



JUDSON INDEPENDENT SCHOOL DISTRICT

Meeting Date: June 26, 2025

Submitted By: Dr. Lacey Gosch
Title: Assistant Superintendent

Agenda Item: Consider and take action regarding approving the purchase of Cybersecurity Control Software for CISCO Hardware from Bond 2022.

CONSENT ITEM

RECOMMENDATION:

That the Board of Trustees approve the purchase of CISCO DNA Software from Bond 2022.

IMPACT/RATIONALE:

The Bond 2022 Technology proposition specified funding to support the safety and security of the district network. CISCO switching technology hardware purchased through Bond 2022 requires cybersecurity control software as a support for operations. This purchase ensures that the district meets compliance with security measures and provides appropriate support for district networking technologies. Three bids were received in the review of the purchase of this software solution. Two of the vendors reviewed are under a cooperative contract with Tx -DIR for optimal pricing. For the purposes of the Judson ISD purchase, Netsync is selected as the preferred vendor under the contract for Tx-DIR-CPO-5347, at a cost of \$1,015,695.00. This purchase covers the hardware equipment purchase for five years beginning July 1, 2025 through June 30, 2030. The pricing from Netsync is considerably less than the other two bids received, providing the appropriate software, support and pricing to meet district needs. Bond funds from each respective project will be used to pay for this item (Wireless, Switches, Cores).

BOARD ACTION REQUESTED:

Approval/Disapproval



Lacey Gosch/Matthew Fields
Name of person obtaining quotes
Technology
Campus/Department
Technology

[illegible]

Quote #:	AAAQ462957
Date:	06/13/2025
Valid for:	08/01/2025

Customer	Inside Sales	Account Manager
Judson ISD jhernandez@judsonisd.org 210.945.5567	Hannah Paul hpaul@netsync.com (m) 979-337-4834	Hannah Edmunds hpaul@netsync.com

Please send purchase order to: PO@netsync.com

Line #	Part	Description	Qty	Unit Price	Ext Price
Main Site				Sub Total	1,015,695.00
Default Group (07/01/2025-06/30/2030)					
1.0	EA3-M	Cisco EA 3.0 BUNDLE	1	0.00	0.00
1.1.0	E3-N-AS	Cisco DNA Switching	1	0.00	0.00
1.1.1.0	E3N-C9400-A	C9400 CISCO DNA EA Advantage Unit Price: 188.85 Each per Month Duration: 5 Years, Billing Frequency: Yearly	31	11,331.00	351,261.00
1.1.2.0	E3N-AS-S	Support for EA DNA Switching	1	0.00	0.00
1.1.3.0	E3N-C93002-E	C9300 48-port CISCO DNA EA Essentials Unit Price: 16.48 Each per Month Duration: 5 Years, Billing Frequency: Yearly	898	988.80	887,942.40
1.1.4.0	E3N-C95001-A	C9500 CISCO DNA EA Advantage High (24Q/40X) Unit Price: 177.84 Each per Month Duration: 5 Years, Billing Frequency: Yearly	4	10,670.40	42,681.60
1.2.0	E3-N-AIR	Cisco DNA Wireless	1	0.00	0.00
1.2.1.0	E3N-AIR-S	Support for EA DNA Wireless	1	0.00	0.00
1.2.2.0	E3N-AIRWLN-ED-E	Wireless CISCO DNA EDU EA Essential Unit Price: 3.32 Each per Month Duration: 5 Years, Billing Frequency: Yearly	2200	199.20	438,240.00
1.3.0	E3-N-CNS-CW	Cisco Networking Wireless Suite	1	0.00	0.00
1.3.1.0	E3N-CW-A	Cisco Wireless Advantage EA 3.0 LIC and Support Unit Price: 9.36 Each per Month Duration: 5 Years, Billing Frequency: Yearly	156	561.60	87,609.60
1.3.2.0	SVS-E3S-EAEMB	Cisco Network Embedded Support - HW and SW	1	0.00	0.00
Credit					
2.0	Credit	Credit	-1	792,039.60	-792,039.60

Notes: 220060828-168149-16

DNA EA 5yr option

Cisco Systems TX | DIR-CPO-5347

Total	1,015,695.00
Tax/Vat	0.00
Shipping	0.00
Grand Total USD	1,015,695.00



Great South Texas Corp dba Computer Solutions

14410 Wurzbach Parkway, Suite 175
San Antonio, Texas 78216
United States
www.comsoltx.com
(P) 210-369-0300

Quote (Open)

Date Jun 06, 2025 01:35 PM CDT	Expiration Date 07/12/2025
Modified Date Jun 13, 2025 09:46 AM CDT	
Quote # 1051107 - rev 1 of 1	
Description Cisco EA3 - 60 Month Term	
SalesRep	
Customer Contact Hernandez, Jesse (P) 2109455567 jhernandez@judsonisd.org	

Customer

Judson ISD (5239)
Hernandez, Jesse
9142 FM 78
Converse, TX 78109
United States
(P) 2109455562

Bill To

Judson ISD
Accounts, Payables
8012 Shin Oak Drive
Live Oak, TX 78233
United States
(P) 210-945-5100

Ship To

Judson ISD
Hernandez, Jesse
8012 Shin Oak Drive
Live Oak, TX 78233
United States
(P) 210-945-5100

Contract Programs: DIRCIS5347 -

CISCO DIR-CPO-5347 EXP 1/7/30

Certifications: WBE/SBE/HUB#

1942650013800 Exp: 06/28/2025

Sales Order Type: Drop Ship - Ship to customers location

Customer PO:	Terms: Purchase Order (Net 30 Days)	Ship Via: FedEx Ground
Special Instructions:	Carrier Account #:	

#	Description	Part #	List Price	Qty	Unit Price	Total
Cisco EA3 - 60 Month Term - Annual Billing						
Effective From 01-Aug-2025 to 31-Jul-2030						
1	C9400 DNA EA ADVANTAGE CISCO EA 3.0 Note: QTY 31 E3N-C9400-A Per License / Month QTY 31 x 12 Months = 372 license for 1 YR Price reflected is annual invoiced amount	E3N-C9400-A	\$415.93	372	\$152.84	\$56,856.48
2	C9300 48P CISCO DNA EA ESSENTIALS CISCO EA 3.0 Note: QTY 898 E3N-C93002-E Per License / Month QTY 898 x 12 Months = 10776	E3N-C93002-E	\$36.25	10776	\$8.73	\$94,074.48
3	C9500 DNA EA ADVANTAGE HIGH 24Q/40X CISCO EA 3.0 Note: QTY 4 E3N-C95001-A Per License / Month QTY 4 x 12 Months = 48	E3N-C95001-A	\$391.66	48	\$182.24	\$8,747.52
4	WIRELESS CISCO DNA EDU EA ESSENTIAL CISCO EA 3.0 Note: QTY 2200 E3N-AIRWLN-ED-E Per License / Month QTY 2200 x 12 Months = 26400	E3N-AIRWLN-ED-E	\$7.32	26400	\$1.64	\$43,296.00
5	CISCO WIRELESS ADVANTAGE EA 3.0 LIC AND SUPPORT CISCO EA 3.0 Note: QTY 156 E3N-CW-A Per License / Month QTY 156 x 12 Months = 1872	E3N-CW-A	\$20.62	1872	\$8.51	\$15,930.72

Please be advised this quote is for a 60-month contract term. The purchase of this quote will create a 5 Year annual bill contract commitment. By purchasing Cisco software, and/or subscriptions, you agree to be bound by the terms and conditions available at Cisco Software Terms. Additional details on the Cisco Terms and conditions have been provided along with your quote.

Subtotal: \$218,905.20
Tax (.0000%): \$0.00
Shipping: \$0.00
Total: \$218,905.20
(List Price: \$796,004.28)

60 Month Term EA3
Effective From 01-Aug-2025 to 31-Jul-2030
Annual Billing Model
Year 1 Invoice \$218,905.20
Year 2 Invoice \$218,905.20 (to be invoiced on anniversary of subscription start date)
Year 3 Invoice \$218,905.20 (to be invoiced on anniversary of subscription start date)

Year 4 Invoice \$218,905.20 (to be invoiced on anniversary of subscription start date)

Year 5 Invoice \$218,905.20 (to be invoiced on anniversary of subscription start date)

Invoicing and Partial Invoice Policy: Computer Solutions will invoice or partial invoice products and/or services when they have shipped or rendered complete (or Milestone Complete). By ordering or releasing a PO for this order, you agree to pay for the items that have shipped or delivered as part of the whole order.

Subscriptions/Enterprise Agreements Cancellation Policy- Computer Solutions requires a forty-five (45) day written notification from the customer based on the renewal/anniversary date in order to process the cancellation with the applicable manufacturer(s).

Cisco Purchases: By purchasing Cisco hardware, software, and/or subscriptions, you agree to be bound by the terms and conditions available at Cisco Software Terms.

The relevant documents are attached here. -->

<https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html>

Freight charges are estimates only. Returns are subject to approval and may include a restocking fee.

Tariff Disclaimer: All prices quoted are subject to change based on fluctuations in government tariffs, taxes, and duties. Computer Solutions reserves the right to adjust the final price to reflect any such changes that may occur between the date of the quote and the delivery of goods or services.

Q-195206

Generated Date: 06/13/2025
Expiration Date: 08/05/2025
Account Name: Judson Independent School District
Quote Name: CISCO 5 Year EA
Opportunity Number: OP-145696
Contract Number: DIR-TSO-4192

Client Contact Information

Primary Contact: Jesse Hernandez
Contact Title: Manager
Contact Phone: 2109545567
Contact Email: jhernandez@judsonisd.org

NWN Contact Information

Primary Contact:
Contact Title:
Contact Phone:
Contact Email:

BILL TO

Judson Independent School District
 8012 Shin Oak Dr
 Live Oak, TX 78233

SHIP TO

Judson Independent School District
 8012 Shin Oak Dr
 Live Oak, TX 78233

Product

TERM: 7/1/2025-6/30/2030					
#	ITEM	DESCRIPTION	QTY	UNIT PRICE**	EXT. TOTAL
1.	EA3-M	Cisco EA 3.0 BUNDLE	1	\$0.00	\$0.00
2.	E3-N-AS	Cisco Digital Network Architecture Switching	1	\$0.00	\$0.00
3.	E3N-C9400-A	Cisco DNA Switching	31	\$148.87	\$276,898.20
4.	E3N-AS-S	CISCO DIGITAL NETWORK ARCHITECTURE ACCESS SWITCHING -License + Support - EA	1	\$0.00	\$0.00
5.	E3N-C93002-E	CISCO DIGITAL NETWORK ARCHITECTURE ESSENTIALS -Term License - 1 switch - EA	898	\$8.54	\$460,135.20
6.	E3N-C95001-A	C9500 DNA EA ADVANTAGE HIGH LICS 24Q/40X	4	\$178.42	\$42,820.80
7.	E3N-CW-A	CISCO WIRELESS ADVANTAGE EA 3.0 LIC AND SUPPORT	156	\$8.29	\$77,594.40
8.	E3-N-AIR	Cisco DNA Wireless	1	\$0.00	\$0.00
9.	E3N-AIRWLN-ED-E	WIRELESS CISCO DNA EDU EA LICS ESSENTIAL	2200	\$1.60	\$211,200.00
10.	E3N-AIR-S	SUPPORT FOR EA DNA WIRELESS	1	\$0.00	\$0.00
11.	CARE - CONSUMPTION MNTH	CUSTOMER SUCCESS - CARE DOWN CONSUMPTION MONTHLY	1	\$27.96	\$1,677.60
				Total:	\$1,070,326.20

***The Monthly/Unit Price shown above has been rounded to two decimal places for display purposes. As many as eight decimal places may be present in the actual price. The totals for this order were calculated using the actual price, rather than the Monthly/Unit Price displayed above, and are the true and binding totals for this order.*

Financial Summary	
ITEM	TOTAL
Quote Sub-Total:	\$1,070,326.20

Billing and Payment Terms	
ITEM	TERM
Subscription Term:	60
Billing Terms:	Recurring - Prepaid
Payment Terms:	Net 30 Days
Payment Schedule:	100% on Completion

Accepted and agreed by:

Judson Independent School District

NWN Corporation

Signature

Signature

Name

Name

Title

Title

Date

Date

Statement of Confidentiality

This quote has been developed by NWN and is NWN’s proprietary trade secret and business confidential information. This Quote may not be released to another vendor, business partner or contractor without prior written consent from NWN

Additional Information