

November 27, 2017

Mr. Phillip Francis
Director of Operations
Livonia Public Schools
15125 Farmington Road
Livonia, MI 48154

RE: 2013 Bond Project: Bid Package T9 Bid Summary

Dear Mr. Francis,

When Bid Package T1 was awarded in 2014 the new wireless standard was 802.11ac Wave 1 with Wave 2 anticipated during the project implementation. That project included upgrading the middle and high school access points to Wave 2 when Cisco released their Wave 2 upgrade module; however, that module was never manufactured. Instead, Cisco offered a trade-in credit for the Wave 1 access points. After reviewing options the project team decided to issue a bid to leverage that credit and leverage potential credit from the Universal Services Fund (e-Rate) program to upgrade the wireless infrastructure to Wave 2 district-wide and replace the controllers and management tools whose maintenance and licensing will expire in 2018.

Bid documents were issued for Bid Package T9 which includes the installation of Wave 2 access points at all buildings. In addition to contacting known interested bidders, bids were advertised on the state bid website, Livonia Public Schools website, Universal Service Fund website, and in the local paper. Bids were received and publicly opened on November 13, 2017.

Bid Evaluation Summary

After a review of the bid proposals received, the project team of Barton Malow and Livonia Public Schools technology staff conducted a post-bid interview with the low bidder to verify their proposal was inclusive of the scope of work and schedule, evaluate both alternates and voluntary alternates, consider the benefits of each solution proposed, and gather information on related experience. The attached bid tabulation indicates the bid pricing received and mandatory alternates. Based upon the evaluation of the project team, we present the following company for consideration by the administration and Board of Education.

Presidio

Base Bid:		\$ 1,015,763.61
Alternate 1:	Existing equipment trade-in credit	(\$ 220,000.00)
Vol. Alternate:	Use Cisco 8540 Controllers for additional growth	\$ 33,564.20
Vol. Alternate:	Add 2960X switches & deduct from existing contract	\$ 50,071.40
Total Contract Amount:		\$ 879,399.21

Total Project Cost with E-Rate and Deduct to Existing Contract

The cost will be partially offset by a \$109,901.00 deduct to their existing contract for the Wave 2 modules and switches that were part of their original installation and a potential of approximately \$400,000 in e-Rate reimbursement bringing the project cost to approximately \$375,000.

Upon approval by the Board of Education, contracts for the base bid will be issued as shown above. If you have any questions, please call me at (810) 343-2042

Sincerely,



Rob Greager
Barton Malow Company

c: LPS: T. Klan
CRESA: P. Theriault

**Livonia Public Schools
BP T9 Wireless APs**

		BID TABULATION										
Bid Date: 11/13/2017	Bidder	Bid Security	Familial Discl.	Iran Affidavit	Equal Opp.	Opening Base Bid Amount	Alt 1: Existing Equipment Trade-In	Alt 2: Cisco One Licesnes	Alt 3: Implement Network Access Control	Voluntary Alternate: Change to Cisco 8540 Controllers	Voluntary Alternate: Add 2960X switches and deduct from existing contract	Total with Highlighted Alterantes
Bid Package No. T9		Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
27.1 Wireless Access Points	Presidio	Y	Y	Y	Y	\$1,015,763.61	-\$220,000.00	\$97,845.95	16,000.00	33,564.20	50,071.40	879,399.21
	CDW-G	Y	Y	Y	Y	\$1,052,736.61	-\$169,000.00	\$1,827,970.34	49,954.66			
	Moss Telecommunications					Not valid bid						
<p><u>Notes:</u> Moss Telecommunication's bid was not labeled properly and therefore LPS was not aware it was a bid until after the public bid opening. Their bid was not publicly read however in conversation with the bidder their proposed bid would not have been compliant with the bid requirements.</p>												

