

BID AWARD RECOMMENDATION

DATE OF ISSUANCE: January 18, 2024
PROJECT: Okemos Public Schools – District Wide Network Upgrades – Bid Pack ST2
OWNER: Okemos Public Schools
ARCHITECT’S PROJECT NO.: 22-130.40
ORIGINAL BID ISSUE DATE: December 13, 2023

[BID CATEGORY 1 & 2 – ETHERNET SWITCHES](#)

[BID CATEGORY 2 – WIRELESS ACCESS POINTS](#)

[E-RATE INFORMATION](#)

[SUMMARY](#)

Bid Categories 1 – Ethernet Switches

Basis of Design – Cisco Solution

Number of Bids received: 4

Bidder	Price	Solution
Moss	\$624,717.67	Aruba
People Driven Technology	\$462,854.20	Juniper
Sentinel	\$668,691.85	Cisco
Vector Tech Group	\$466,903.90	Ruckus

RECOMMENDATION: Award Bid Category 1 to Sentinel for \$668,691.85

Sentinel is recommended for the following reasons:

1. Their solution is the District’s preferred solution (Cisco).
2. Sentinel provided a robust solution with a well-established manufacturer of network gear.
3. OPS IT Staff has received Cisco training with the plans to have more of the team attend training.

Moss // People Driven Technology – Recently, Aruba had lead times of almost 1-2 years for their equipment due to the chip shortage. Aruba is currently owned by HPS and Juniper is currently being purchased by HPS. This causes concern that the Aruba & Juniper solutions may be subjected to product discontinuation, significant product changes and lack of support. Due to these concerns, it is not recommended to pursue an Aruba or Juniper solution.

Vector Tech Group – OPS has worked with VTG in the past. VTG provided the Ruckus wireless solution years ago and there are regular failures of the equipment. In addition, the service & support provided by VTG has been difficult considering VTG does not call or email back to OPS. Due to this, it is not recommended to pursue the Ruckus solution with Vector Tech Group.

Bid Category 2 – Wireless Access Points

Basis of Design – Cisco Solution

Number of Bids received: 4

Bidder	Price	Solution
Moss	\$358,348.59	Aruba
People Driven Technology	\$427,309.10	Juniper
Sentinel	\$459,920.00	Cisco
Vector Tech Group	\$449,969.88	Ruckus

RECOMMENDATION: Award Bid Category 2 to Sentinel for \$459,920.00.

Sentinel is recommended for the following reasons:

1. Their solution is the district’s preferred solution (Cisco).
2. Sentinel provided a robust solution with a well-established manufacturer of network gear.
3. OPS IT Staff have received Cisco training with a plan to have more of the team attend training.

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E-Rate Information

The FCC's E-Rate program makes telecommunications and information services more affordable for schools and libraries. With funding from the Universal Service Fund (fcc.gov/general/universal-service-fund), E-Rate provides discounts for telecommunications, Internet access, and internal connections to eligible schools and libraries.

The contracts being proposed here between the contractors and OPS will be for the larger amount. The E-Rate program will reimburse the district for up to 40% of that cost. OPS will be billed by the contractor for the full base bid amount. OPS will then be reimbursed by E-Rate. E-Rate has historically been quick to reimburse the expected amounts, reducing the time of expenditure of the larger amount. There is a maximum that E-Rate will reimburse for the district within a given time. The amounts included here are within those limits.

Summary

	Total	*E-Rate Eligible	Estimated E-Rate Funding	Estimated OPS Funding
Bid Category 1 - Ethernet Switches	\$668,691.85	\$601,822.67	\$240,729.07	\$427,962.78
Bid Category 2 - Wireless Access Points	\$459,920.00	\$413,928.00	\$165,571.20	\$294,348.80

*E-Rate eligible is the total less 10% due to not all items being reimbursable. 10% is an estimate and will be finalized by OPS E-Rate consultant.

Base Bid Sub-Total	\$1,128,611.85
Estimated E-Rate Reimbursement	\$406,300.27
Estimated OPS Funding	\$722,311.58

Total Amount Requested for Board Approval	\$1,128,611.85
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Bid Release: December 13, 2023

Bid Opening: January 12, 2024

Invited Bidders: 11

Prebid Attendees: 4

Bids Submitted: 4