



ALEDO ISD BOARD MEETING TEMPLATE

MEETING DATE: August 21, 2023

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 with you during the June 19, 2023 board meeting, the District has historically carried both hardware and software warranty agreements (SmartNet) with Cisco Systems in order to maintain a healthy network. Hardware included in these agreements are network switches, routers, wireless access points, servers, and voice over IP telephones. Software items include network security applications (Identity Service Engine and Umbrella), voice (Flex VoIP), collaboration applications (Webex), and server virtualization (VMware).
- The District also utilizes other software applications that require an annual licensing renewal. The cumulative total of these items exceeds \$50,000 to the preferred vendor, CDWG and GoGuardian.
 - Microsoft – Aledo ISD uses Microsoft software throughout the District on both staff and student computers and in the datacenter on district servers.
 - GoGuardian Content Filter – All internet content is filtered through the District's GoGuardian content filter.
 - GoGuardian Pear Deck – Interactive lesson platform that teachers use to connect with students.

FISCAL INFORMATION:

The total cost of these items is \$267,755.42 and will be paid from budgeted funds in General Fund 199.

ATTACHMENTS:

Purchases/Quotes for Consideration/Approval and Quotes from Netsync, CDWG, and GoGuardian

ADMINISTRATIVE RECOMMENDATION:

The Administration recommends the Board of Trustees approve the purchase of technology annual license and warranty renewals for the 2023-2024 school year as presented.

**ALEDO INDEPENDENT SCHOOL DISTRICT
PURCHASES/QUOTES FOR CONSIDERATION/APPROVAL
August 21, 2023**

BID/COOPERATIVE	DESCRIPTION/FUNDING SOURCE	AMOUNT	RECOMMENDED VENDOR(S)
	Annual Technology License and Warranty Renewals (General Fund 199):		
State of Texas DIR	Cisco Licensing and Warranty Renewals	\$141,568.44	1. Netsync
TIPS Cooperative - 230105 Tech Solutions, Products, and Services	Microsoft Licensing Renewal	\$55,394.31	1. CDWG
State of Texas DIR	GoGuardian Content Filter and Pear Deck	\$70,792.67	1. GoGuardian

NETSYNC

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

QUOTE

AAAQ396676

Quote #:	AAAQ396676
Date:	08/16/2023
Valid for:	30 Days

Customer	Inside Sales	Account Manager
Aledo ISD mlotter@aledoisd.org 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

Line #	Part	Description	Qty	Unit Price	Ext Price
Main Site					Sub Total 379,867.20

Requested For : 60.00 Months (5 Years) (\$75,973.44 billed annually)

1.0	EA3-M	Cisco EA 3.0 BUNDLE	1	0.00	0.00
1.1.0	E3-N-AS	Cisco DNA Switching	1	0.00	0.00
1.1.1.0	E3N-C95005-A	C9500 CISCO DNA EA Advantage 48Y4C Unit Price: 223.28 Each per Month Duration: 5 Years, Billing Frequency: Yearly	2	13,396.80	26,793.60
1.1.2.0	E3N-C95002-A	C9500 CISCO DNA EA Advantage Low (12Q/16X) Unit Price: 130.95 Each per Month Duration: 5 Years, Billing Frequency: Yearly	2	7,857.00	15,714.00
1.1.3.0	E3N-AS-S	Support for EA DNA Switching	1	0.00	0.00
1.1.4.0	E3N-C93002-E	C9300 48-port CISCO DNA EA Essentials Unit Price: 20.70 Each per Month Duration: 5 Years, Billing Frequency: Yearly	107	1,242.00	132,894.00
1.1.5.0	E3N-C3560CX2-A	C3560CX CISCO DNA EA Advantage 12-Port Unit Price: 12.95 Each per Month Duration: 5 Years, Billing Frequency: Yearly	13	777.00	10,101.00
1.1.6.0	E3N-C95006-A	C9500 CISCO DNA EA Advantage 24Y4C Unit Price: 130.95 Each per Month Duration: 5 Years, Billing Frequency: Yearly	2	7,857.00	15,714.00
1.2.0	E3-N-AIR	Cisco DNA Wireless	1	0.00	0.00
1.2.1.0	E3N-AIRWLAN-A	Wireless CISCO DNA EA Advantage Unit Price: 10.24 Each per Month Duration: 5 Years, Billing Frequency: Yearly	8	614.40	4,915.20
1.2.2.0	E3N-AIRWLN-ED-A	Wireless CISCO DNA EDU EA Advantage Unit Price: 10.24 Each per Month Duration: 5 Years, Billing Frequency: Yearly	398	614.40	244,531.20
1.2.3.0	E3N-AIR-S	Support for EA DNA Wireless	1	0.00	0.00
1.3.0	E3N-ENTWAN	Cisco DNA SD-WAN & Routing	1	0.00	0.00
1.3.1.0	E3N-OP-ENTWAN-S	Support for EA SD-WAN & Routing	1	0.00	0.00
1.3.2.0	E3N-ENTWAN-C-T1-A	WAN (Routing & SD-WAN) Tier 1 Cloud (200M) DNA EA Advantage Unit Price: 82.26 Each per Month Duration: 5 Years, Billing Frequency: Yearly	8	4,935.60	39,484.80
1.3.3.0	E3N-ENTWAN-C-T2-A	WAN (Routing & SD-WAN) Tier 2 Cloud (1G) DNA Advantage Unit Price: 205.40 Each per Month Duration: 5 Years, Billing Frequency: Yearly	1	12,324.00	12,324.00
1.3.4.0	E3N-CL-ENTWAN-S	Support for EA Cloud SD-WAN & Routing	1	0.00	0.00

Credit

2.0	Credit	Credit	-1	122,604.60	-122,604.60
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Notes: 220051064-147670-01

Cisco EA - Enterprise Networking

Cisco Systems TX | DIR-TSO-4167

Total	379,867.20
Tax/Vat	0.00
Shipping	0.00
Grand Total USD	379,867.20

NETSYNC

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

QUOTE

AAAQ406963

Quote #:	AAAQ406963
Date:	08/16/2023
Valid for:	30 Days

Customer	Inside Sales	Account Manager
Aledo ISD mlotter@aledoisd.org 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

Line #	Part	Description	Qty	Unit Price	Ext Price
Main Site					Sub Total 65,595.00
Flex Plan Calling and Webex					
1.0	A-FLEX-EA-MPL-E-K	EA Cloud Meetings with EA On Prem Calling for K-12 - Term End Date: 01-Nov-2024	750	87.46	65,595.00

Notes: 220036625-119064-13

Webex and Calling Subscription Year 3 of 3

Year 3 payment, of 3 year annual billing schedule,
subscription ID Sub663685.

Term End: 01-Nov-2024

Cisco Systems TX | DIR-TSO-4167

Total	65,595.00
Tax/Vat	0.00
Shipping	0.00
Grand Total USD	65,595.00



Thank you for choosing CDW. We have received your quote.

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

MARIANNE BEAUREGARD,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NMQB601	8/14/2023	MS RNW A3	4039233	\$55,394.31

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Microsoft SQL Server Standard Core Edition License & Software Assurance Mfg. Part#: 7NQ-00302 UNSPSC: 43232304 Electronic distribution - NO MEDIA Contract: TIPS 230105 Tech Solutions, Products, and Services (230105)	2	2670099	\$340.90	\$681.80
Microsoft Visio Pro for Office 365 (Plan A2) - subscription license - 1 use Mfg. Part#: P4U-00001-12MO UNSPSC: 43231507 Electronic distribution - NO MEDIA Contract: TIPS 230105 Tech Solutions, Products, and Services (230105)	1	2968438	\$28.42	\$28.42
Microsoft Project Online Professional - subscription license - 1 user Mfg. Part#: 7MA-00001-12MO UNSPSC: 43231507 Electronic distribution - NO MEDIA Contract: TIPS 230105 Tech Solutions, Products, and Services (230105)	1	4304049	\$72.01	\$72.01
Microsoft Windows Server Datacenter Edition - license & software assurance Mfg. Part#: 9EA-00039 UNSPSC: 43233004 Electronic distribution - NO MEDIA Contract: TIPS 230105 Tech Solutions, Products, and Services (230105)	76	4325198	\$43.58	\$3,312.08
Microsoft 365 A3 - subscription license - 1 user Mfg. Part#: AAD-38397-A-12mo UNSPSC: 43231513 Electronic distribution - NO MEDIA	21720	5419375	\$0.00	\$0.00

QUOTE DETAILS (CONT.)

Contract: MARKET

Microsoft 365 A3 - subscription license (1 month) - 1 user	950	5419408	\$54.00	\$51,300.00
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Mfg. Part#: AAD-38392-12mo

UNSPSC: 43231513

Electronic distribution - NO MEDIA

Contract: TIPS 230105 Tech Solutions, Products, and Services (230105)

SUBTOTAL	\$55,394.31
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$55,394.31

PURCHASER BILLING INFO**Billing Address:**

ALEDO INDEPENDENT SCHOOL DISTRICT
 ACCOUNTS PAYABL
 1008 BAILEY RANCH RD
 ALEDO, TX 76008-3110
Phone: (817) 441-5176

Payment Terms: NET 30 Days-Govt/Ed**DELIVER TO****Shipping Address:**

ALEDO INDEPENDENT SCHOOL DISTRICT
 BROOKS MOORE
 1 DEAN DR
 ALEDO, TX 76008-3100
Phone: 817441832

Shipping Method: ELECTRONIC DISTRIBUTION**Please remit payments to:**

CDW Government
 75 Remittance Drive
 Suite 1515
 Chicago, IL 60675-1515

**Sales Contact Info**

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

LEASE OPTIONS

FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$55,394.31	\$1,485.12/Month	\$55,394.31	\$1,715.56/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?

- 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.

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This order is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager

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INVOICE

Liminex, Inc. DBA GoGuardian
www.goguardian.com



BILL TO:
Aledo Independent School District (TX)
1008 Bailey Ranch Rd
Aledo, Texas 76008

SHIP TO:
Aledo Independent School District (TX)

INVOICE #: INV47532
DATE: 09/01/2023
DUE DATE: 10/01/2023
TERMS: N30

SHIP DATE	PO NUMBER	CONTRACT EXPIRATION
09/01/2022	Q-188940	08/31/2025

ITEM DESCRIPTION	QTY	UNIT PRICE	NET AMOUNT
GG-STW3Y-001500	7400	\$6.32	\$46,792.67
PDT1Y-000001	1	\$0.00	\$0.00
		Subtotal	\$46,792.67
		Sales Tax	\$0.00
		Total	\$46,792.67

Comments:

Please write check payable to Liminex, Inc. and mail to the lockbox below:

DEPT LA 24607
Pasadena, CA 91185-4607

Please include the invoice number on the reference line.

BALANCE DUE \$46,792.67

We also accept EFT/wire transfers:

Silicon Valley Bank
3003 Tasman Dr, Santa Clara, CA 95054
SWIFT Code: SVBKUS6S
ABA Routing #: 121140399
Bank Account #: 3302414294
Account Name: Liminex, Inc.

For any billing questions: AR@goguardian.com

INVOICE

Liminex, Inc. DBA GoGuardian
www.goguardian.com



BILL TO:
Aledo Independent School District (TX)
1008 Bailey Ranch Rd
Aledo, Texas 76008

SHIP TO:
Aledo Independent School District (TX)

INVOICE #: INV-101707
DATE: 6/13/2023
DUE DATE: 7/13/2023
TERMS: Net 30

PO NUMBER	SERVICE START DATE	CONTRACT EXPIRATION
Q-271166	9/1/2023	8/31/2025

ITEM DESCRIPTION	PRODUCT NAME	QTY	UNIT PRICE	NET AMOUNT
GG-PRD2Y-001500	Pear Deck	8,000	\$3.00	\$24,000.00
SUBTOTAL				\$24,000.00
Sales Tax				\$0.00
TOTAL				\$24,000.00

Comments:

Please write check payable to Liminex, Inc. and mail to the lockbox below:

DEPT LA 24607
Pasadena, CA 91185-4607

Please include the invoice number on the reference line.

BALANCE DUE \$24,000.00

We also accept EFT/wire transfers:

Silicon Valley Bank
3003 Tasman Dr, Santa Clara, CA 95054
SWIFT Code: SVBKUS6S
ABA Routing #: 121140399
Bank Account #: 3302414294
Account Name: Liminex, Inc.

For any billing questions: AR@goguardian.com