



Monroe Public Schools

Operations and Technology Department

1275 N. Macomb St

Monroe, MI, 48162

MEMO

To: Andrew Shaw

From: David Payne

Date: 3/9/2026

Subject: eRate Cisco Purchase

We recommend the purchase of wireless, firewall, and battery back-up hardware, along with associated training, configuration, and installation services, for the district from People Driven Technologies in the amount of **\$721,774.40**. In addition, we recommend proceeding with the replacement of network racks from Red Letter Productions at a **cost not to exceed \$17,386.88**.

Funding for this project will be supported through the district's **Technology Millage, General Funds, and eRate program funding**. Utilizing eRate support will cover a percentage of the eligible costs, resulting in meaningful savings for the district.

Moving forward with these purchases will upgrade several key infrastructure components across the district. These improvements will enhance the reliability, security, and performance of our network systems, supporting instructional technology, operational systems, and the increasing number of connected devices used by students and staff.

We recommend proceeding with these purchases in order to ensure our network infrastructure remains secure, scalable, and capable of supporting the district's technological needs.

Thank you,

David Payne

Executive Director of Operations and Technology

Monroe Public Schools

eRate Evaluation : 2026 eRate Project

Bid Summary - Wireless			
Vendor	Bid Total	Notes	
People Driven Technologies	\$ 569,696.70	Bid requested hardware with proper service agreements including installation of all systems	
Electronaca	\$ 728,980.00	Bid alternative Product of Aruba with only a 1 Year warranty, and all Ap's bid were interna models	
Red letter Productions	\$ 487,666.44	Bid alternative hardware to what was requested in way of HPE Aruba	
Vector Tech Group	\$ 579,400.00	Bid requested hardware with services, but upon reviewing services in contract SSID setup and basic configuration does not appear included	

Bid Summary - Firewall			
Vendor	Bid Total	Notes	
People Driven Technologies	\$ 90,574.14	Bid requested hardware with proper service agreements	
Electronaca	\$ 6,897.30	Bid alternative brand Ubiquiti without paid filter service or any aparant service contract	

Bid Summary - Battery Backup			
Vendor	Bid Total	Notes	
People Driven Technologies	\$ 61,503.56	Bid requested hardware for UPS systems	
Electronaca	\$ 59,996.25	Bid 75 UPS systems., not what was requested in the bid project	
Red letter Productions	\$ 85,011.33	Bid requested hardware for UPS systems	
Vector Tech Group	\$ 92,900.00	Bid alternative UPS system to the requested APC branded	

Bid Summary - Network Racks			
Vendor	Bid Total	Notes	
Electronaca	\$ 4,130.36	Bid incorrect rack size of just 9U in an alternative model	
Red letter Productions	\$ 17,386.88	Bid requested hardware for rack replacements	

Evaluation and Recommendation					
Vendor	Price 45%	Hardware 35%	Vendor Experience 20%	Total Score	Note
People Driven Technologies	8	10	9	27	Bids matching request, and providing all but Network Rack items
Electronaca	8	3	4	15	Bid not matching request and not follow proper formatting
Red Letter Productions	7	7	9	23	Alternatives bid for Wireless, Rack and APC bids matching request
Vector Tech Group	7	7	6	20	Vendor bid on UPS and Wireless projects

eRate Purchase: Cisco Network Equipment

This being the first year in a new 5-year funding of eRate from the federal level, we are looking at our network and need to upgrade some key infrastructure items in the district. These items are the district's **Wireless network, Firewall, additional Battery Backup capabilities, and larger network racks for the four districts.** We have sent a request for bid out for a month as required by the federal level and will be receiving our responses back with a deadline of February 27th at 1:00 PM. In response, we had four separate vendors, with only two responding with the hardware requested, while others provided alternative options. We reviewed each response and have the recommendation to proceed with Red Letter Productions for the network rack replacement, and People Driven Technologies for the Firewall, Wireless, and Battery backup purchases.

Budgetary cost for requested items

- Wireless - \$569,696.70 (People Driven Technologies)
- Battery Backup - \$61,503.56 (People Driven Technologies)
- Network Racks - \$17,386.88 (Red Letter Productions)
- Firewalls - \$90,574.14 (People Driven Technologies)

What is E-Rate: Universal Service Program for Schools

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 ongoing proliferation of innovative digital learning technologies and the need to connect students, teachers and consumers to jobs, life-long learning, and information have led to a steady rise in demand for bandwidth in schools and libraries. In recent years, the FCC refocused E-Rate from legacy telecommunications services to broadband, with a goal to significantly expand Wi-Fi access. These steps to modernize the program are helping E-Rate keep pace with the need for increased Internet access.

2023 eRate Purchase – MMS Network switches and Power Supplies for network switches

In January we sent out an RFP request for additional network switches, and hardware to enhance our districts wired network. This equipment will allow us to have uniform hardware across the district, and provide up to 29.9 volts of power to every data port in the district. This places us in a position where we are not concerned about future hardware requiring Power over Ethernet. With the addition of the PA systems and new Wireless hardware in the last few years we felt these were necessary changes to future proof our district for future growth.

With the RFP responses we decided to go with People Driven Technologies with a response of \$335,050.20 as they not only provided us a response providing all the requested hardware and services, but also were the low bid response. With this being an eRate project, a large portion of this will be covered under the Michigan e-Rate program which is funded by the Universal Service Fund. This discount should provide us an 80% discount on about \$180,000 of this purchase. Funding for this project will be done with District Technology Funds, Millage funds, and Sinking Funds along with the discount provided by the eRate Universal Service Program.

This project will include the purchase of the following.

- Network switches needed for Monroe Middle School upgrade
- Additional Power Supplies for all district switches

2024 eRate Purchase – Bus Cradle point Hardware

Working with RMS Associated, we investigated the possibility of getting school bus wi-fi access and internet service for our bus fleet for the purpose of providing students internet access, as well as providing usage for the camera systems. With this implementation, all internet access will be CIPA-compliant with content filtering. **Monroe Public Schools will receive a 90% discount with this Category 1 E-Rate project.**

This E-Rate project will include the purchase of network hardware, installation, and cellular service for one year. Reviewing the four proposals, we are recommending T-Mobile for this project; 45 buses are included in this project. **The total cost of this project will not exceed \$109,822.50. After applying our eRate category one discount, the final cost to the district will be \$10,982.25.** This purchase, if approved, will be funded by the general fund budget.

Motion was March 18th, 2024: Move to approve the purchase of the following E-Rate School Bus Wi-Fi equipment, installation, and service for our bus fleet from T-Mobile at a cost not to exceed \$109,822.50. This purchase will be funded by the General Fund budget.

2025 eRate Purchase – Network Switches

With this being the 5th and final year of this round of eRate funding, we utilized our remaining funds on 10 Network switches and a few external Wireless access points to extend the existing networks of Monroe Public Schools. This access point hardware was to be used to add additional wireless coverage on the district grounds for use by students and staff of Monroe Public Schools. The network switches are being used for future expectations within the district, such as the relocated computer lab at Monroe High School, PA speaker installations at KMSC, Fenmoor, and the Administration Building, and to replace any additional aging switches found in the district.

MONROE PUBLIC SCHOOLS
CABLING – USF YEAR 29 – 2026/2027
CATEGORY 2 – NETWORK EQUIPMENT

Total Bid, per Category: (Total must match the total from the spreadsheet)

- a. Battery Backup total
\$61,503.56__

- b. Wireless total \$_ 569,696.70

- c. Firewalls total \$__ \$90,574.14

- d. Network Rack (replacement)
total\$ __NoBid_____

Grand Total of all Categories (total base bid):
(must match the Excel spreadsheet)

\$__ \$721,774.40

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 60 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Company Name:	People Driven Technology		
Address:	6300 Venture Hills Blvd SW, Byron Center, MI 49315		
Name/Title:	Mike Martin		
Authorized Signature:	<i>Mike Martin</i>		
Email Address:	Martinm@peopledriven.com		
Phone Number:	616-264-6716	Fax:	
Cellular Number:	734-558-3139	Date:	2/24/2026

**Monroe Public Schools
Category 2 - Network Equipment
Section 5.2 - RFP Bid Attachment**

The below part numbers and descriptions are examples for the items being sought. Any manufacturer may be bid as long as the items are equivalent to the examples below.

Manufacture	Part Number	Description	Qty	Unit Cost	Extended Cost	E-Rate Eligible Amount
Battery Backup						
APC	APCRBC115	Battery Replacement	20	\$ 389.05	\$ 7,781.00	\$ 7,781.00
APC	SMX1500RM2UC	UPS System	15	\$ 950.00	\$ 14,250.00	\$ 14,250.00
APC	SMX48RMBP2U	Battery Pack	36	\$ 721.96	\$ 25,990.56	\$ 25,990.56
APC	SRTL50RMBP1U	Lithium Battery Pack	4	\$ 3,158.00	\$ 12,632.00	\$ 12,632.00
		Shipping			\$ 850.00	\$ 850.00
		Total Battery Backup			\$ 61,503.56	\$ 61,503.56
Wireless						
Cisco	CW9174I-CFG	Cisco Wireless 9174I (W7, 3 radio, 3 band, 4x4) Global	510	\$ 476.82	\$ 243,178.20	\$ 243,178.20
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	510	\$ -	\$ -	\$ -
Cisco	AIR-AP-T-RAIL-R	Recessed Mount for APs & Cellular Gateways-Recessed	510	\$ -	\$ -	\$ -
Cisco	CW9174-MULTI	Minimum Quantity = 10	510	\$ -	\$ -	\$ -
Cisco	E3N-CW-E	CISCO WRLS ESSENTIALS EA 3.0 LIC AND SUPPORT	510	\$ 258.75	\$ 131,962.50	\$ 131,962.50
Cisco	CW9163E-MR	Catalyst 9163E AP(W6E, tri-band 2x2,Outdoor) w/MERAKI	100	\$ 547.81	\$ 54,781.00	\$ 54,781.00
Cisco	E3N-MR-E	MERAKI MR ESSENTIALS EA 3.0 LIC AND SUPPORT	100	\$ 258.75	\$ 25,875.00	\$ 25,875.00
Cisco	CW-ANT-O1-NS-00	4/8/8 dBi Omni Dipole, N connector, Catalyst and Meraki	400	\$ 59.75	\$ 23,900.00	\$ 23,900.00
		Misc. (include all necessary components)			\$ -	
		Labor: Remove and replace 510 internal Aps	1	\$24,000.00	\$ 24,000.00	\$ 24,000.00
		Labor: Remove and replace 100 external Aps	1	\$26,400.00	\$ 26,400.00	\$ 26,400.00
		Labor: Installation/Management	1	\$36,600.00	\$ 36,600.00	\$ 36,600.00
		Labor: Training	1	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00

Firewall									
Cisco	FPR3105-NGFW-K9	Cisco Secure Firewall 3105 NGFW Appliance, 1U	2	\$ 9,037.07	\$ 18,074.14	\$ 18,074.14	\$ 18,074.14	\$ 18,074.14	\$ 18,074.14
Cisco	CON-SNT-FPR3105N	SNTC-8X5XNBD Cisco Secure Firewall	2	\$ 8,444.80	\$ 16,889.60	\$ 16,889.60	\$ 16,889.60	\$ 16,889.60	\$ 16,889.60
Cisco	FPR3105T-TMC	Cisco Secure Firewall 3105 TD, Malware and URL License	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	L-FPR3105T-TMC-5Y	Cisco Secure Firewall 3105 TD, AMP & URL Filtering 5Y Subs	2	\$ 19,305.20	\$ 38,610.40	\$ 38,610.40	\$ 38,610.40	\$ 38,610.40	\$ 38,610.40
Cisco	FPR3K-PWR-AC-400	Cisco Secure Firewall 3K Series 400W AC Power Supply	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	SF-F3K-TD7.4-K9	Threat Defense software v7.4 for 3100 Series appliances	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	FPR3K-SSD900	Cisco Secure Firewall 3K Series 900GB	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	FPR3K-SLIDE-RAILS	Cisco Secure Firewall 3100 Slide Rail Kit	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	FPR3105-BSE	Cisco Secure Firewall 3105 Base Lic	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	FPR3K-FAN	Cisco Secure Firewall 3K Series Fan Tray	4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	FPR3K-SSD-BLANK	Cisco Secure Firewall 3100 Series SSD Blank Slot Cover	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	FPR3K-NM-BLANK	Cisco Secure Firewall 3100 Network Module Blank Slot Cover	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	FPR3K-PSU-BLANK	Cisco Secure Firewall 3K Series Pwr Supply Blank Slot Cover	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cisco	CAB-CONS-RJ45-DB9	Console Cable 6ft. with RJ45 and DB9F	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Misc. (include all necessary components)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Installation/Management	1	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00
		Shipping		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Total Firewall			\$ 90,574.14	\$ 90,574.14	\$ 90,574.14	\$ 90,574.14	\$ 90,574.14
Racks									
	DWR-24-26PD	18U Rack; MHS-RACKF	1			No Bid			
	DWR-24-26PD	18U Rack; MHS-RACKU	1			No Bid			
	DWR-18-26PD	12U Rack; MHS-RACKI	1			No Bid			
	DWR-35-26PD	18 U Rack; FEN-RACKA	1			No Bid			
		Misc. (include all necessary components)				No Bid			
		Installation/Management				No Bid			

	Shipping			No Bid	
Total Racks				\$ -	\$ -
Grand Total for all above					

\$721,774.40 \$ 721,774.40

Monroe Public Schools

People Driven Technology

Printed Name

Printed Name

Signature

Signature

Date

Date

Bid Totals

Total Bid, per Category: (Total must match the total from the spreadsheet)

a. Battery Backup total \$85,011.33 _____

b. Wireless total \$487,666.44 _____

c. Firewalls total \$N/A _____

d. Network Rack (replacement) total \$17,386.88 _____

Grand Total of all Categories (total base bid):
(must match the Excel spreadsheet)

\$590,064.65 _____

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 60 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Company Name: Red Letter
 Address: 4596 Meridian Rd. Addison ME 49220
 Name/Title: Koby Marowelli - Business Development
 Authorized Signature: [Signature]
 Email Address: koby@redletter.biz
 Phone Number: _____ Fax: _____
 Cellular Number: 517-902-2493 Date: 2-25-2026

Red Letter SPIN #143048393

Battery Backups & Wireless Quotes

MONROE PUBLIC SCHOOLS
 CABLING – USF YEAR 29 – 2026/2027
 CATEGORY 2 – NETWORK EQUIPMENT

Monroe Public Schools
 Category 2 - Network Equipment
 Section 5.2 - RFP Bid Attachment

The below part numbers and descriptions are examples for the items being sought. Any manufacturer may be bid as long as the items are equivalent to the examples below.

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost	E-Rate Eligible Amount
Battery Backup						
APC	APCRBC115	Battery Replacement	20	498.26	\$ 9965.20	
APC	SMX1500RM2UC	UPS System	15	1405.39	\$ 21080.85	
APC	SMX48RMBP2U	Battery Pack	36	1003.06	\$ 36110.16	
APC	SRTL50RMBP1U	Lithium Battery Pack	4	4388.78	\$ 17555.12	
		Shipping			\$ 300.00	
		Total Battery Backup			\$ 85011.33	\$ -
Wireless						
HPE	S5R02A	HPE ANW AP-745 (US) 5pk Campus AP	102	2475.72	\$ 252523.44	
HPE	S4K79A	HPE ANW AP-MNT-U Campus Type U Brkt Kit	510	18.72	\$ 9547.20	
HPE	Q9Y60AAE	HPE ANW Central AP Fnd 5y E-STU	610	203.26	\$ 123988.60	
HPE	S4K19A	HPE ANW AP-765 (US) Outdoor AP	100	716.22	\$ 71622.00	
HPE	JW053A	AP-270-MNT-V2 270 Series Mt Kit	100	44.35	\$ 4435.20	
		Misc. (include all necessary components)			\$ 2500.00	
		Labor: Remove and replace 510 internal Aps			\$ 12750.00	
		Labor: Remove and replace 100 external Aps			\$ 6500.00	
		Labor: Installation/Management			\$ 2500.00	
		Labor: Training			\$ 1000.00	
		Shipping			\$ 300.00	
		Total Wireless			<u>\$ 487,666.44</u>	\$

Racks Quote

Monroe Public Schools Category 2 - Network Equipment Section 5.2 - RFP Bid Attachment						
The below part numbers and descriptions are examples for the items being sought. Any manufacturer may be bid as long as the items are equivalent to the examples below.						
Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost	E-Rate Eligible Amount
Firewall						
Cisco	FPR3105-NGFW-K9	Cisco Secure Firewall 3105 NGFW Appliance, 1U	2		\$ -	
Cisco	CON-SNT-FPR3105N	SNTC-8X5XNBD Cisco Secure Engine	2		\$ -	
Cisco	FPR3105T-TMC	Cisco Secure Firewall 3105 TD, Malware and URL License	2		\$ -	
Cisco	L-FPR3105T-TMC-5Y	Cisco Secure Firewall 3105 TD, AMP & URL Filtering 5Y Subs	2		\$ -	
Cisco	FPR3K-PWR-AC-400	Cisco Secure Firewall 3K Series 400W AC Power Supply	2		\$ -	
Cisco	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2		\$ -	
Cisco	SF-F3K-TD7.4-K9	Threat Defense software v7.4 for 3100 Series appliances	2		\$ -	
Cisco	FPR3K-SSD900	Cisco Secure Firewall 3K Series 900GB	2		\$ -	
Cisco	FPR3K-SLIDE-RAILS	Cisco Secure Firewall 3100 Slide Rail Kit	2		\$ -	
Cisco	FPR3105-BSE	Cisco Secure Firewall 3105 Base Lic	2		\$ -	
Cisco	FPR3K-FAN	Cisco Secure Firewall 3K Series Fan Tray	4		\$ -	
Cisco	FPR3K-SSD-BLANK	Cisco Secure Firewall 3100 Series SSD Blank Slot Cover	2		\$ -	
Cisco	FPR3K-NM-BLANK	Cisco Secure Firewall 3100 Network Module Blank Slot Cover	2		\$ -	
Cisco	FPR3K-PSU-BLANK	Cisco Secure Firewall 3K Series Power Supply Blank Slot Cover	2		\$ -	
Cisco	CAB-CONS-RJ45-DB9	Console Cable 6ft with RJ45 and DB9F	2		\$ -	
		Misc. (include all necessary components)			\$ -	
		Installation/Management			\$ -	
		Shipping			\$ -	
		Total Firewall			\$ -	\$ -
Racks						
	DWR-24-26PD	18U Rack; MHS-RACKF	1	1458.32	\$ 1458.32	
	DWR-24-26PD	18U Rack; MHS-RACKJ	1	1458.32	\$ 1458.32	
	DWR-18-26PD	12U Rack; MHS-RACKI	1	1084.80	\$ 1084.32	
	DWR-35-26PD	18 U Rack; FEN-RACKA	1	1765.92	\$ 1765.92	
		Misc. (include all necessary components)			\$ 400.00	
		Installation/Management			\$ 10920.00	
		Shipping			\$ 300.00	
		Total Racks			\$ 17386.88	\$ -
Grand Total for all above						
					\$ -	\$ -



ERATE QUOTE
02-23-2026

Electronaca Inc.

7000 W Palmetto Park Rd Suite 210,
Boca Raton Florida 33433

561 571 7525
erate@electronaca.com
www.electronaca.com

APPLICANT
MONROE PUBLIC SCHOOLS
1275 N MACOMB ST
MONROE MI 48162

FORM 470
260017946
SUBJECT
Form470_260017946

BRAND

SPIN NUMBER
143035753

QUOTE NUMBER
QUO265634

Item	Unit Price	Qty	Total
<p>UDM-Pro-Max Ubiquiti, 10G Cloud Gateway with 200+ UniFi device / 2,000+ client support, 5 Gbps IPS routing, and redundant NVR storage. Enhanced computing power and memory for 2x the UniFi device and client capacity of Dream Machine Pro/SE. Includes full UniFi application suite for device management. 5 Gbps routing with IDS/IPS. (1) 10G SFP+*, (8) GbE RJ45 LAN ports. (1) 10G SFP+*, (1) 2.5 GbE RJ45 WAN ports. (2) 3.5" NVR HDD bays with RAID data protection. Built-in 128 GB SSD for NVR detection recordings. UniFi Power Backup ready. 1.3" touchscreen.</p>	\$808.65	2.00	\$1,617.30
<p>R7J50A Aruba AP-615 Tri Band 802.11ax 3.60 Gbit/s Wireless Access Point - Indoor - 2.40 GHz 5 GHz 6 GHz - Internal - MIMO Technology - 1 x Network (RJ-45) - 2.5 Gigabit Ethernet - Bluetooth 5 - Ceiling Mountable</p>	\$696.50	610.00	\$424,865.00
<p>R3J16A AP-MNT-B Campus AP mount bracket kit (individual) type B: suspended ceiling rail flat 15/16</p>	\$31.50	610.00	\$19,215.00
<p>Q9Y58AAE Aruba Central Foundation - Subscription License for HPE Aruba AP-584 AP-585 AP-587 - 1 Access Point - 1 Year - Electronic E-STU PL-N6</p>	\$135.00	610.00	\$82,350.00
<p>405615 NavePoint 9U Wall Mounting Cabinet, 20H x 23.6W x 23.6D</p>	\$372.59	4.00	\$1,490.36
<p>OR2200PFCRT2U CyberPower PFC Sinewave Series - UPS - AC 120 V - 1540 Watt - 2000 VA 9 Ah - USB - output connectors: 8 - 2U; 3yr Warranty</p>	\$799.95	75.00	\$59,996.25
<p>EPS-FWL Professional Services for Installation and Initial Configuration Firewalls.</p>	\$2,640.00	2.00	\$5,280.00
<p>EPS-RACK Professional Services for Installation and Initial Configuration Racks.</p>	\$660.00	4.00	\$2,640.00
<p>EPS-APS Professional Services for Installation and Initial Configuration AP.</p>	\$330.00	610.00	\$201,300.00
<p>Shipping Shipping and Handling.</p>	\$250.00	1.00	\$250.00
<p>EPT Travel and lodging per diem.</p>	\$250.00	4.00	\$1,000.00
GRAND TOTAL			\$800,003.91

COMMENTS: ERATE PERCENTAGE DISCOUNT HAS NOT BEEN APPLIED TO THE TOTAL OF THIS QUOTE.

Terms & Conditions:

Discounts are subject to revision if item quantities are modified. All work performed is charged in hours per person, per visit. Minimum 4 hour charge per visit. If a Site Survey work is needed, the report will be based on proposed RF path suggested by the customer, frequency sweeps and channel discovery might be performed. Electronaca Inc. will not perform any civil, mechanical or electrical work other than clarifying to the customer his/her options in the proposed area, unless otherwise specified. Towers, electrical runs, lightning protection and conduits should be prepared in advance to specs prior to installation. 50% of balance payment is expected to begin installation. Customer is responsible for City and County Permits. Prices are valid for 30 days. Customer accepts upfront charges on the selected method of payment.

Electronaca Inc.

MONROE PUBLIC SCHOOLS
CABLING - USF YEAR 29 - 2026/2027
CATEGORY 2 - NETWORK EQUIPMENT

Total Bid, per Category: (Total must match the total from the spreadsheet)

- a. Battery Backup total \$ 92,900.00

- b. Wireless total \$ 579,400.00

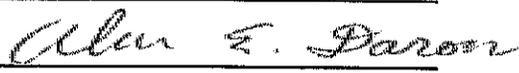
- c. Firewalls total \$ _____

- d. Network Rack (replacement) total \$ _____

Grand Total of all Categories (total base bid):
(must match the Excel spreadsheet)

\$ 672,300.00

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 60 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Company Name:	<u>Vector Tech Group</u>		
Address:	<u>9364 W. Freeland Road</u>		
Name/Title:	<u>Freeland, MI 48623</u>		
Authorized Signature:	<u>Alan Daron, Signing for Jake Baker</u>		
Email Address:	<u>jakebaker@vectortechgroup.com</u>		
Phone Number:	_____	Fax:	_____
Cellular Number:	<u>616-268-1700</u>	Date:	<u>2/27/2026</u>

À la Carte Labor Rate Table

Any services requested beyond the scope outlined in the proposed agreement will be billed at the rates specified below. These additional services will be discussed and agreed upon prior to the commencement of any work outside the original scope.

<u>Resource</u>	<u>Hourly Price</u>
Cabling Services	\$100.00
Development - Custom App	\$195.00
Development - Web	\$195.00
Fiber Work	\$195.00
Field Technician	\$175.00
Project Management	\$195.00
Service Desk - Level 1 Support	\$175.00
Systems Engineer - Level 2 Support	\$195.00
Systems Engineer - Level 3 Support	\$195.00
Systems Engineer - Level 4 Support	\$225.00
Training	\$175.00
Virtual IT Director	\$225.00

Rate Adjustments for After-Hours and Holidays

- **Standard Rates** apply Monday through Friday, 8:00 AM to 5:00 PM EST.
- **Night and Weekend Rates** are 1.5 times the standard hourly rate.
- **Holiday Rates** are 2 times the standard hourly rate.

Terms & Conditions

Limitation of Liability

The Company shall perform all services with a level of care equal to or greater than the standard expected in the industry. However, in no event shall the Service Provider be held liable for indirect, special, incidental, or consequential damages arising out of the service provided hereunder, including but not limited to loss of profits or revenue, loss of use of equipment, lost data, costs of substitute equipment, or other costs and damages.

Confidentiality

The Company and its agents will not use or disclose any Client information, except as necessary for or consistent with providing the contracted services, and will use our best efforts to protect against unauthorized use.

The Client must identify which employees are authorized to make changes to the account or request password changes for themselves or other users.

Out of Scope Work

Any work performed on items not expressly covered by this document will be billed on a separate invoice.

Project Acceptance

IN WITNESS HEREOF, the parties hereto have caused this Statement of Work Agreement to be executed by their duly authorized representatives on the dates set forth below.

Accepted by:

By: MONROE PUBLIC SCHOOLS

Name:

Title:

Date: February 12, 2026

By: Vector Tech Group

Name:

Title:

Date: February 12, 2026

Monroe Public Schools
Category 2 - Network Equipment
Section 5.2 - RFP Bid Attachment

The below part numbers and descriptions are examples for the items being sought. Any manufacturer may be bid as long as the items are equivalent to the examples below.

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost	E-Rate Eligible Amount
Battery Backup						
	APRCBC115	Battery Replacement	20	\$450.00	\$ 9,000.00	
	N1C.LR1500	UPS System	15	\$1,100.00	\$ 16,500.00	
	N1C.L4850EBM2U	Battery Module	15	\$3,000.00	\$ 45,000.00	
	SRTL50RMBP1U	Lithium Battery Pack	4	\$3,650.00	\$ 14,600.00	
		Labor	1	\$7,800.00	\$ 7,800.00	
		Shipping			\$ -	
		Total Battery Backup			\$ 92,900.00	\$ -
Wireless						
	901-R670-US00		510	\$635.00	\$ 323,850.00	
Cisco	AIR-AP-BRACKET-2	802.11 AP Universal Mounting Bracket	510		\$ -	
Cisco	AIR-AP-T-RAIL-R	Recessed Mount for APs & Cellular Gateways-Recessed	510		\$ -	
Cisco	CW9174-MULTI	Minimum Quantity = 10	510		\$ -	
	CLD-BNDL-SZWA-EDU5-VF		510	\$200.00	\$ 102,000.00	
	901-T670-US51		100	\$950.00	\$ 95,000.00	
	CLD-BNDL-SZWA-EDU5-VF		100	\$200.00	\$ 20,000.00	
Cisco	CW-ANT-O1-NS-00	4/8/8 dBi Omni Dipole, N connector, Catalyst and Meraki	400		\$ -	
		Misc. (include all necessary components)			\$ -	
		Labor: Remove and replace 510 internal Aps			\$ -	
		Labor: Remove and replace 100 external Aps			\$ -	
		Labor: Installation/Management	1	\$38,550.00	\$ 38,550.00	
		Labor: Training			\$ -	
		Shipping			\$ -	
		Total Wireless			\$ 579,400.00	\$ -
Firewall						
Cisco	FPR3105-NGFW-K9	Cisco Secure Firewall 3105 NGFW Appliance, 1U	2		\$ -	

Cisco	CON-SNT-FPR3105N	SNTC-8X5XNBD Cisco Secure Firewall	2	\$ -
Cisco	FPR3105T-TMC	Cisco Secure Firewall 3105 TD, Malware and URL License	2	\$ -
Cisco	L-FPR3105T-TMC-5Y	Cisco Secure Firewall 3105 TD, AMP & URL Filtering 5Y Subs	2	\$ -
Cisco	FPR3K-PWR-AC-400	Cisco Secure Firewall 3K Series 400W AC Power Supply	2	\$ -
Cisco	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2	\$ -
Cisco	SF-F3K-TD7.4-K9	Threat Defense software v7.4 for 3100 Series appliances	2	\$ -
Cisco	FPR3K-SSD900	Cisco Secure Firewall 3K Series 900GB	2	\$ -
Cisco	FPR3K-SLIDE-RAILS	Cisco Secure Firewall 3100 Slide Rail Kit	2	\$ -
Cisco	FPR3105-BSE	Cisco Secure Firewall 3105 Base Lic	2	\$ -
Cisco	FPR3K-FAN	Cisco Secure Firewall 3K Series Fan Tray	4	\$ -
Cisco	FPR3K-SSD-BLANK	Cisco Secure Firewall 3100 Series SSD Blank Slot Cover	2	\$ -
Cisco	FPR3K-NM-BLANK	Cisco Secure Firewall 3100 Network Module Blank Slot Cover	2	\$ -
Cisco	FPR3K-PSU-BLANK	Cisco Secure Firewall 3K Series Pwr Supply Blank Slot Cover	2	\$ -
Cisco	CAB-CONS-RJ45-DB9	Console Cable 6ft with RJ45 and DB9F	2	\$ -
		Misc. (include all necessary components)		\$ -
		Installation/Management		\$ -
		Shipping		\$ -
		Total Firewall		\$ -
Racks				
	DWR-24-26PD	18U Rack; MHS-RACKF	1	\$ -
	DWR-24-26PD	18U Rack; MHS-RACKJ	1	\$ -
	DWR-18-26PD	12U Rack; MHS-RACKI	1	\$ -
	DWR-35-26PD	18 U Rack; FEN-RACKA	1	\$ -
		Misc. (include all necessary components)		\$ -
		Installation/Management		\$ -
		Shipping		\$ -
		Total Racks		\$ -
Grand Total for all above				

\$ 672,300.00 \$

Please see our detailed Schedule of Values



Monroe Public Schools

Bid Item	Materials	Labor	Total
Wireless Access Points	\$ 540,850.00	\$ 38,550.00	\$ 579,400.00
Battery Backups	\$ 85,100.00	\$ 7,800.00	\$ 92,900.00
Sub Total	\$ 625,950.00	\$ 46,350.00	\$ 672,300.00
Grand Total Base Bid			\$ 672,300.00

Vector Tech Group
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Wireless Access Points

Wireless Infrastructure

Type	Qty	Part #	Description	Unit Price	Ext. Price	Unit Labor	Ext. Labor	Sub-Total
BASE	510	901-R670-US00	RUCKUS R670 WI-FI 7 TRI-BAND CONCURRENT WIRELESS ACCESS POINT WITH 2X2 (2.4GHZ) + 4X4 (5GHZ) + 2X2 (6GHZ) RF CONFIGURATIONS. WI-FI 7 SUPPORT IN ALL THREE FREQUENCY BANDS. 6GHZ BAND SUPPORTS LPI MODE AND SP MODE WITH AFC. FULLY BACKWARD COMPATIBLE WITH WI-FI 6E. CAN ALSO BE CONFIGURED TO 2X2 (2.4GHZ) + 4X4 (5GHZ) DUAL-BAND RF CONFIGURATIONS THROUGH SOFTWARE, WITH WI-FI 7 SUPPORT IN BOTH FREQUENCY BANDS.	\$635.00	\$323,850.00	\$0.00	\$0.00	\$323,850.00
	100	901-T670-US51	RUCKUS T670 TRI BAND 802.11ABGN/AC/AX OUTDOOR WIRELESS ACCESS POINT, 2X2 (2.4GHZ) + 4X4 (5GHZ) + 2X2 (6GHZ) RF CONFIGURATIONS. Connect more devices simultaneously; High client density and performance; BeamFlex+ \$tapve Antenna Technology®	\$950.00	\$95,000.00	\$0.00	\$0.00	\$95,000.00
	610	CLD-BNDL-SZWA-EDU5-VI	VectorFi eRate Wi-Fi 5 year subscription for 1 AP, includes Support for AP 5yr, includes RUCKUS Analytics Subscription 5yr.	\$200.00	\$122,000.00	\$0.00	\$0.00	\$122,000.00
	610	Labor-Cabling	AP Installation labor	\$0.00	\$0.00	\$45.00	\$27,450.00	\$27,450.00
	610	Englabor	AP Configuration Labor	\$0.00	\$0.00	\$10.00	\$6,100.00	\$6,100.00
	1	PM	Project Management	\$0.00	\$0.00	\$1,000.00	\$1,000.00	\$1,000.00
	10	Site Survey	Post Installation Site Survey, Optimization and Tuning	\$0.00	\$0.00	\$400.00	\$4,000.00	\$4,000.00
Total								\$579,400.00

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Battery Backups

UPS Infrastructure

Type	Qty	Part #	Description	Unit Price	Ext. Price	Unit Labor	Ext. Labor	Sub-Total
BASE	15	N1C.LR1500	N1C LR-Series 1500VA/1350W Long Runtime 120V Online UPS Module *** Requires at least 1 External Battery Module (EBM) *** Topology: Online Double Conversion Power Rating: 1500VA / 1350W (120 / 120V) Battery: No internal battery. Requires a minimum of (1) LRSeries EBM. Maximum of (10) per UPS. Input: 6 ft. NEMA 5-15P Output: (8) NEMA 5-15R Dimensions (LWH): 16.5 x 17.2 x 3.4 (2U) Weight: 55lbs Warranty: 10 Year on Electronics and Battery with registration Network: Includes SNMP Card with monitoring software suite Includes: Tower or Rack mounting hardware (2 & 4 Post) N1C 48V 50Ah LiFePO4 Lithium Battery Module 2U N1C.L4850EBM2U 48Vdc/50Ah LED Display: Battery Status, Battery Level, Battery Fault, Alarms N1C LR Series 48VDC 50Ah 2U Lithium-Ion EBM Included: Battery to Battery Cables, Light Duty 4-Post Rail Kit Dimensions (WxDxH): 17.2 in x 24.8 in x 3.5 in Weight: 62 lbs APC BY SCHNEIDER ELECTRIC - APC Replacement Battery Cartridge for Smart-UPS Line Interactive, 48V 9Ah lead-acid battery, 2-year repair or replace warranty APC BY SCHNEIDER ELECTRIC - APC Smart-UPS Ultra Lithium-Ion Battery Pack 1U(SRTL50RMBP1U-L) - Silver grey - Compatible with SRTL3K & SRTL2K2 Smart-UPS Ultra Models - Standard warranty 5 years repair or replace UPS and Battery Replacement Installation	\$1,100.00	\$16,500.00	\$0.00	\$0.00	\$16,500.00
	15	N1C.L4850EBM2U		\$3,000.00	\$45,000.00	\$0.00	\$0.00	\$45,000.00
	20	APCRBC115		\$450.00	\$9,000.00	\$0.00	\$0.00	\$9,000.00
	4	SRTL50RMBP1U		\$3,650.00	\$14,600.00	\$0.00	\$0.00	\$14,600.00
	39	Labor-Cabling		\$0.00	\$0.00	\$200.00	\$7,800.00	\$7,800.00
Total								\$92,900.00

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