

May 1, 2019

Mr. Philip Francis
Director of Operations
Livonia Public Schools
15125 Farmington Rd.
Livonia, MI 48154

Subject: 2013 Bond Program: Technology Award

Dear Mr. Francis:

Two bids were received on April 16, 2019 for Bid Package T16 which includes a new district-wide firewall solution. In addition to contacting known interested bidders, bids were advertised on the state bid website, Livonia Public Schools website, and in the local paper. Bids were received and publicly opened on April 16, 2019.

Bid Evaluation Summary and Recommendations

After an extensive review of the bid proposals and demonstrations of the products proposed by the low bidder, a thorough post-bid interview was held with the low bidder to verify the proposal was inclusive of the scope of work, and gather information on related experience. The attached Bid Tabulation indicates the bids received, company name, base bid, and alternates.

The voluntary alternates were narrowed down to 3 options that were considered by the evaluation team. Since this project is slightly over budget, the options helped the district consider priorities. Based upon the evaluation of the project team of Barton Malow and Livonia Public Schools technology staff, we recommend that a contract be awarded to the following company based on Option 2 (the 3 options considered are listed on the next page).

**Bid Package T16: District-wide Firewall
Sentinel Technologies – Ann Arbor, MI****Option 2**

Base Bid: Cisco Firepower 2130 Series Appliance	\$58,738.75
Voluntary Alternate 1: Substitute for Cisco Firepower 4110	\$12,949.00
Voluntary Alternate 4: Add a second 4110 appliance for redundancy	\$53,607.00
Voluntary Alternate 16: 2 Day support	\$12,000.00
Total Contract Amount	\$137,294.75
Contingency (10%)	\$13,729.48
Total Project Amount:	\$151,024.23

Project Cost Review

Because there are a myriad of firewall solutions with varying price points, the RFP was structured for bidders to present multiple options allowing Livonia Public Schools to select the best long-term solution balancing budget and functionality. All three of the options stated below would be appropriately scaled for the district; however, Option 2 provides two redundant firewall appliances for reliability and security. If the first appliance has a hardware failure, connectivity would failover to the redundant appliance and maintain secure district Internet access which is critical to instruction and district business operations.

Upon approval by the Board of Education, a contract will be issued for the Option selected. If you have any questions, please call me at (734) 730-1594.

Sincerely,



Lyndsay Johnson-LeMieux
Project Manager
Barton Malow Company

Bid Package T16: District-wide Firewall Options
Sentinel Technologies – Ann Arbor, MI

Option 1

Base Bid: Cisco Firepower 2130 Series Appliance	\$58,738.75
Voluntary Alternate 1: Substitute for Cisco Firepower 4110	\$12,949.00
Voluntary Alternate 7: Adding IPS and AMP (Malware threat protection)	\$39,021.02
Voluntary Alternate 16: 2 Day support	\$12,000.00
Total Contract Amount	\$122,708.77
Contingency (10%)	\$12,270.88
Total Project Amount:	\$134,979.65

Option 2

Base Bid: Cisco Firepower 2130 Series Appliance	\$58,738.75
Voluntary Alternate 1: Substitute for Cisco Firepower 4110	\$12,949.00
Voluntary Alternate 4: Add a second 4110 appliance for redundancy	\$53,607.00
Voluntary Alternate 16: 2 Day support	\$12,000.00
Total Contract Amount	\$137,294.75
Contingency (10%)	\$13,729.48
Total Project Amount:	\$151,024.23

Option 3

Base Bid: Cisco Firepower 2130 Series Appliance	\$58,738.75
Voluntary Alternate 1: Substitute for Cisco Firepower 4110	\$12,949.00
Voluntary Alternate 4: Adding a second 4110 appliance for redundancy	\$53,607.00
Voluntary Alternate 7: Adding IPS and AMP (Malware threat protection)	\$39,021.02
Voluntary Alternate 10: Adding IPS and AMP to redundant appliance	\$36,621.02
Voluntary Alternate 16: 2 Day support	\$12,000.00
Total Contract Amount	\$212,936.79
Contingency (10%)	\$21,293.68
Total Project Amount:	\$234,230.47

Livonia Public Schools
 Bid Tabulation
 Bid Package T16
 April 16, 2019

Data Communications Firewall	Sentinel Technologies	CDW
<u>Required Forms</u>		
Bid Bond	Y	Y
Familial Disclosure	Y	Y
Iran Affidavit	Y	Y
Acknowledge Addendums	Y	Y
<u>Bid Pricing</u>		
Base Bid	\$58,738.75	\$213,834.47
Mandatory Alternate 1	\$69,191.75	
Mandatory Alternate 2	\$308,670.57	
Mandatory Alternate 3	\$69,191.75	\$365,724.98
Voluntary Alt 1	\$12,949.00	
Voluntary Alt 2	\$43,554.00	
Voluntary Alt 3	\$42,903.00	
Voluntary Alt 4	\$53,607.00	
Voluntary Alt 5	\$84,524.00	
Voluntary Alt 6	\$13,249.74	
Voluntary Alt 7	\$39,021.02	
Voluntary Alt 8	\$63,435.91	
Voluntary Alt 9	\$10,849.74	
Voluntary Alt 10	\$36,621.02	
Voluntary Alt 11	\$61,035.91	
Voluntary Alt 12	\$1,945.00	
Voluntary Alt 13	\$88,526.50	
Voluntary Alt 14	\$151,012.80	
Voluntary Alt 15	\$115,842.00	
Voluntary Alt 16	\$12,000.00	

**Multiple options
 were provided as
 requested in the
 RFP**

Notes