San Leandro Unified School District
Information Technology

To: Facilities and Technology Committee

From: Larry Simon, Chief Technology Officer

Date: January 22, 2020

Re: SLUSD E-Rate Year 23 Wireless LAN Project

Background: SLUSD has approximately $832,134 of E-Rate Category 2 federal funding available for Wireless hardware and related equipment. This means that if we procure equipment and services up to that dollar amount the federal government will provide 80% of the funding. This funding resets after this year and any unused funding will no longer be available. To that end the SLUSD Technology department has solicited proposals to upgrade school wireless hardware and related services.

Staff has obtained pricing to install upgraded wireless access points at all school sites.

See attached documents for details and pricing.

The Technology Department is requesting the following amounts. Amount may be paid in full and then applied for reimbursement at the district's choice.

Access Point Hardware	$353,164.40
Access Point Installation Labor	$38,285.00
Est. Taxes	$34,433.54
Total Project Cost	$425,882.94
Estimated E-Rate Discount	($340,706.352)
Estimated cost to District	$85,176.59
5% addition for unknown expenses	$4,208.83
Total Amount Requested	**$89,385.42**

Funding Source: Measure J1 (Technology)

SAN LEANDRO UNIFIED SCHOOL DISTRICT
Funding Year 23 (2020-2021)

Cat 2 SLUSD FY 2020 Wireless LAN E-rate Project eval

Form 470:

Selection Criteria	Weight	Vendor #1 AAA Network Solutions Raw Score	Vendor #1 AAA Network Solutions Weighted Score	Vendor #2 AMS.Net Raw Score	Vendor #2 AMS.Net Weighted Score	Vendor #3 Gigakom Raw Score	Vendor #3 Gigakom Weighted Score	Vendor #4 IT Management Corp Raw Score	Vendor #4 IT Management Corp Weighted Score	Vendor #5 Netexperts inc Raw Score	Vendor #5 Netexperts inc Weighted Score
Cost/Pricing of Erate eligible Products/Services	25%	3	75	4	100	3	75	5	125	3	75
Strengt of Vendor and References	20%	5	100	5	100	5	100	5	100	5	100
Experience and Knowledge	20%	4	80	5	100	4	80	4	80	4	80
Methodology	20%	5	100	5	100	4	80	3	60	4	80
Service Level Warranty	15%	5	75	5	75	5	75	4	60	5	75
Total	100%		430		475		410		425		410

COMMENTS:

Well detailed install methodology and hand-off process.

COMMENTS:

Well detailed install methodology and hand-off process. Service responses to issues very well detailed.

COMMENTS:

Well detailed install methodology and hand-off process.

COMMENTS:

Different wireless system, interoperable but increased workload to make compatible with some existing hardware not being replaced. Experience with Ruckus support and warranty process on switch side more difficult than Meraki.

COMMENTS:

Light on install process and handover methodology.

RAW SCORE

Scale: 1-5

1=Lowest; 5=Highest

Quotation Pages - PRICING

Complete the following sections, answering all questions and providing complete cost itemization and breakdown as noted below. Bidders must include all applicable taxes, surcharges, and fees.

Bidder does hereby propose to provide all labor and materials, including all rates, fees, taxes, surcharges and any other costs associated with the performance of any contract pursuant to and in accordance with San Leandro Unified School District Request For Proposal SLUSD FY 2020 Wireless LAN E-rate Project for the below sum of:

Four Hundred Twenty Five Thousand Eight Hundred Eighty Two and Ninety Four Dollars ($ 425,882.94)

IMPORTANT NOTE

ADDITIONAL PRICE ITEMIZATION AND BREAKDOWN REQUIRED

A complete unit price itemization and cost breakdown for all equipment and materials and services to be provided in the performance of any contract resulting from this Request For Proposal must be provided with the proposal. This itemization and breakdown shall be included in Section VII of the proposal. All prices must be stated in the units specified herein or trade standard units. Inserting more than one unit price for any one item may result in the rejection of the bid unless alternate bids are specifically requested. Breakdown of cost per site and IDF/MDF shall be included. Each item must be considered separately and not in combination with other items, unless otherwise specified by the District in the bid form. In the case of error, unit prices will govern and extensions will be corrected. Failure to provide the required itemization and cost breakdown will result in rejection of the bid.

AMS.NET
Technology Solution Provider

COST SUMMARY

Project Cost Summary - San Leandro Unified School District

Project Information

San Leandro Unified School District - E-Rate 23 - RFP SLUSD FY 2020 Wireless LAN E-rate Proj
Project # 91020
January 16, 2020

Account Manager

Dave Zieker
dzieker@ams.net
(925) 245-6160

AMS Quote #	Description	Products	Labor	Est. Taxes	Total
Q-00040613	E-Rate 23 Garfield Elementary Meraki Access Points	$19,187.20	$2,080.00	$1,870.75	$23,137.95
Q-00040614	E-Rate 23 Jefferson Elementary Meraki Access Points	$22,784.80	$2,470.00	$2,221.52	$27,476.32
Q-00040615	E-Rate 23 Lincoln HS Meraki Access Points	$7,195.20	$780.00	$701.53	$8,676.73
Q-00040616	E-Rate 23 Madison Elementary Meraki Access Points	$27,581.60	$2,990.00	$2,689.21	$33,260.81
Q-00040617	E-Rate 23 McKinley Elementary Meraki Access Points	$17,988.00	$1,950.00	$1,753.83	$21,691.83
Q-00040618	E-Rate 23 Monroe Elementary Meraki Access Points	$20,986.00	$2,275.00	$2,046.14	$25,307.14
Q-00040619	E-Rate 23 Roosevelt Elementary Meraki Access Points	$21,585.60	$2,340.00	$2,104.60	$26,030.20
Q-00040620	E-Rate 23 Washington Elementary Meraki Access Points	$17,988.00	$1,950.00	$1,753.83	$21,691.83
Q-00040621	E-Rate 23 Wilson Elementary Meraki Access Points	$29,380.40	$3,185.00	$2,864.58	$35,429.98
Q-00040622	E-Rate 23 Bancroft MS Meraki Access Points	$32,978.00	$3,575.00	$3,215.36	$39,768.36

Q-00040623	E-Rate 23 John Muir MS Meraki Access Points	$39,573.60	$4,290.00	$3,858.43	$47,722.03
Q-00040624	E-Rate 23 San Leandro HS Meraki Access Points	$72,551.60	$7,865.00	$7,073.79	$87,490.39
Q-00040625	E-Rate 23 FTK (SLHS Annex) Meraki Access Points	$23,384.40	$2,535.00	$2,279.97	$28,199.37
	Totals	$353,164.40	$38,285.00	$34,433.54	$425,882.94

Vendor: AMS.NET
Address: 502 Commerce Way, Livermore, CA 94551
Phone: 925-245-6100
SPIN: 143005880