

BOARD ACTION REQUEST FORM

DATE OF BOARD MEETING: March 11, 2026

ITEM: Wireless Access Points

AGENDA LOCATION (please check one)

- Discussion (*Items where board information/interaction/discussion is needed*)
 Action (*Items requiring the board to vote or take action, including resolutions*)

EQUIPMENT DESCRIPTION

The wireless access points is a refresh project across all district buildings. It includes the removal of existing access points to the new wireless access point hardware, including installation, integration and warranty services required to deliver an operational solution.

ADMINISTRATOR SUBMITTING ITEM: Craig Schoon, Director of Technology

BACKGROUND INFORMATION:

Lake Orion Community Schools requested bids for this bond project as approved under the 2018 bond projects. Plante & Moran, the district's technology designer, wrote the bids according to the standards and specifications of the district and advertised on the Sigma website and through E-Rate.

Attached herein is the recommendation letter from Plante & Moran outlining the procurement. Two vendors submitted proposals per the attached analysis.

FUNDING SOURCE & ACCOUNT NUMBER:

Funding for this procurement will be provided by the 2018 Series 3a bonds or Series 3b bonds.

RECOMMENDED ACTION:

It is the recommendation of Administration that the Board of Education authorize Administration to finalize and execute with All Covered, in the amount, not to exceed, of \$735,477.75.

The Universal E-rate request will provide the district with a discount in the next year at a rate of 50%, therefore, the net expense would be approximately \$367,739.



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February 23, 2026

Craig Schoon
Lake Orion Community Schools
455 E Scripps Rd
Lake Orion, MI 48360

Dear Craig,

This letter outlines the work completed on the Lake Orion Community Schools (“District”) Wireless Request for Proposal (RFP) process as well as the resulting recommendation. This procurement included E-Rate eligible equipment and services, which allows the District the opportunity to seek federal reimbursement for a percentage of the total project cost. This procurement has followed specific E-Rate program guidelines in accordance with the direction provided by the District’s E-Rate consultant.

SCOPE

The District’s Wireless Refresh project includes a turnkey, district-wide wireless refresh consisting of the replacement of existing wireless access points across approximately fifteen District buildings. The scope includes removal of existing access points, provision of new wireless access point hardware, and all installation, integration, and warranty services required to deliver an operational solution.

BACKGROUND

Plante Moran worked with members of the District and Lake Orion IT to identify technical requirements, review key criteria, write the RFP and evaluate the proposed solutions. This process included the following key activities:

- Met with Lake Orion IT staff to discuss and review technical requirements
- Developed a detailed request for proposal, including inventories for each building
- Analyzed two proposals and issued clarifications to vendors
- Reviewed each proposed solution to evaluate the product and service offerings from a technical perspective

The RFP was advertised on the State SIGMA Vendor Self Service website, as well as through E-Rate. The District received two proposals, both of which were complete and included all required components.

RECOMMENDATION

Based on the analysis of the proposals, clarifications, and discussions with the District and Lake Orion’s IT staff, the District recommends that the **Wireless Refresh project** be awarded to **All Covered** in the amount of **\$735,477.75** pending successful contract negotiations. Based on our technical advisory role to the District, Plante Moran supports this recommendation. In our evaluation, All Covered submitted the lowest bid while also presenting a fully qualified plan that met all requirements outlined in the RFP.

Plante Moran appreciates the opportunity to be of assistance to Lake Orion Community Schools. Please call Dan Queck at 248.603.5135 if you have any questions.

Sincerely,
PLANTE MORAN, PLLC

A handwritten signature in black ink, appearing to read 'D. Bagley', with a long horizontal flourish extending to the right.

Dennis Bagley

cc: Dan Queck, Amy Sasina, Philip Utley

Attachments: Lake Orion Community Schools – Wireless Refresh Bid Analysis

**Lake Orion Community Schools
 Wireless Refresh Proposal Summary**

Vendor	All Covered	Nerds Xpress
Technology/solution	Cisco	Cisco
Location:	Sanford, MI	Southfield, MI
# of years in business:	31	12
Total workforce:	800	50
References:	Lake Orion Community Schools Livonia Public Schools Redford Union Schools	Detroit Public Schools Southfield Public Schools Bridging North America
Project Requirements		
Comply w/schedule?	Yes	Yes
# of staff onsite for project	1-5	12-20
Staff experience	Owner/Lead - 30; Tech 2-3	5 years
Costs		
Base Bid as presented:	\$733,793.00	\$648,651.70
Normalizations		
Removal of Patch Cables	NA	(\$1,651.50)
Removal of heatmap and site survey	(\$86,730.00)	NA - not included
5 year license/warranty	Included	\$129,336.48
Add/Alternate 2: 7 year license/warranty	\$53,392.00	\$71,312.16
Performance Bond	\$35,022.75	\$21,191.22
Total base bid w/normalizations	\$735,477.75	\$868,840.06