

**ACTION ON MONTHLY FINANCE MATTERS: AUTHORIZATION TO MAKE PURCHASES; REPORT ON CHANGE ORDERS IN EXCESS OF \$25,000; REPORT OF REVENUES AND EXPENSES; MONTHLY EXPENDITURE CONTROL REPORT; REPORT ON CONTRACTS UNDER \$50,000 AND CUMULATIVE TOTAL REPORT; REPORT ON MONTHLY GRANT AWARDS; ACCEPTANCE OF DONATIONS.**



**MILWAUKEE  
PUBLIC SCHOOLS**

Office of Finance  
Department of Procurement & Risk Management  
5225 W Vliet Street, Milwaukee, WI 53208  
(414) 475-8880 • [mps.milwaukee.k12.wi.us](http://mps.milwaukee.k12.wi.us)  
Fax (414) 475-8387

May 19, 2020

Kajeet, Inc.  
Attn: Julie Collett  
7901 Jones Branch Drive, Suite 350  
McLean, Virginia 22102  
[jcollett@kajeet.com](mailto:jcollett@kajeet.com)

Dear Ms. Collett:

This document serves to confirm that the pricing as summarized on the attached quotation "Q # 202004-008493" dated May 19, 2020, and your response to the Minnesota based Service Cooperatives' "RFP 16.15 Mobile Educational Broadband" ("the RFP"), and the Master Intergovernmental Cooperative Purchasing Agreement between Lakes Country Service Cooperative, a member of the Service Cooperatives, and CESA Purchasing. The quotation is inclusive of all costs to MPS. The award for these items is subject to approval by the administration and Milwaukee Board of School Directors at the May 28, 2020 board meeting.

The awarded amount shall not exceed \$1,340,407.11.

The award shall be subject to all terms and conditions of the RFP and the Master Intergovernmental Cooperative Purchasing Agreement.

Please sign and return this document for our file.

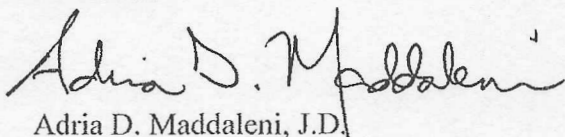
Signature: 

Print Name & Title: Stephen Mahn Director Finance

Date: 5/20/2020

If you have any questions, please feel free to contact me. We look forward to a mutually beneficial business relationship with your firm.

Sincerely,



Adria D. Maddaleni, J.D.  
Director, Procurement & Risk Management  
[rivaard@milwaukee.k12.wi.us](mailto:rivaard@milwaukee.k12.wi.us)

***Start. Stay. Succeed.***  
*Comienzo. Quédate. Triunfa.*



QUOTATION

7901 Jones Branch Drive, Suite 350, McLean, Virginia 22102  
(240) 482-3500 | fax: (240) 482-3505 | www.kajeet.com

Account Name Milwaukee Public Schools  
Bill To WI

Prepared By Julie Collett Created Date 5/19/2020  
Phone (240) 482-3482 Quote Number Q# 202004-008493  
Email jcollett@kajeet.com Opportunity Number OPTY 202004-15036

Product	Product Code	List Price	Sales Price	Quantity	Total Price
Adjustment	ADJUST	\$0.00	\$5,000.00	1.00	\$5,000.00
Distance Learning Bundle - 3GB 6MO	DLB3GB6MO	\$256.94	\$256.94	5,000.00	\$1,284,700.00

Subtotal	\$1,289,700.00
Discount Amount	\$0.00
Telecom Admin Fees	\$50,707.10
Quote Shipping	\$0.00
Quote Grand Total	\$1,340,407.11

Due to exceptional demand and the Kajeet COVID-19 response plan Kajeet makes the following declarations:

- Orders will be filled on a **First Come, First Served** basis using the date/time stamp of **Purchase Order** receipt by Kajeet.
- New POs will enter the fulfillment queue behind all prior orders, *regardless of PO size/volume*.
- Kajeet can **only** provide an ETA for fulfillment **after** the PO is in the queue.
- POs will be filled with SmartSpot devices matching Customer's specified Network Carrier requirements.
  - Flexibility in Network Carrier requirements **may** improve fulfillment time by expanding device supply options.
- Kajeet can make **no guarantees** on inventory availability or on fulfillment times **before** receipt of a valid Purchase Order.
- Expedited shipping (overnight air) **must** be paid for on Purchase Order to be valid.

Kajeet powers the K-12 mobile environment by providing and managing safe, mobile connectivity and providing visibility into learning. Kajeet extends the school day with Wi-Fi on the bus and Internet access outside the classroom; provides continuity of business through wireless fail-over connectivity; manages student mobile devices anywhere; and centrally administers school IoT platforms.

TERMS & CONDITIONS

- All prices are quoted in U.S. Dollars. All prices valid only through Kajeet direct sales. Quote is valid for 7 days. The amount presented in this quotation is confidential & proprietary and intended for the consideration of the Buyer. Buyer and Kajeet will sign and execute a Services Agreement prior to execution of the program. Credit card payments are subject to a 5.0% processing fee. Kajeet W-9 available upon request. Kajeet®, Arterra Mobility®, and Otarris™ products and services are protected by the following issued U.S. patents 8,929,857; 8,918,080; 8,774,755; 8,774,754; 8,755,768; 8,731,517; 8,725,109; 8,712,371; 8,706,079; 8,667,559; 8,644,796; 8,639,216; 8,634,803; 8,634,802; 8,634,801; 8,630,612; 8,611,885; 8,600,348; 8,594,619; 8,588,735; 8,285,249; 8,078,140; 7,945,238; 7,899,438; 7,881,697. Other patents are pending. Kajeet®, Kajeet SmartSpot®, Education Broadband™, SmartBus™, SmartSpot Protection™, Kajeet Complete™, Kajeet Custom™, Arterra Mobility®, and Sentinel® are trademarks of Kajeet, Inc.
- Telecom, Network and Admin Fees (TAF) defray a wide variety of Federal, State, and/or Local fees charged to telecommunications carriers and are subject to a 6.9% fee on data-related services. This is not state or federal sales tax.
- Shipping costs related to hardware only.
- Sales tax is an estimate based on your state and/or locality. Sales tax is calculated on equipment only. The PO must contain the correct sales tax amount and is the responsibility of the PO issuer. If Sales tax line item is blank; Applicable state sales taxes are not included in this quotation.