



## ALEDO ISD BOARD MEETING TEMPLATE

**MEETING DATE:** October 18, 2021

**AGENDA ITEM:** Consider Approval of Purchase of Technology Annual License and Warranty Renewals

**PRESENTER:** Brooks Moore, Director of Technology and Earl Husfeld, Chief Financial Officer

### **BACKGROUND INFORMATION:**

- Per Board Policy CH (Local), any single, budgeted purchase of goods or services that costs \$50,000 or more, regardless of whether the goods or services are competitively purchased, shall require Board approval before a transaction may take place.
- As we discussed during the September 21 board meeting, as part of the 2015 Bond Program, the District upgraded all networking equipment with Cisco hardware district wide. All necessary Cisco licenses and warranty renewals were prepaid for five years. With the expiration of the licenses and warranties coming due this year, Administration is recommending a one-year extension for all items.
  - Hardware warranty items (SmartNet) included in these renewals are network switches, routers, wireless access points, servers, and voice over IP telephones.
  - Software licensing items include network security applications (Identity Service Engine and Umbrella), voice (Flex VoIP), collaboration applications (Webex), and server virtualization (VMware).
- The District has other software applications that require an annual renewal. The cumulative total of these items exceeds \$50,000 to the preferred vendor, CDW-G.
  - Microsoft – Aledo ISD uses Microsoft software throughout the District on both staff and student computers and in the data center on district servers.
  - Lightspeed Content Filter – All internet content is filtered through the District's Lightspeed content filter.
  - KnowBe4 – All school districts are required to conduct annual cybersecurity awareness training. The District uses KnowBe4 to train staff for this yearly requirement.
  - IncidentIQ – Software the District uses to manage Chromebook deployment.

### **FISCAL INFORMATION:**

The total cost of these items is \$219,644.94 and will be paid from budgeted funds in General Fund 199.



## **ALEDO ISD BOARD MEETING TEMPLATE**

### **ATTACHMENTS:**

Purchases/Quotes/Proposals for Consideration/Approval and Quotes from Netsync and CDW·G LLC.

### **ADMINISTRATIVE RECOMMENDATION:**

The Administration recommends the Board of Trustees approve the purchase of technology annual license and warranty renewals as presented.

**ALEDO INDEPENDENT SCHOOL DISTRICT  
PURCHASES/QUOTES/PROPOSALS FOR CONSIDERATION/APPROVAL  
OCTOBER 18, 2021**

<b>BID/COOPERATIVE</b>	<b>DESCRIPTION/FUNDING SOURCE</b>	<b>AMOUNT</b>	<b>RECOMMENDED VENDOR(S)</b>
	Technology Annual License and Warranty Renewals (General Fund 199):		
State of Texas DIR State of Texas DIR State of Texas DIR State of Texas DIR	Cisco Voice Flex Licensing and Webex Cisco SmartNet Cisco Umbrella Cisco Identity Service Engine/VMware	\$65,595.00 \$29,392.60 \$12,106.16 <u>\$25,041.60</u> <u>\$132,135.36</u>	1. Netsync
State of Texas DIR ESC Region 11 RFP 20-04-25 NIPA ESCR4 (R171001) NIPA ESCR4 (R160201)	Microsoft Lightspeed Content Filter KnowBe4 IncidentIQ	\$34,708.58 \$25,823.00 \$8,645.00 <u>\$18,333.00</u> <u>\$87,509.58</u>	1. CDW-G LLC

Quote #:	AAAQ345375-04
Date:	09/17/2021
Valid for:	30 Days

Sell To Contact	Inside Sales	Account Manager
Aledo ISD bmoore@aledo.k12.tx.us 817.441.5184	Timothy Fain tfain@netsync.com 512-762-1365	Kristy L Dice kdice@netsync.com

Please send purchase order to: [PO@netsync.com](mailto:PO@netsync.com)

Line #	Part	Description	Qty	Unit Price	Ext Price
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Main Site Sub Total 132,135.36

2021 Smartnet Renewal Through 11-1-2022

1.0	2021SMARTNET	2021 Cisco Smartnet Renewal - As per CCW-R Quotes 211804072, 231843126	1	29,392.60	29,392.60
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Cisco Umbrella Cloud Security 1YR

2.0	UMBRELLA-SUB	Umbrella Cloud Security Subscription	1	0.00	0.00
2.1.0	UMB-INSIGHTS-K9	Umbrella Insights Unit Price: 23.51 Each per Year Duration: 1 Years, Billing Frequency: Prepaid	400	23.51	9,404.00
2.2.0	UMB-SUPT-G	Umbrella Support - Gold Unit Price: 225.18 Each per Month Duration: 1 Years, Billing Frequency: Prepaid	1	2,702.16	2,702.16

Cisco ISE Virtual Machine

3.0	R-ISE-VMM-K9=	Cisco ISE Virtual Machine Medium	6	2,400.00	14,400.00
3.1.0	CON-ECMU-RVISEVM9	SWSS UPGRADES Cisco ISE Virtual Machine Medium Duration: 1.00 Years	6	1,773.60	10,641.60

Cisco Webex Calling - YEAR 1

4.0	A-FLEX-3-EDU	Flex 3.0 for Education	1	0.00	0.00
4.1.0	SVS-FLEX-SUPT-BAS	Basic Support for Flex Plan	1	0.00	0.00
4.2.0	A-AUD-EDGEAUD-USER	Webex Edge Audio (1)	750	0.00	0.00
4.3.0	A-FLEX-FILESTG-ENT	File Storage Entitlement	158000	0.00	0.00
4.4.0	A-FLEX-P-CA	Common Area Smart License (1)	375	0.00	0.00
4.5.0	A-FLEX-PROPACK-ENT	Pro Pack for Cisco Control Hub Entitlement	900	0.00	0.00
4.6.0	A-FLEX-EXP-RMS	Expressway Rich Media Session (1)	150	0.00	0.00
4.7.0	A-FLEX-MSUITE-FAC	Cloud Meetings Entitlement for Faculty/Staff	900	0.00	0.00
4.8.0	A-AUD-TOLLDIALIN	Meetings Toll Dial-In Audio (1)	750	0.00	0.00
4.9.0	A-FLEX-SRST-E	SRST Endpoints (1)	900	0.00	0.00
4.10.0	A-FLEX-P-EA	On-Premises Smart License - EA (1)	900	0.00	0.00
4.11.0	A-FLEX-EA-E-K-STU	EA Students for K-12	7000	0.00	0.00
4.12.0	A-FLEX-C-DEV-ENT	Cloud Device Registration Entitlement	900	0.00	0.00
4.13.0	A-FLEX-EXP-PAK	Expressway Product Authorization Key (1)	1	0.00	0.00
4.14.0	A-FLEX-WXA-MTG-ENT	Webex Assistant for Meetings Entitlement	900	0.00	0.00
4.15.0	A-FLEX-NBR-STG	Webex Cloud Recording Storage Entitlement	37500	0.00	0.00
4.16.0	A-FLEX-P-ER	Emergency Responder Smart License (1)	2250	0.00	0.00
4.17.0	A-FLEX-EA-MPL-E-K	EA Cloud Meetings with EA On Prem Calling for K-12 - YEAR 1 of 3 YEARS, Billing Frequency: Yearly	750	87.46	65,595.00

# NETSYNC

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

# QUOTE

AAAQ345375-04

Quote #:	AAAQ345375-04
Date:	09/17/2021
Valid for:	30 Days

Line #	Part	Description	Qty	Unit Price	Ext Price
4.18.0	A-FLEX-SW-12.5-K9	On-Premises & Partner Hosted Calling SW Bundle v12.5 (1)	1	0.00	0.00
4.19.0	A-AUD-EDU-VOIP	Included VoIP for Education	1	0.00	0.00
4.20.0	A-FLEX-MSG-ENT	Messaging Entitlement	7900	0.00	0.00
4.21.0	A-FLEX-P-ACC	Access Smart License (1)	150	0.00	0.00
4.22.0	A-FLEX-P-UCXN	Unity Connection Smart License (1)	1275	0.00	0.00
4.23.0	A-FLEX-SME-S	Session Manager (1)	1	0.00	0.00

## Notes

Combined - Smartnet, Umbrella, ISE, WebEx & FLEX

Cisco Systems TX|DIR-TSO-4167

Total	132,135.36
Tax/Vat	0.00
Shipping	0.00
<b>Grand Total USD</b>	<b>132,135.36</b>

# QUOTE CONFIRMATION



**DEAR BROOKS MOORE,**

Thank you for considering CDW•G LLC for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.



**ACCOUNT MANAGER NOTES:** Here is the renewal quote based on last year. Thanks!

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
MJZJ583	9/23/2021	MS RENEWAL	4039233	<b>\$34,708.58</b>

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">Microsoft Desktop Education - license &amp; software assurance - 1 license</a> Mfg. Part#: 2UJ-00012 UNSPSC: 43233004 Electronic distribution - NO MEDIA Contract: MARKET	543	2320206	\$55.85	\$30,326.55
<a href="#">Microsoft Windows Server Datacenter Edition - license &amp; software assurance</a> Mfg. Part#: 9EA-00315 UNSPSC: 43233004 12 licenses per server X 6 = 72ea. 2-core licenses Electronic distribution - NO MEDIA Contract: MARKET	76	4323433	\$45.00	\$3,420.00
<a href="#">Microsoft Exchange Server Standard Edition - license &amp; software assurance -</a> Mfg. Part#: 312-04098 UNSPSC: 43232915 Electronic distribution - NO MEDIA Contract: MARKET	3	2320241	\$67.89	\$203.67
<a href="#">Microsoft SQL Server Standard Core Edition - license &amp; software assurance -</a> Mfg. Part#: 7NQ-00051 UNSPSC: 43232304 Electronic distribution - NO MEDIA Contract: MARKET	2	2673549	\$328.44	\$656.88
<a href="#">Microsoft Enterprise CAL - subscription license - 1 user</a> Mfg. Part#: 6QV-00002 UNSPSC: 43233004 Electronic distribution - NO MEDIA Contract: MARKET	2	3098625	\$0.00	\$0.00
<a href="#">Microsoft Project Professional - license &amp; software assurance - 1 PC - with</a> Mfg. Part#: H30-03428 UNSPSC: 43231507	1	2319927	\$66.07	\$66.07

QUOTE DETAILS (CONT.)				
Electronic distribution - NO MEDIA Contract: MARKET				
<a href="#">Microsoft Visio Pro for Office 365 - subscription license - 1 user</a>	1	3203089	\$27.76	\$27.76
Mfg. Part#: DV2-00002 UNSPSC: 43231507 Electronic distribution - NO MEDIA Contract: MARKET				
<a href="#">Microsoft Azure Active Directory Premium - subscription license (1 month) -</a>	1	3634212	\$7.65	\$7.65
Mfg. Part#: GN9-00010 UNSPSC: 43232901 Electronic distribution - NO MEDIA Contract: MARKET				

PURCHASER BILLING INFO	SUBTOTAL	\$34,708.58
<b>Billing Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT ACCOUNTS PAYABLES 1008 BAILEY RANCH RD ALEDO, TX 76008-3110 <b>Phone:</b> (817) 441-5176 <b>Payment Terms:</b> NET 30 Days-Govt/Ed	<b>SHIPPING</b>	\$0.00
	<b>SALES TAX</b>	\$0.00
	<b>GRAND TOTAL</b>	<b>\$34,708.58</b>
	<b>DELIVER TO</b> <b>Shipping Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT BROOKS MOORE 1 DEAN DR ALEDO, TX 76008-3100 <b>Phone:</b> 817441832 <b>Shipping Method:</b> ELECTRONIC DISTRIBUTION	
<b>Please remit payments to:</b> CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515		

Need Assistance? CDW•G LLC SALES CONTACT INFORMATION

	CDW Account Team - Corey and Becky		(866) 222-9713		coreyandbecky@cdw.com
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LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
<b>\$34,708.58</b>	<b>\$938.87/Month</b>	<b>\$34,708.58</b>	<b>\$1,081.87/Month</b>

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdw.com/content/terms-conditions/product-sales.aspx>  
For more information, contact a CDW account manager

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# QUOTE CONFIRMATION



**DEAR BROOKS MOORE,**

Thank you for considering CDW•G LLC for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.



**ACCOUNT MANAGER NOTES:** Relay renewal quote.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
MHMD215	8/16/2021	LIGHTSPEED	4039233	\$25,823.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">Lightspeed Filter - subscription license (1 year) - 1 license</a>	7378	6377907	\$3.50	\$25,823.00
Mfg. Part#: FLTR-1				
Electronic distribution - NO MEDIA				
Contract: ESC Region 11 RFP#20-04-25 Cloud-Based Filtering (RFP # 20-04-25)				

PURCHASER BILLING INFO		SUBTOTAL	\$25,823.00
<b>Billing Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT ACCOUNTS PAYABLES 1008 BAILEY RANCH RD ALEDO, TX 76008-3110 <b>Phone:</b> (817) 441-5176 <b>Payment Terms:</b> NET 30 Days-Govt/Ed		SHIPPING	\$0.00
		SALES TAX	\$0.00
		GRAND TOTAL	<b>\$25,823.00</b>
DELIVER TO		Please remit payments to:	
<b>Shipping Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT BROOKS MOORE 1 DEAN DR ALEDO, TX 76008-3100 <b>Phone:</b> 817441832 <b>Shipping Method:</b> ELECTRONIC DISTRIBUTION		CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	

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	CDW Account Team - Corey and Becky	(866) 222-9713	coreyandbecky@cdw.com

LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$25,823.00	\$698.51/Month	\$25,823.00	\$804.90/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

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**ACCOUNT MANAGER NOTES:** Here is the updated pricing back from KnowBe4. he got the Platinum down below the Gold pricing.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
MKCK270	9/27/2021	KNOWBE4	4039233	\$8,645.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">KnowBe4 Security Awareness Training Platinum - subscription license (1 year)</a> Mfg. Part#: KMSATP-N-D12-G KnowBe4 Security Awareness Training Subscription Platinum Electronic distribution - NO MEDIA Contract: ESC R4/National IPA Total Cloud Solutions (R171001)	700	6399594	\$12.35	\$8,645.00

PURCHASER BILLING INFO		SUBTOTAL	\$8,645.00
<b>Billing Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT ACCOUNTS PAYABLES 1008 BAILEY RANCH RD ALEDO, TX 76008-3110 <b>Phone:</b> (817) 441-5176 <b>Payment Terms:</b> NET 30 Days-Govt/Ed		SHIPPING	\$0.00
		SALES TAX	\$0.00
		GRAND TOTAL	<b>\$8,645.00</b>
		<b>DELIVER TO</b>	
<b>Shipping Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT BROOKS MOORE 1008 BAILEY RANCH RD ALEDO, TX 76008-3110 <b>Phone:</b> (817) 441-5176 <b>Shipping Method:</b> ELECTRONIC DISTRIBUTION		CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	

Need Assistance? CDW•G LLC SALES CONTACT INFORMATION



CDW Account Team - Corey and Becky

(866) 222-9713

coreyandbecky@cdw.com

LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$8,645.00	\$242.84/Month	\$8,645.00	\$277.42/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

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MFTJ797	6/30/2021	INCIDENT IQ	4039233	<b>\$18,333.00</b>

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">LEXICON INCIDENT-IQ BASE PTFM SUB 1Y</a> Mfg. Part#: IIQ-2000 Electronic distribution - NO MEDIA Contract: NIPA ESCR4 Tech & IWB Solutions Products/Services (R160201)	1	5995915	\$13,095.00	\$13,095.00
<a href="#">LEXICON INCIDENTIQ TICKETING ADD-ON</a> Mfg. Part#: IIQ-6100 Electronic distribution - NO MEDIA Contract: NIPA ESCR4 Tech & IWB Solutions Products/Services (R160201)	1	6052696	\$5,238.00	\$5,238.00

PURCHASER BILLING INFO	SUBTOTAL	AMOUNT
<b>Billing Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT ACCOUNTS PAYABLES 1008 BAILEY RANCH RD ALEDO, TX 76008-3110 <b>Phone:</b> (817) 441-5176 <b>Payment Terms:</b> NET 30 Days-Govt/Ed	<b>SHIPPING</b>	\$0.00
	<b>SALES TAX</b>	\$0.00
	<b>GRAND TOTAL</b>	<b>\$18,333.00</b>
	<b>Please remit payments to:</b>	
<b>DELIVER TO</b> <b>Shipping Address:</b> ALEDO INDEPENDENT SCHOOL DISTRICT BROOKS MOORE 1 DEAN DR ALEDO, TX 76008-3100 <b>Phone:</b> 817441832 <b>Shipping Method:</b> ELECTRONIC DISTRIBUTION	CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	

Need Assistance? CDW•G LLC SALES CONTACT INFORMATION

	CDW Account Team - Corey and Becky		(866) 222-9713		coreyandbecky@cdw.com
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LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
<b>\$18,333.00</b>	<b>\$502.14/Month</b>	<b>\$18,333.00</b>	<b>\$577.12/Month</b>

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