



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: Feb 19 2020

- Purpose: [] Presentation/Report [] Recognition [] Discussion/ Possible Action
[] Closed/Executive Session [] Work Session [] Discussion Only [x] Consent

From: Scott Laleman, Director of Technology

Item Title: Approval of E-Rate Category 2 purchases for switches and battery backups

Description: Approve a contract with Computer Solutions, not to exceed \$150,000 for e-rate funded networking and battery backup equipment. This includes new network switches, a new batter backup system for the high school, and replacement batteries for several campuses. Computer Solutions was selected through the Universal Service Administrative Company (USAC) competitive bidding process. South San Antonio ISD will receive an 85% discount on e-rate eligible equipment and services if funded via e-rate

Historical Data: E-rate products are bid annually in various categories

Recommendation: Approve the e-rate category 2 contract with computer solutions

District Goal/Strategy:

Strategy 3 We will develop a strong support system which will provide meaningful and innovative instruction that promotes critical thinking and problem solving.

Funding Budget Code and Amount: 199 E 53 not to exceed \$150,000

APPROVED BY:

SIGNATURE

DATE

Chief Officer:

CFO Funding Approval:

Superintendent:

[Handwritten signatures for Chief Officer, CFO, and Superintendent]

[Handwritten date: 2.12.2020]

E-RATE 2020-21 BID EVALUATION GRID - TEXAS


Organization Name:	South San Antonio ISD		
Prepared by:	Jeremy Skay	Title:	Network Administrator
Signature:	Jeremy Skay	Date:	1/28/2020

Description of Service:												
Service Provider	E-Rate Eligible Costs	Other Costs - Not Eligible	Price-Erate	Price-Other Costs	Approved Vendor*	Reputation	Quality of Goods/Svcs	Meet District Needs	Past Relationship	Underutilized Business	Long-term cost	Total Points
<i>Points Possible for Each Bid</i>			20.000	5	15	10	10	10	10	10	10	100
1 Barcom	161,642.36		9.008	4.000	5	10	8	5	5	10	1	57.008
2 CDW	114,630.00		12.702	5.000	5	10	8	8	10	0	5	63.702
3 Computer Solutions	135,583.36		10.739	4.000	5	10	9	8	10	10	8	74.739
4 Intech	72,801.00		20.000	1.000	5	9	5	1	8	10	1	60.000
5 Netsync	129,871.67	11,589.53	11.211	2.000	5	9	9	6	8	10	5	65.211
6												0.000
7												0.000
8												0.000
9												0.000
10												0.000

EVALUATION RATIONALE (Attach additional pages as necessary)

*Approved Vendor includes vendor registration with Texas Department of Information Resources (DIR), Buyboard, TIPS/TAPS, The Cooperative Purchasing Network (TCPN), ESC Region, Dallas County Schools, or Educational Purchasing Cooperative of North Texas (EPCNT)

E-RATE 2020-21 BID EVALUATION GRID - TEXAS

Organization Name:	South San Antonio ISD		
Prepared by:	Scott Laleman	Title:	Director of Technology
Signature:		Date:	1/28/2020

Description of Service:												
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1 Barcom	161,642.36		9.008	5.000	5	10	10	6	0	10	5	60.008
2 Netsync	129,821.67	11,589.53	11.216	3.000	5	10	10	8	10	10	8	75.216
3 CDWG	114,630.00		12.702	5.000	5	10	10	6	10	0	8	66.702
4 Intech	72,801.00		20.000	5.000	5	10	10	3	10	0	5	68.000
5 Computer solutions	135,583.36		10.739	5.000	5	10	10	8	10	10	10	78.739
6												0.000
7												0.000
8												0.000
9												0.000
10												0.000

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CONTRACT FOR E-RATE PRODUCTS AND/OR SERVICES FY2020

APPLICANT	SOUTH SAN ANTONIO ISD	PROVIDER	GREAT SOUTH TX Corp / COMPUTER SOLUTIONS
Contact Name	SCOTT LALEMAN	Contact Name	CRAIG WATKINS
Contact Email		Contact Email	CWATKINS@COMSOLTX.COM
Address		Address	814 ARION PKWY, STE 101
City, ST, Zip		City, ST, Zip	SA TX 78216
USAC BEN		USAC SPIN	143005689
FCC Form 470 #	200005081	Bid #	RFP 2020-02 Doc# 102108
E-Rate RFP #	RFP 2020-02	Bid Amount \$	\$134,461.36
Number of annual renewals allowed for this agreement:		4 (four)	

SERVICES

The Provider agrees to provide to the Applicant the products and/or services as specified in the Provider's Bid and incorporated with the Applicant's E-Rate RFP and FCC Form 470 as listed above.

RECITALS

Pursuant to the Schools and Libraries Universal Services Support Mechanism (E-Rate) contained in the Universal Service Provisions of the Telecommunications Act of 1996 [47 U.S.C. § 254. Telecommunications Act of 1996, Pub. L. No. 104-104, 110 Stat. 56 (1996) ("1996 Act")], Applicant advertised for certain products and services. Provider submitted a bid to provide same. In accordance with the requirements of the regulations implementing the Act, Applicant considered the bid and determined that it should be accepted. The parties are now ready to enter into a contract for the furnishing of such products and/or services and they set their agreement in writing as follows:

AGREEMENT

For and in consideration of the payment of the sums of money specified herein, together with other good and valuable consideration, Provider does hereby agree to furnish, and Applicant does hereby agree to accept and pay the discounted price for the products and/or services bid.

The term of this contract shall commence on or after July 1, 2020 and shall terminate on (a) June 30, 2021 for recurring services or (b) September 30, 2021 for non-recurring services. The contract expiration for non-recurring services shall be automatically extended to align with SLD authorized extensions due to late funding and changes in products and/or services approved on or after March 1st. This agreement may be extended annually and voluntarily by mutual written ratification up to the number of renewals listed above. The Applicant must issue a written notice to proceed to the Provider prior to commencement of service, delivery or installation. The Applicant is under no obligation to pay if the Provider commences work without the Applicant's written notice to proceed.

If the Schools and Libraries Division ("SLD"), Administrator of the Universal Services Support Mechanism, or its successor, should fail to approve all of or any part of the products and services covered by this contract, the Applicant shall have the right, at its option, to cancel this contract, as to that part of the products and services disallowed for discount pricing. If, after approval of discount funding by SLD or its successor, Applicant's governing board should fail to approve all of or any part of the products and services covered by this contract, the Applicant shall have the right, at its option, to cancel this contract as to that part of the products and services disallowed by the governing board. The total costs of the products and services shall not exceed the Bid Amount. In no circumstances shall Applicant be liable for an amount exceeding the Applicant's non-discount share unless Applicant's governing board specifically waives this provision in writing.

For Applicant:

Applicant Signature _____

Date _____

Printed Name: _____

Title: _____

For Provider:

Provider Signature _____

Date _____

Printed Name: _____

Title: _____

1/14/2020



Craig A. Watkins

Account Executive



Laleman, Scott <scott.laleman@southsanisd.net>

ComSol Quote #1021087 - Erate RFP - FY2020-02 - Cat 2 Network/UPS

3 messages

Craig Watkins <cwatkins@comsoltx.com>

Wed, Jan 29, 2020 at 7:23 AM

To: "Skay, Jeremy D" <jeremy.skay@southsanisd.net>, Scott Laleman <slaleman@southsanisd.net>

Cc: Mike Garcia <mgarcia@comsoltx.com>

Jeremy,

Please see the updated quote requested, I have added the following as we discussed on the phone yesterday.

L-C3850-48-L-S – Cisco 3850 LAN Base to IP Base License Upgrade Qty 1

SFP-10G-LR-S= - Cisco 10G LR Single Mode Long Reach SFP's – Qty 4

Both of these items were discounted at the same pricing level as the other Cisco items in the quote and they were inserted in the #2 Section of switches.

Please let me know if you need any other changes or if I can assist any further.

Thanks for this opportunity, we truly appreciate it.

Thanks,

Craig

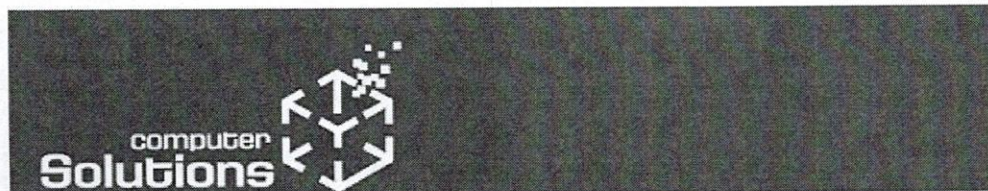
Craig Watkins CCDA, CCNA (RS, Sec, Collab, Wireless), CMNA

Account Executive

Direct: 210-369-0355

Email: cwatkins@comsoltx.com

Web: www.comsoltx.com



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[v_3/2018]

Quote 1021087.pdf
58K

Skay, Jeremy D <jeremy.skay@southsanisd.net>
To: Craig Watkins <cwatkins@comsoltx.com>
Cc: Scott Laleman <slaleman@southsanisd.net>, Mike Garcia <mgarcia@comsoltx.com>

Wed, Jan 29, 2020 at 10:30 AM

The sfp should be quantity 4

thank you

Jeremy Skay
Network Administrator
SouthSan School District

[Quoted text hidden]

Craig Watkins <cwatkins@comsoltx.com>
To: "Skay, Jeremy D" <jeremy.skay@southsanisd.net>
Cc: Scott Laleman <slaleman@southsanisd.net>, Mike Garcia <mgarcia@comsoltx.com>

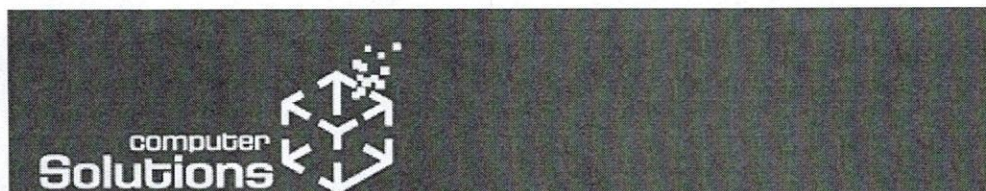
Wed, Jan 29, 2020 at 11:54 AM

Please see updated quote attached with the correct quantity.

Thanks,

Craig

Craig Watkins CCDA, CCNA (RS, Sec, Collab,
Wireless), CMNA
Account Executive
Direct: 210-369-0355
Email: cwatkins@comsoltx.com
Web: www.comsoltx.com



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[v_3/2018]

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Quote 1021087 (4).pdf
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