

227 N. Fourth Street
Geneva, Illinois 60134
(630)463-3070
mwilkes@geneva304.org



Michael Wilkes
Director of Technology
Geneva School District 304

To: Dr. Kent Mutchler
From: Michael Wilkes
Date: March 12, 2018
Re: Network Infrastructure Upgrades – Network Switch Recommendation

Please submit this recommendation for purchase to the BOE for the March 12, 2018 meeting.

I am recommending the purchase of 119 HPE 1950 series switches and 21 HPE 5700 series switches. This recommendation also includes the purchase of the related interconnect components and basic maintenance for 3 years. The approved 2018-19 Technology Plan included the purchase of this equipment as part of the three-year network infrastructure update initiative. This is the first of two major projects for year 1 of the network upgrade. This equipment, along with the existing HPE 1950 switches purchased last summer, will help to ensure the District's network communications for staff and students are reliable and that there is capacity to support growth as the District's 1:1 learning program matures. Additionally, this equipment will allow for a homogenous network infrastructure that will reduce management efforts and provide greater consistency across the District.

The network switch equipment being recommended are core to providing both intra and inter-network connections for staff and students. To this end, funding support will be requested through the E-Rate program, under Category Two, to help offset the cost of this equipment. The District has followed the E-Rate bidding process to secure pricing proposals. On January 11, 2018 the District published a Request for Proposals (RFP). The bid window closed on the morning of February 13, 2018. In total, five bids were received from four different companies. An evaluation of these bids was conducted and with the Board's approval I recommend that the purchase be awarded to CDW Government LLC.

The following table provides the selected vendor's name and total cost of the purchase. This purchase consists of equipment only as the installation and configuration will be performed by District Technology staff.

Provider	Associated Cost (not to exceed)
CDW Government LLC (CDWG) – HPE Equipment	\$373,825.08
Total Request for Purchase – March 12, 2018	\$373,825.08

If approved, the District plans to acquire the proposed equipment in time for a summer 2018 implementation. Funding support from E-Rate is not guaranteed and the final amount of reimbursement will be determined by the FCC/USAC. Should the request for E-Rate support be approved, the estimated reimbursement to the District during the 2018-19 school year is up to approximately \$130,000. It should be noted that all Funding Year 2018 contracts to be considered for reimbursement must be signed and submitted by March 22, 2018. Approval of this recommendation would allow time to meet this important date.

Funds, which were identified in the 2018-19 Technology Capital Plan for year 1 of the network upgrade, will be used to purchase the equipment in full.

Total number of bids received: 5

Evaluation Criteria

- Price (50%)
- Compatibility with existing systems and management platform (30%)
- Quality & Completeness of Proposal (15%)
- Similar projects – references – company experience (5%)

As part of the initial bids, at least one bidder submitted a set of alternate part numbers for transceivers and cables requested in the RFP. The pricing of these components was beneficial to the school district and to this end we requested qualified bidders to submit revised proposals, so we could equitably compare. The results are shown below:

Bid / Evaluation Summary

Bidder	Proposal Total	Evaluation Rank / Score
CDW Government LLC – HPE	\$373,825.08	1 / 9.20
CDW Government LLC – Cisco	\$387,079.80	3 / 7.80
Entre Solutions II	\$357,477.97	2 / 8.75
Paragon Development Systems	\$694,792.47	5 / 6.75
Pentegra Systems	\$572,500.00	4 / 7.55

Through evaluation, including review by the Technology Task Force, in which all evaluation criteria were considered, the lowest responsible and responsive bidder for this purchase is **CDW Government LLC (CDWG)’s HPE bid in the amount of \$373,825.08.**