Prairie Grove Walkthrough Q&As

Project A -

Q1: Do you currently use Cisco switches?

A: Yes.

Q2: Are you replacing or upgrading your current switches?

A: No.  We are only upgrading optic modules for the switches, not the switches themselves.  The goal is to upgrade our fiber backbone from 1Gbps to 10Gbps.

Project B -

Q1: We do not sell Smoothwall products.  Can we quote a Meraki switch?

A:  Yes.

Q2:  What support contract do you want?

A:  5 years.

Q3:  Do you need web and content filtering included?

A:  Yes.

Q4:  Do you want to include installation and configuration of the firewall?

A:  Yes (if not quoting Smoothwall since we are already familiar with this hardware).

Project C -

Q1:  Do the buildings have drop ceilings?

A:  Yes.

Q2:  Do we need a lift, or will ladders be sufficient?

A:  No lift should be required. The ceilings are "normal" height.

Q3:  Do you have building maps?

A:  Yes.  I will send existing building layout maps to CRW Consulting.