

QUANTUM LEAPS AI

ACCOUNT INTELLIGENCE

Executive Account Brief

Morris School District | Morristown / Morris Township, New Jersey

RESEARCH

VERIFY

ANALYZE

PRIORITIZE

STRATEGIZE

PUBLIC SAMPLE

Research cut: August 11, 2026. This report demonstrates how Quantum Leaps AI turns public evidence into account prioritization and sales strategy. It distinguishes verified facts from commercial inference and does not treat the \$158.394M referendum total as technology spend.

We do the research. You close more deals.

EXECUTIVE SNAPSHOT

Morris School District at a Glance

A fast-read account brief for a salesperson preparing to qualify and pursue the opportunity.

OPPORTUNITY SCORE 80 / 100 Prioritization score - not win probability	CONFIDENCE MEDIUM Need is strong; open scope still uncertain	OVERALL STAGE STAGE 5 Funding / Approval
VOTE SEP 15, 2026 Special school election	CAPITAL PROGRAM \$158.394M Total proposed program, not tech spend	STATE SUPPORT ~\$46.4M Identified if approved

WHY THIS ACCOUNT - WHY NOW?

Morris is approaching a major funding decision while explicitly planning technology-dependent auditoriums, STEM/science spaces, a digital-focused media center, electrical upgrades and new classrooms. The opportunity is real; the amount of technology still open for vendor influence is not yet proven.

Five things to know before contacting Morris

1. The \$158.394M figure is total capital work, not a technology budget.
2. The strongest verified technology opportunities are auditorium sound/lighting, STEM/science labs and the digital-focused MHS media center.
3. Do not lead with network replacement: FY2026-27 E-rate telecommunications/internal-connections awards already place Lightpath, Aspire Technology Partners and Data Center Warehouse in current roles.
4. The district has a real Chromebook/1:1 ecosystem, but public evidence does not establish that a refresh is due now.
5. The most important question is who controls the specifications and which technology decisions remain outside awarded or architect-controlled packages.

PRIORITIZE

Where Selling Time Should Go First

Rank	Opportunity	Evidence	Window	Confidence
1	MHS + FMS auditorium AV	Sound/lighting modernization explicitly proposed	Now-24 mo.	High need / Medium openness
2	STEM / science-lab technology	Multiple labs explicitly modernized	6-24 mo.	High
3	MHS digital media center	Digital-focused transformation explicitly proposed	6-24 mo.	High
4	New-classroom technology	11 classroom additions verified; tech package inferred	6-30 mo.	Medium
5	Network / Wi-Fi expansion	Likely dependency; FY27 awarded scope must be separated	Verify now	Medium
6	Interactive classroom displays	Plausible in new/renovated rooms; no districtwide replacement plan verified	6-36 mo.	Low-Medium

RECOMMENDED POSITIONING

Lead as a technology and integration partner helping Morris convert new educational spaces into standardized, supportable environments - not as a hardware vendor chasing a \$158M bond.

Best first contact sequence

1. Adrian Cepero - Executive Director of Technology: determine standards, open scope, technical ownership and infrastructure implications.
2. Glenn Miller - Director of Facilities: determine design phase, construction-package boundaries and AV/low-voltage ownership.
3. Anthony LoFranco - Business Administrator / Board Secretary: determine funding, procurement path, board calendar and contracting mechanics.
4. Project-specific instructional stakeholders: validate STEM, media-center and classroom workflows before recommending products.

STRATEGIZE

Quantum Leaps AI Account Action Card

ACCOUNT	Morris School District - Morristown / Morris Township, New Jersey
OPPORTUNITY SCORE	80 / 100
CONFIDENCE	Medium
BUYING STAGE	Overall referendum: Stage 5 - Funding / Approval; sub-opportunities vary
TOP OPPORTUNITY	MHS + FMS auditorium AV - sound, lighting, control, presentation, integration and commissioning
SECONDARY	STEM/science; MHS media center; new classrooms; future network extensions; deployment/training/lifecycle services
BEST FIRST ROLE	Executive Director of Technology
BEST OPENING	How are technology requirements divided among Technology, Facilities, design professionals and construction packages - and what remains changeable?
BIGGEST UNKNOWN	Which technology packages and specifications remain open and influenceable
IMMEDIATE NEXT ACTION	Request a project-alignment conversation before procurement and specifications harden
NEXT TRIGGERS	September 15 vote; post-vote board activity; design/bid-package releases

DO NOT WASTE THE FIRST CALL
Do not open with an interactive-panel demo, generic Chromebook quote or network-replacement pitch. First establish what is open, who controls it and how it will be procured.