# Lightspeed Systems Renewal Proposal & Recommendation

**Prepared for:** USD 413 Board of Education

**Prepared by:** Crystal Sizemore, Technology Director

**Date:** November 23, 2026

**Vendor:** CDW-G (Account #1817551)

The district's current subscriptions for **Lightspeed Filter** and **Lightspeed Alert** are up for renewal. All four proposals provided by CDW-G cover the exact same service levels and license quantities required to support our students and devices:

- **Lightspeed Filter:** 2,100 licenses
- **Lightspeed Alert:** 1,725 licenses

**Recommendation:** I recommend that the Board approve the **3-Year Annual Payment Option (Quote #6B27GPC)** for a total commitment of **$43,287.00** over three years. This option avoids a large upfront cost while guaranteeing that annual price increases will not exceed approximately **3.1% per year**—roughly half of Lightspeed's standard annual price hike—allowing the district to predictably budget for renewal costs without locking into a five-year commitment.

## Proposal Comparison Overview

| Quote # | Term | Payment Structure | Total Commitment | Avg. Annual Cost | Price Protection |
|---|---|---|---|---|---|
| **6B22VJ2** | 1 Year | Single payment | **$13,995.00** | **$13,995.00** | None (subject to full market increases next year) |
| **6B22VYT** | 3 Years | Paid upfront | **$41,985.00** | **$13,995.00** | **100% locked** at Year 1 rates ($4.20 Filter / $3.00 Alert) |
| **6B27GPC *(Recommended)*** | **3 Years** | **Paid annually** | **$43,287.00** | **$14,429.00** | **Capped ~3.1% annual increase locked in** |
| **6B259FC** | 5 Years | Paid annually | **$74,389.50** | **$14,877.90** | Capped ~3.1% annual increase locked in |

*Note: All quotes carry NET 30 Days government/education payment terms with $0.00 shipping, contract, or tax fees.*

## Rationale for Recommended Option (Quote #6B27GPC)

- **Preserves Immediate Cash Flow:** Unlike the 3-Year Upfront option ($41,985.00 due immediately), the 3-Year Annual structure keeps Year 1 expenditure at $13,995.00, preserving $27,990.00 in current-year district funds.
- **Caps Annual Price Escalations:** Locks in predictable year-over-year increases of roughly 3.1% ($428.25 in Year 2 and $445.50 in Year 3)—approximately half of Lightspeed's typical annual renewal hike—protecting the district from unbudgeted spikes that would occur under a 1-year renewal (#6B22VJ2).
- **Balanced Term Commitment:** Provides multi-year rate stability without binding the district to a five-year, $74,389.50 contract (#6B259FC), maintaining flexibility to re-evaluate filtering and student safety tools after three years.