

NAVARRO INDEPENDENT SCHOOL DISTRICT

Subject: E-Rate: Firewall, Switches, and Wireless Access Points at the New High School

Date: February 24, 2025

Administrator Responsible/Position: Jason Rhame, Director of Technology

A. Purpose of Agenda Item:

- Information Only Action Needed Receive Input

B. Authority for This Action:

- Local Policy Law or Rule N/A

C. Priority, Goal, or Need Addressed:

- Strategic Plan District/Campus Improvement Plan Other

Priorities

- Priority 1:** Recruiting, Hiring, Coaching, and Retaining High Quality Teachers and Staff to Support Student Outcomes.
- Priority 2:** Maximizing Academic Performance.
- Priority 3:** Maximizing Co-Curricular and Extra-Curricular Opportunities, Performance, and Engagement.
- Priority 4:** Planning, Preparing, and Maintaining Facilities and Environments for Learning.
- Priority 5:** Obtaining and Maintaining Top Rated District Recognition

Board Goals for 2023-2028

- Goal 1*:** The percent of 3rd grade students that score meets grade level or above on STAAR Reading will increase from 49% to 60% by June 2024, 65% for 2024-2025, 70% for 2025-2026, 75% for 2026-2027, 80% for 2027-2028. **(HB3 Required Goal)**
- Goal 2*:** Increased overall student performance in mathematics to 85% Meets Standard by 2028. The percent of 3rd grade students that score meets grade level or above on STAAR Math will increase from 53% to 65% by June 2024, 70% for 2024-2025, 75% for 2025-2026, 80% for 2026-2027, 85% for 2027-2028. **(HB3 Required Goal)**
- Goal 3*:**The percentage of graduates that meet the criteria for CCMR will increase from 72% to 88% by August 2024 and increase to 95% by 2028. **(HB3 Required Goal)**

D.

Summary: The Technology Department submitted an RFP, Request for Proposal, for Firewall, Network Switches, Wireless Access Points, and supporting services through the Universal Service Administrative Company (USAC) federal E-Rate program.

Background The technology department submitted an RFP for Firewall, Network

Information: Switches, Wireless Access Points and supporting services through USAC federal ERate program. The equipment and services listed were as follows:

Description	Manufacturer
Firewall Service, Components and Necessary Software and Licenses	Ubiquiti or equivalent
Switches and Necessary Software and Licenses	Ubiquiti or equivalent
Wireless Access Points and Necessary Software and Licenses	Ubiquiti or equivalent
Antennas, Connectors, and Related Components	Ubiquiti or equivalent

Ultimately there were seven (7) responses that met the requirements established in the RFP.

An additional vendor, Cytranet, responded to the RFP but did not provide pricing for any equipment/services requested.

	Firewall Service	Switches	WAP	Antennas/ Cabling/ Install	Total
Cynergy	1,530.65	108,301.20	30,771.78	40,730.26	181,333.89
ConvergeOne	N/A	128,357.81	53046.15	100,467.41	281,871.37
Advanced Networks	1,819.09	98,741.41	33,439.7	32,960.59	166,960.79
TagleRock Technologies	1,505.00	31,716.30 (Older Models Quoted)	32,401.03	28,771.43	94,393.76
SkyRider	2,105.00	101,516.63	36,013.9	18,640.3	158,275.83
Questivity	1,750.00	4,780.00 (Only 2 of 26 quoted)	31,967.54	36,627.73	75,125.27
EduTeks	2,934.14	147,239.11	43,588.35	39,053.27	232,814.87

After evaluation, the Technology Department determined that the Advanced Networks (Ubiquiti) proposal provides the best value to the

District. Their proposal includes all of the requested models to provide a higher throughput at the new campus. This allows the campus to be future proof as we grow supporting up to 100 Gbps between network closets and 25 Gbps back to the district's demarcation point (demarc). The total cost to the district will be approximately \$42,178.99 after 70% E-Rate funding.

TagleRock's bid quoted older Unifi Switches, which would solve the current need, but would require replacement sooner as we continue to grow and expand our services to more students and staff. Questivity quoted only 2 of the 3 switch models needed. They quoted a price for 1x Aggregate Switch, 1x 24 port 10Gbps switch, but failed to provide an option for the 24x 48 port campus switches that were part of the RFP. Advanced Networks and SkyRider quoted the same equipment, the main difference between the bids was the installation cost. Advanced Networks included \$24,814.00 in installation and travel, versus SkyRider's \$16,710.30 for installation. Removing the installation brought the bids to \$142,146.79 (Advanced) and \$141,565.53 (SkyRider) We will likely not use either company for the installation due to the issues with onboarding a new vendor for the contractors. The district selected Advanced Networks for the E-Rate bid due to a minimal price difference and the established positive working relationship between the two entities.

To expedite the purchasing process, the district will elect to use the Billed Entity Applicant Reimbursement (BEAR) method. The district will commit to the full amount up front and get reimbursed from USAC after the project is approved and invoiced. The district will spend \$142,146.79 of bond funds to cover the purchase and expects to get reimbursed \$99,502.75.

E. Comments Received:

LT

DEIC

Other

All agenda items are reviewed by the Superintendent's Leadership Team.

F.

**Administrative
Recommendation:**

**Board approved the purchase of Firewall,
Network Switches, Wireless Access Points from
Advanced Networks.**

G. Fiscal Impact and Cost:

Budget

Bond

Amount: \$142,146.79

Grant/Special
Funds

Other

H. Exhibits: None

I. Action: I move to **approve/disapprove/postpone** the purchase of Firewall, Network Switches, Wireless Access Points and supporting services from Advanced Networks utilizing the BEAR method at a projected cost, after reimbursement, of \$42,644.04.

Motion by: _____ second by: _____

FOR: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson

AGAINST: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson

ABSTAIN: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson

MOTION CARRIED/DENIED/POSTPONED