

***Manor Independent School District***  
***Board of Trustees Board Meeting Agenda Item***  
*January 21, 2025*

<b>CONSENT ITEM SHEET</b>
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**RE:** Consider and possible action purchase of Meraki wireless access point license renewals, including possible delegation of authority to the Superintendent or his designee to enter into agreement(s) with selected vendor(s)/contractor(s)

**Supporting Documents:**

- 1) *Quote Summary*
- 2) *Quotes*

**District Goals: Goal 5**

FACILITIES & MAINTENANCE- By 2026, Manor ISD will proactively provide facilities to ensure 100% of scholars will have safe, well-maintained, environmentally sustainable, and community accessible facilities.

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*Bottom of Form*

**Background Information:**

The district’s wireless network infrastructure relies on Meraki wireless access points to provide reliable and secure connectivity for students, staff, and administrative operations. The current licenses for these access points are set to expire, necessitating a renewal to ensure uninterrupted service. Renewing the licenses will maintain compliance with security and operational standards, including CIPA and HIPPA requirements, while supporting the district's technology integration initiatives.

**Fiscal Implications:**

Manor ISD has obtained three-year renewal quotes for wireless access point licensing. The best value for the district is a three-year term of Meraki wireless access point licenses at a total cost of \$338,135.20. Annual payments, not exceeding \$112,712, will be funded through the 2019 bond and local technology funds.

**Administrative Recommendation:**

Administration recommends the Board approve Netsync as providing the best value for the District and delegate authority for the Superintendent or his designee to finalize an agreement with the top-ranked vendor.

**Proposed Motion Language:**

*“I move that the Board approve the proposed quote from Netsync as presented by Administration as providing the best value for the District for the purchase of Meraki wireless license (renewal), and delegate authority to the Superintendent to finalize the purchase.”*

Mr. Joe Mendez  
\_\_\_\_\_  
**Contact Person**

Dr. Robert Sormani  
\_\_\_\_\_  
**Approved by Superintendent**

# Manor ISD Quote Summary

The MISD Quote Summary sheet is to be used for purchases that require more than one quote. In the shaded spaces below, the end user is to provide all applicable information necessary for the MISD Purchasing Office to review. A minimum of two (2) vendors must be contacted when two or more are available.

**NOTE:** The end user must attach this Quote Summary Sheet and quotes documentation with purchase requisition when more than 1 quote is required.



Using...	Local Funds	Grant Funds
<b>Purchase Price</b>	<b>Quote(s) Required</b>	<b>Quote(s) Required</b>
\$1 - \$9,999	1 Quote	1 Quote
\$10,000 - \$49,999	1 Quote from Coop or 3	3 Quotes & Quote Summary
≥ \$50,000	BOARD APPROVAL	BOARD APPROVAL
50,000 or greater	Formal Bid Required	Formal Bid Required

## Quote Information

DESCRIPTION: Meraki Licensing Renewal 02/10/2025 - 07/09/2028

DATE: 1/10/25

CAMPUS/DEPT: Technology Department

CONTACT: David Gonzalez

PHONE: 512-278-4997

## Supplier Information

Vendor #1

Company Name	Netsync
City/State	Houston, TX 77027
Contact Person	Christi Hubbard
Phone	512-483-1080
Email	chubbard@netsync.com
Response Type	Quote
Cooperative	DIR-CPO-4866
Quote #	AAAQ450435

Vendor #2

Company Name	Netsync
City/State	Houston, TX 77027
Contact Person	Christi Hubbard
Phone	512-483-1080
Email	chubbard@netsync.com
Response Type	Quote
Cooperative	DIR-CPO-4866
Quote #	AAAQ450435-02

Vendor #3

Company Name	CDW
City/State	
Contact Person	
Phone	
Email	
Response Type	Online Quote
Cooperative	
Quote #	Online Quote

Vendor #4 (if applicable)

Company Name	
City/State	
Contact Person	
Phone	
Email	
Response Type	
Cooperative	
Quote #	

## Quote Responses

Item / Service Description	Qty	Unit	Vendor #1		Vendor #2		Vendor #3		Vendor #4					
			Netsync	Extension	Netsync	Extension	CDW	Extension	Unit Price	Unit Price	Extension	Extension		
1 MERAKI-SUB	1		\$	-	\$	-	\$	-	\$	-	\$	-		
2 LIC-MRE	1586	Each	\$	213.20	\$	338,135.20	\$	346.45	\$	549,469.70	\$	303.99	\$	482,128.14
3			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
4			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
5			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
6			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
7			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
8			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
9			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
10			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
*Shipping / Freight Cost (if applicable)			\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
*All shipping / freight cost must be included in the total			Total	\$	338,135.20	Total	\$	549,469.70	Total	\$	482,128.14	Total	\$	-

Manor ISD has requested three-year renewal quotes for wireless access point licensing. Netsync has submitted two options: one utilizing DIR pricing and one without. Payment can be structured into three annual installments.

COMMENTS:

## Award Information

Recommended Vendor: Netsync

Award Amount: \$ 338,135.20

Reason for Award: Lowest cost and relationship with the district.

# NETSYNC

2500 West Loop South, Ste.  
410/510  
Houston, TX 77027 USA  
713.218.5000

# QUOTE

AAAQ450435

Quote #:	AAAQ450435
Date:	01/09/2025
Valid for:	30 Days

Customer	Inside Sales	Account Manager
Manor ISD david.gonzalez@manorisd.net 512.278.4000	Christi Hubbard chubbard@netsync.com 512.483.1080	Christi D Hubbard chubbard@netsync.com

**Please send purchase order to: PO@netsync.com**

Line #	Part	Description	Qty	Unit Price	Ext Price
Main Site					Sub Total 338,135.20
Meraki Licensing (02/10/2025-07/09/2028)					
1.0	MERAKI-SUB	Meraki SW Subscription	1	0.00	0.00
1.1.0	LIC-MR-E	Meraki MR Essentials Subscription LIC and Support Unit Price: 5.20 Each per Month Duration: 3 Years, Billing Frequency: Yearly	1586	213.20	338,135.20

## Notes: 220065222-174066-03

Updated Meraki License

Cybersecurity Products and Services | DIR-CPO-4866

Total	338,135.20
Tax/Vat	0.00
Shipping	0.00
<b>Grand Total USD</b>	<b>338,135.20</b>

# NETSYNC

2500 West Loop South, Ste.  
410/510  
Houston, TX 77027 USA  
713.218.5000

# QUOTE

AAAQ450435-02

Quote #:	AAAQ450435-02
Date:	01/09/2025
Valid for:	30 Days

Customer	Inside Sales	Account Manager
Manor ISD david.gonzalez@manorisd.net 512.278.4000	Christi Hubbard chubbard@netsync.com 512.483.1080	Christi D Hubbard chubbard@netsync.com

**Please send purchase order to: PO@netsync.com**

Line #	Part	Description	Qty	Unit Price	Ext Price
Main Site					Sub Total 549,469.70
Meraki Licensing (02/10/2025-07/09/2028)					
1.0	MERAKI-SUB	Meraki SW Subscription	1	0.00	0.00
1.1.0	LIC-MR-E	Meraki MR Essentials Subscription LIC and Support Unit Price: 8.45 Each per Month Duration: 3 Years, Billing Frequency: Yearly	1586	346.45	549,469.70

## Notes: 220065222-174066-03

Updated Meraki License

Cybersecurity Products and Services | DIR-CPO-4866

Total	549,469.70
Tax/Vat	0.00
Shipping	0.00
<b>Grand Total USD</b>	<b>549,469.70</b>



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ITEM	AVAILABILITY	PRICE	QUANTITY	ITEM TOTAL
 <p><b>Cisco Meraki MR Series Enterprise - subscription license (3 years) - 1 acce</b></p> <p>MFG Part: LIC-ENT-3YR CDW Part: 3342939 UNSPSC:</p>	<p><b>In Stock</b></p> <p>Emailed shortly after processing.</p>	<p><del>\$451.58</del></p> <p><b>\$303.99</b></p> <p>Advertised Price</p>	<p>1586</p>	<p><b>\$482,128.14</b></p> 


Orc

Subt

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Lease  
\$13,6

### Top Recommendations




Cisco Meraki Advanced Security -...

**\$889.99**

Advertised Price

Add to Cart




Rack PDU, Metered, 1U, 15A, 100/120V, (8...

**\$528.99**

Advertised Price

Add to Cart




C2G 10ft Cat6 Snagless Unshielde...

**\$10.99**

Advertised Price

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Cisco Meraki Enterprise -...

**\$259.99**

Advertised Price

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## People Who Bought Also Bought (12)



Kramer C-HM/HM Series C-HM/HM-3 - HDMI cable - 3 ft

Advertised Price



Cisco Meraki - power cable - power IEC 60320 C13 to...

Advertised Price



Cisco Meraki Enterprise - subscription license (3...

Advertised Price



Cisco Meraki MV32 - network surveillance...

Advertised Price



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