



**East Lansing**  
Public Schools

**509 Burcham Drive, East Lansing, MI 48823**  
**Technology & Media Services Department**  
**(517) 333-7418 Phone**

January 6, 2026

Please accept this letter as a notice of our intent to accept the Laketec bid for our E-Rate Category 2 Fiber Upgrade project. This project involves the installation of 12 strands of dedicated single mode fiber to the wiring closets as identified by the 470 application. Further, this contract assumes that all other requirements as identified in the 470 application are included in the total cost of \$45,797.50. It is understood that the final confirmation is dependent upon E-Rate funding approval and Board of Education approval.

This document represents the intent of East Lansing Public Schools to work with Laketec for the project identified in Form 470 #260005840.

Christian Palasty  
Director of Technology & Media Services  
East Lansing Public Schools

Tim Clark  
Laketec  
E-Rate Specialist



# E-Rate Category 2 Proposal

Form 470 Application # 260005840

Created by:  
**Laketec Communications, Inc.**  
SPIN # 143023462  
FY 2026

Prepared for:  
**East Lansing School District**

## WHY LAKETEC

36

YEARS IN  
BUSINESS

35+

LOCAL  
ENGINEERS

98%

CUSTOMER  
RETENTION

The **customer-partner** relationship is very important. So, why choose Laketec?

- One of the top E-Rate Partners in Ohio
  - #1 E-Rate Services Provided in 2017
- Core value driven, local company in Northeast Ohio
- One of the most trusted Aruba Platinum Partners in Ohio
- 25 hands-on, local engineers carrying highest level certifications in networking, wireless, server/storage, firewall security and voice

We have an extensive background in the partner procurement and support model as well as a flexible Managed Service program.

Reach out to find out how we can mold this program to **fit your organization.**

## Featured Clients





## WHY LAKETEC CABLING SERVICES?

- **Expertise in Various Systems:** Skilled in all aspects of low-voltage systems, including data networks, low-voltage cabling, fiber optics, security cameras, access control, audio/video distribution, paging, and more.
- **Technical Proficiency:** Experienced in cable termination, proper cable routing, and installation techniques to ensure optimal system performance. Industry-leading equipment such as Fluke testers and certifiers is utilized to maintain high standards.
- **Industry Certifications & Warranties:** Certified by Leviton and Panduit, demonstrating competency in the field. These certifications allow for manufacturer warranties of up to 25 years.
- **Design Capabilities:** Proficient in designing low-voltage systems based on project requirements, considering cable runs, equipment placement, and network topology.
- **Compliance with Codes:** Well-versed in local electrical codes, safety standards, and holds Class 1 general contractor license.
- **Customer Service Focus:** Strong communication skills ensure technical concepts are clearly explained to clients, with responsiveness to customer needs as a top priority.
- **Proven Track Record:** A history of successful projects backed by positive client testimonials highlights reliability and quality workmanship.
- **Continuous Learning:** Committed to staying updated with emerging technologies and industry best practices.
- **Project Management Skills:** Efficient in managing project timelines, budgets, and coordination with other trades on construction sites.





## Leviton Authorized Network Installer Certification

### ***Integrator:* Laketec Communications - North Olmsted, OH**

The ***Integrator*** has met Leviton's Certification Program selection criteria and has successfully completed the program certification requirements. Therefore, the ***Integrator*** is hereby certified as a Leviton Authorized Network Installer. Installations performed by the ***Integrator*** that are compliant with ANSI/TIA and/or ISO requirements are eligible to receive Leviton Network Solutions Extended Product and Performance System Limited Warranties.

The ***Integrator*** has agreed to conform to all Leviton specified, ANSI/TIA and/or ISO compliant installation practices in force at the time of installation. In addition, the ***Integrator*** agrees to install Leviton approved products and category compliant cabling in compliance with program policies and related industry standards.

TIA/568 Series and ISO standards compliant links and channels are covered under Leviton Network Solutions Extended Product and Performance Warranties when installed by Authorized Network Installers.

The ***Integrator*** agrees to adhere to the Terms & Conditions of Leviton Network Solutions certified contractor program, and the Terms & Conditions of the programs Extended Product and Performance System Limited Warranties for the duration of their participation in the program. In no event shall Leviton be liable for special, indirect, incidental, consequential or punitive damages (regardless of the form of action, whether in contract or in tort, including negligence, gross negligence and strict liability), including, without limitation, lost profits, lost revenue, loss of data, technology, rights or services, interruption of business, costs of procurement of substitute products or other economic damage arising from the failure of a system installed by a Leviton certified contractor.

**0012147**

Certification Number

A handwritten signature in black ink that reads "Asef Baddar".

Asef Baddar, RCDD, DCD  
Certification Programs Manager

**01/22/2015**

Certified Installer Since

**12/31/2027**

Expiration Date



infrastructure for a connected world

**PANDUIT CORP.**

HEREBY RECOGNIZES

**Laketec Communications Inc**  
**North Olmsted, Ohio (United States)**

As a Registered Company, authorized to Deploy Panduit® Network Infrastructure Solutions and participate in the Certification Plus<sup>SM</sup> System Warranty Program for a specific pre-approved project only.

Partner Since: 11-13-2024

Date Printed: 11-21-2024

\*This certificate is only valid, and a Certification Plus System Warranty will only be issued, if the required number of company employees are current in their Panduit trainings at all times. It is the responsibility of the company to ensure their employees renew their training certifications at the required intervals. The company has access to all employee training certifications and expiration dates. This certificate can extend no longer than 2 years from the date it is printed.





# LAKETEC

Engineering better connections.

## HEAR FROM OUR CUSTOMERS



**SOUTH  
EUCLID-LYNDHURST  
LOCAL SCHOOLS**



We slowly started using Aruba Wi-Fi in 2015 starting with wireless upgrades followed quickly by installation of **Aruba Network Switch and instantly saw improvements in network performance for our district.** To manage and secure all of these pieces and parts, we adopted ClearPass for our authentication and AirWave+IMC for our network management. With automated device profiling in ClearPass, we can take any device and plug it into any port; the Aruba switch profiles it, determines what kind of device it is and assigns the correct network segment and application priority settings. Now, we have the same dynamic networking experience for both our wired and wireless network making our network extremely efficient for our small IT staff to manage.

Changing manufacturers can be very challenging, but, **LaketeC supplied a very detailed map and plan to complement our infrastructure of Cisco infrastructure with what LaketeC was representing, Aruba Access points.**

We were assured by the LaketeC staff that the Aruba Airwave software would allow all hardware work together and that we would have coverage throughout the School District. We worked very hard with the LaketeC engineers to make sure all staff, faculty, and appropriate students got the access they needed. The entire team of LaketeC is responsive and easy to do business with. We are happy that we selected them as our partner.



**VERMILLION LOCAL  
SCHOOLS**



LaketeC was introduced to Vermillion Local School District in 2009 because of the need for a thin client solution throughout the district. Our relationship continued to grow which lead to a complete Aruba Wireless Infrastructure Solution across campus in 2010. During the Fall of 2018 it was finally time to update their wireless infrastructure. **Because of the longevity of the original Aruba deployment, Vermillion chose Aruba once again as their manufacturer of choice.** LaketeC designed and deployed Aruba Wave 2 AP-325's in the High School and Middle School buildings to provide high speed network access to students, staff and guests.

With an enrollment of approximately 8,300 students, the Canton City School District is the largest in Stark County and one of the eight largest urban school systems in Ohio. It is also one of the largest employers in Stark County. As part of their goal to implement the best technology possible to support their students,

**Canton City schools engaged LaketeC to install new Aruba switching and reconfigure part of their existing Cisco wired infrastructure across 28 schools.**

Completed in phases, LaketeC then implemented Aruba wireless and Palo Alto firewalls in several of the schools. This new network now provides high speed and reliable network access to students and staff across the district.





**LAKETEC**  
Engineering better connections.

## PRICING

PART #	QTY	DESCRIPTION	UNIT PRICE	SUBTOTAL
CABLING MATERIALS				
Cabling Materials	1	Cabling Materials - 12 strand Armored Single Mode Plenum Rated Part Number: PDPK012AB0707 Manufacturer: Berk-Tek	\$15,939.00	\$15,939.00
Cabling Materials	50	Cabling Materials - LC LC Allen Tel SM 3m patch cords Part Number: GBLC2-D1-03 Manufacturer: Allen Tel	\$21.75	\$1,087.50
Cabling Materials	24	Cabling Materials - Leviton SM Adapter Panels Part Number: 5F100-2LL Manufacturer:	\$79.00	\$1,896.00
Cabling Materials	11	Cabling Materials - Leviton Rack Mount 1U Enclosure Part Number: 5R1UL-F03 Manufacturer: Leviton	\$116.00	\$1,276.00
Cabling Materials	1	Cabling Materials - Leviton Rack Mount 4U Enclosure Part Number: 5R4UH-F12 Manufacturer: Leviton	\$495.00	\$495.00
				<b>\$20,693.50</b>
PROFESSIONAL SERVICES				
Labor - Cabling	1	Professional Services - PER RFP & WALKTHROUGH See Scope of Work Below	\$21,954.00	\$21,954.00
Labor - PM	1	Professional Services - Project Management <i>Optional - if not selected no Project Manager will be assigned</i>	\$3,150.00	\$3,150.00
				<b>\$25,104.00</b>
<b>Total</b>				<b>\$45,797.50</b>



## SCOPE OF WORK

### Scope of Work:

Installation of 12 strand SM armor rated fiber extending from the Main Server Room at the HS to the following IDF closets (A, B, C, D, E, F, G, H)

Please note:

- Assumes conduit in the crawl space is in good shape and is usable

- Assumes high reach if needed will be provided by the school

- Assumes work to be completed during normal business hours 6am – 5pm M-F

Installation of 12 strand SM armor rated fiber extending from the Main Server Room at the MS to the following IDF closets (A, B)

Please note:

- Assumes conduit in the crawl space is in good shape and is usable

- Assumes high reach if needed will be provided by the school

- Assumes work to be completed during normal business hours 6am – 5pm M-F

Labor cost includes demo of the original fiber cable

**Outage window to be communicated in advance to avoid any major disruptions**

## Contact Us!

If you have any questions regarding the hardware and software included in this proposal, please reach out directly using the contact information below.

**Tim Clark - E-Rate Specialist**

tclark@laketec.com

440-575-6018

**Tim Bergan - E-Rate Inside Team**

insideteam@laketec.com

440-575-6018