



March 12, 2026

Michael Giromini  
Assistant Superintendent of Teaching and Learning  
Novi Community School District

**Project Name: E-Rate District Firewall**

Dear Mr. Giromini,

The Technology Department is requesting Board approval for selecting a vendor for the District Firewall E-Rate project. To maintain academic excellence and operational reliability throughout the Novi Community School District, it is essential to ensure a secure network environment that protects student and staff data, as well as the district's technology infrastructure, from increasingly sophisticated cyber threats.

This project involves purchasing and implementing a Next-Generation Firewall solution to serve as the district's primary perimeter security system. The firewall monitors and controls network traffic entering and leaving the district network, helping protect against threats such as malware, ransomware, and unauthorized access attempts. Implementing a modern firewall platform strengthens the district's cybersecurity posture and reduces the risk of disruptions to instructional and operational systems.

To secure the most competitive prices and meet E-Rate procurement requirements, NCSD joined a regional consortium led by Oakland Schools, which included several technology service districts throughout Oakland County. By utilizing the consortium bidding process, NCSD gained the benefits of bulk purchasing power and reduced costs.

Following the E-Rate consortium bidding process, Delta Networking Services was selected as the vendor to provide the **Fortinet FortiGate 1801F Next-Generation Firewall** solution, which includes five years of support, security services, and the FortiAnalyzer logging and analytics platform.

**Recommendation:**

The Technology Department recommends awarding the District Firewall E-Rate project to:

- **Vendor:** Delta Networking Services
- **Amount (Not-to-Exceed):** \$150,000.00
- **E-Rate Reimbursement:** NCSD anticipates receiving a 40% reimbursement on eligible E-Rate costs.
- **Funding Source:** 2025 Bond - Technology Related Funds.

**Requested Board Action:**

Approve the award of the **District Firewall** E-Rate project to **Delta Networking Services**, in an amount not to exceed **\$150,000.00**, and authorize the administration to execute the necessary agreements contingent upon final contract review and E-Rate compliance requirements.

Sincerely,

Jason Smith, Director of Technology, Novi Community School District  
Lisa Whiteside, Senior Technology Coordinator, Novi Community School District