card reader	\$ 78.00	Keyboard and Mouse	KM636	\$ 71.99	Keyboard and Mouse	KM636	\$ 71.99
Dell Desktop	Vostro 3470	\$ 499.00	Dell Dock	WD19	\$ 279.99	Barcode Scanner	Barcode Scanner	\$ 119.00
Dell Monitor	19" 1916h	\$ 89.00	Desk Phone	Yealink SIP-T46G	\$ 155.00	Inventory Tablet Kit	iPad Air POS Kit Retail	\$ 1,005.00
Keyboard and Mouse	KM636	\$ 71.99		Total Per Workstation:	\$ 1,345.98	Wireless Tablet Kit	Cellular IPC KIT	\$ 625.00
Monitor Swivel	LapWorks Swivel	\$ 14.95				Desk Phone	Yealink SIP-T46G	\$ 155.00
Desk Phone	Yealink SIP-T46G	\$ 155.00					Total Per Workstation:	\$ 2,563.99
	Total Per Workstation:	\$ 2,285.94						

**Costs of Network Infrastructure Items and Server Items:

ITEM	UNIT PRICE	QUANTITY	TOTAL PRICE
Network Racks	\$ 299.99	7	\$ 299.99
Network Patch Panel	\$ 133.99	7	\$ 133.99
Network Layer 3 Switch	\$ 284.37	14	\$ 284.37
Network Router/Firewall	\$ 573.71	14	\$ 573.71
Network Wireless Access Points (APs)	\$ 214.99	14	\$ 214.99
Network Cabling & Accessories	\$ 145.49	7	\$ 145.49
Server Appliances	\$ 659.00	14	\$ 659.00
Server Licensing	\$ 882.00	14	\$ 882.00
	Network Total:		\$19,079.27

Untitled Consulting Company bills at the end of each month for fees and expenses incurred during that month. Payment is due within 30 days.

Approval

1. Please ensure you read the entire project proposal written on the previous pages to make sure you understand all the details involved with the proposed project. Untitled Consulting prioritizes laying a solid foundation of understanding for a great working relationship with your organization.
2. If you have any questions, please let us know. We're happy to clarify any points and there may be some items that we can sort out together. We're committed to finding the best way to work together.
3. Once you feel confident about everything and are ready to move forward, please sign below. After we receive notification of your acceptance, we'll contact you shortly to sort out next steps and get the project rolling.

Herman Schmedly

Owner, Prairie Wind Auto Parts

Walter Dorau

Account Manager, Untitled Consulting Company

Jacob Huebner

Network Architect, Untitled Consulting Company

Kinza Haque

CEO, Untitled Consulting Company

Ryan Crawford

Software Engineer, Untitled Consulting Company

Harshini Chellasamy

Business Analyst, Untitled Consulting Company

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