

March 23, 2015

Ms. Sheila Alles  
 Director of Academic Services  
 Livonia Public Schools  
 15125 Farmington Road  
 Livonia, MI 48154

RE: Contract Award Recommendation for Bid Package T3

Dear Ms. Alles:

Plante Moran CRESA is pleased to provide the recommendation for award for technology Bid Package T3 for the following items:

- Classroom AV
- Structured Cabling
- Servers and Storage
- Video Surveillance

Upon review of the proposals received, it is our recommendation that the contract be awarded to the following vendors in the identified amounts. Recommended project contingencies for each award are identified, as are total award amounts.

Project	Recommended Vendor	Contract Amount	Contingency (10%)	Percent off Educational List Pricing	Total Award
Classroom AV	VSC, Inc.	\$1,669,632	\$166,963	n/a	<b>\$1,836,595</b>
Structured Cabling	Amcomm Telecommunications	\$908,000	\$90,800	n/a	<b>\$998,800</b>
Servers & Storage	Sentinel Technologies	\$47,322	\$4,732	59% - servers 50% - data storage (1)	<b>\$52,054</b>
Video Surveillance	Sentinel Technologies	\$638,097	\$63,810	n/a	<b>\$701,907</b>

NOTES:

- (1) Initial contract for Servers & Storage will be \$47,322 for services only, hardware purchases of up to the bond budget amount of \$900,000 are intended to be made from the awarded vendor (contingent upon Board approval). These purchases will be made using the competitively bid discount off educational list pricing (59% off servers, 50% for data storage) presented in Sentinel's proposal.

All awards on this recommendation are within the budgeted amount for their respective categories for these items.

**Background**

Barton Malow technology worked with PMC and LPS staff to identify the requirements hardware and professional services for classroom AV solutions, structured cabling, servers & data storage solutions and video surveillance. The RFP was developed with base bid items for work to be completed in 2015, and alternates for the remaining buildings to be renovated in future phases. The RFP was released to vendors on February 13, 2015 with proposals due from the vendors on March 5, 2015. Multiple proposals were received for each project as follows, with several vendors submitting voluntary alternates to the base bid requirements.

- Classroom AV – 6 Proposals
- Structured Cabling – 2 Proposals
- Servers & Storage – 3 Proposals
- Video Surveillance – 6 Proposals

Detailed proposal analysis was conducted, including evaluation of alternates. Finalist vendors were interviewed to ensure that their proposals were inclusive of the required scope of work. The Project Team is available at the Board's convenience to answer any questions regarding bidding, the interview process, or the recommendations of the Bond Team.

Sincerely,

PLANTE MORAN CRESA



Paul Theriault, PE, LEED AP  
Vice President

Enclosures: Award Recommendation Letter  
Bid Tabulations

INFORMATION / TECHNOLOGY - BUDGET SUMMARY

	IT Implementation		
Building	Budget	Actual	Variance
27:1 Structured Cabling	\$ 1,070,925	\$ 908,000	\$ 162,925
27:2 Classroom AV	\$ 2,374,400	\$ 1,669,632	\$ 704,768
27:3 Servers and Storage**	\$ 390,000	\$ 47,322	\$ 342,678
28:1 Video Surveillance	\$ 698,000	\$ 638,097	\$ 59,903
Totals	\$ 4,533,325	\$ 3,263,051	\$ 1,270,274

	IT Contingency		
Building	Budget	Actual	Variance
27:1 Structured Cabling	\$ 64,256	\$ 90,800	\$ (26,544)
27:2 Classroom AV	\$ 142,464	\$ 166,963	\$ (24,499)
27:3 Servers and Storage	\$ 77,400	\$ 4,732	\$ 72,668
28:1 Video Surveillance	\$ 41,880	\$ 63,810	\$ (21,930)
Totals	\$ 326,000	\$ 326,305	\$ (305)

	Total Project Costs		
Building	Budget	Actual	Variance
27:1 Structured Cabling	\$ 1,135,181	\$ 998,800	\$ 136,381
27:2 Classroom AV	\$ 2,516,864	\$ 1,836,595	\$ 680,269
27:3 Servers and Storage	\$ 467,400	\$ 52,054	\$ 415,346
28:1 Video Surveillance	\$ 739,880	\$ 701,907	\$ 37,973
Totals	\$ 4,859,325	\$ 3,589,356	\$ 1,269,969

\*\*\$900,000.00 allowance from budget for server and storage hardware solution to be purchased using bid pricing at a later date

March 18, 2015

Ms. Sheila Alles  
Director of Academic Services  
Livonia Public Schools  
15125 Farmington Rd.  
Livonia, MI 48154

Subject: 2013 Bond Program: Technology Award

Dear Ms. Alles:

Bids were received on March 5, 2015 for Bid Package T3. Bid Package T3 includes 4 separate bid categories for: (1) Classroom AV, (2) Structured Cabling, (3) Server and Storage (4) Video Surveillance. Category 27:2 includes interactive projectors, AV cabling, and installation. Category 27:1 includes the voice and data cabling. Category 27:3 is the selection of the integrator as a professional service for the upgrades to the district MDF including, servers, storage, backup and VMware. Category 28:1 consists of the Video Surveillance. The bids were structured around a base bid for 2015 work with alternates for the remaining buildings to be renovated in future phases.

#### **Bid Evaluation Summary and Recommendations**

After an extensive review of all bid proposals, a thorough post-bid interview was held with seven of the bidders to verify that proposals were inclusive of the scope of work, evaluate bid alternates, and gather information on related experience. Additionally, district safety and technology staff participated in product demonstrations for short-listed vendors in the Video Surveillance category. The attached Bid Tabulations indicate the bids received, company name, base bid, and recommended alternates.

Based upon the evaluation of the project team, we recommend that a contract be awarded to the following companies. **All bids are within the bond budget allocated for this work.**

#### **Bid Package T3: Category 27:2 – Classroom AV**

##### **VSC, INC – Novi, MI**

Base Bid	\$871,821.00
Alternate for future phase buildings	\$797,811.00
<b>Total Contract Amount</b>	<b>\$1,669,632.00</b>
Contingency (10%)	\$166,963.00
<b>Total Project Amount:</b>	<b>\$1,836,595.00</b>

This includes the projectors and associated AV cabling for the classrooms throughout the district and will tie into the sound field systems installed in the initial buildings as well as the future buildings. The projectors are Epson 585wi and are ultra-short throw projectors which will be wall mounted. These are interactive dual pen based projectors which provide 3300 lumens and two (2) HDMI ports. There is also a spare lamp included for each projector.

#### **Bid Package T3: Category 27:1 – Structured Cabling**

##### **Amcomm Telecommunication Inc. – White Lake, MI**

Base Bid	\$318,000.00
Alternate for future phase buildings	\$590,000.00
<b>Total Contract Amount</b>	<b>\$908,000.00</b>
Contingency (10%)	\$90,800.00
<b>Total Project Amount:</b>	<b>\$998,800.00</b>

This category replaces the existing category 5/5e cabling with category 6 cabling in the all buildings being renovated this summer and acceptance of the alternate will include the buildings being renovated in future years. The new category 6 cabling that will support increased speeds made available as a result of the fiber optic cabling put in place last summer.



**Bid Package T3: Category 27:3 – Servers and Storage**

**Sentinel Technologies, Inc. – Ann Arbor, MI**

Base Bid Labor	\$47,322.00
<b>Total Contract Amount</b>	<b>\$47,322.00</b>
Contingency (10%)	\$ 4,732.00
<b>Total Project Amount:</b>	<b>\$52,054.00</b>

The approval of this contract will include discovery and planning sessions in conjunction with district IT staff to lay the ground work for the equipment required for server and storage needs. Once the equipment and storage needs have been finalized, a PO will be issued for the equipment based on bid pricing and/or cooperative bid pricing. The installation and configuration of the anticipated equipment is included in the base bid contract for labor.

**Bid Package T3: Category 28:1 – Video Surveillance**

**Sentinel Technologies, Inc. – Ann Arbor, MI**

Base Bid	\$627,141.00
Alternate to use 5MP Cameras	\$10,956.00
<b>Total Contract Amount</b>	<b>\$638,097.00</b>
Contingency (10%)	\$63,810.00
<b>Total Project Amount:</b>	<b>\$701,907.00</b>

The new Video Surveillance system will include cameras for all buildings and 35 days of storage for the first 11 buildings. The storage for the remaining buildings will be procured along with the servers/storage included in Category 27:3.

Upon approval by the Board of Education, contracts for base bids and alternates will be issued as shown above. If you have any questions, please call me at (810) 343-2042.

Sincerely,

Robert W. Greager  
Project Manager  
Barton Malow, Technology Services

Livonia Public Schools  
BP T3

Bid Date: 03-05-15	BID TABULATION								
	Bidder	Security	Disclosure	Iran	Equal Opp	Opening Base Bid Amount	Educational Discount List Price Percentage Off Servers	Educational Discount List Price Percentage Off Storage	Total Recommended Amount
27.3 Servers and Storage	Data Strategy	X	X	X	X	112,392.00	40%	40%	
	<b>Sentinel</b>	X	X	X	X	<b>47,322.24</b>	<b>59%</b>	<b>50%</b>	<b>47,322</b>
	Inacomp	X	X	X	X	45,767.00	20% to 60%	20% to 60%	
Notes									