Monroe Public Schools

Operations and Technology Department

1275 N. Macomb St

Monroe MI, 48162

MEMO

To: Andrew Shaw

From: David Payne

Date: 3/7/25

Subject: E-Rate Cisco Purchase

We are recommending the purchase of Cisco equipment from People Driven Technologies at a price not to exceed $70,325.60. This purchase will be funded by the General Fund Technology Millage. With this being the 5th and final year of this round of eRate funding we have requested from vendors proposals for ten network switches and external wireless access points to extend the existing networks of Monroe Public Schools. This access point hardware will be used to add additional wireless coverage on the district grounds for use by students and staff of Monroe Public Schools. The network switches will be used for future expectations within the district, such as the relocated computer lab at Monroe High School and additional changes in the district. This purchase was bid out with two responses.

With this proposal, we received two responses.

People Driven Technologies - $70,325.60

Moss Telecommunications - $62, 214.50

We would like to recommend the purchase of the network hardware from People Driven Technologies. The reason for this recommendation is the equipment quoted by Moss Telecommunications did not match the requested hardware specifications which is the reason for the difference in the price.

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.

Monroe Public Schools

eRate Evaliation : Cisco Hardware

Bid Summary		
Vendor	**Hardware Cost**	**Notes**
People Driven Technology	$70,325.60	
Moss Telecomunications	$62, 214.50	Vendor only provided alternative to the requested hardware

Evaluation and Recommendation					
Vendor	**Price 45%**	**Hardware 35%**	**Vendor Experience 20%**	**Total Score**	**Note**
People Driven Technology	40	35	20	95	Recommended based on proper product and experience with vendor
Moss Telecomunications	45	20	15	80	Did not quote requested hardware

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SECTION 5
SPECIFICATIONS AND PRICING

Complete and attach the Excel Form in Section 5.1 for each Category. The spreadsheet must be completed entirely for all components within the proposal. The spreadsheet can be found with the 470 RFP on the EPC portal.

- a. Part number – if the part number differs from the proposed part number, the part number should be changed by the vendor and highlighted.
- b. Hardware description - if the hardware description differs from the proposed hardware description, the vendor should change and highlight the new description.
- c. Quantity – if there is any change in quantity from the requested quantity, the field must be highlighted.
- d. Unit Price
- e. Extended Price
- f. Installation/labor costs – provide all install/labor costs for the proposed products.
- g. Include the E-rate eligible cost.

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

Category 2 – Switches and APs – $_62,214.50_____

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:	MOSS
Address:	561 Century SW, Grand Rapids, MI 49503
Name/Title:	Ron Spencer, CSO
Authorized Signature:	*Ron Spencer*
Email Address:	ron.spencer@mosstele.com
Phone Number:	616-726-7035
Cellular Number:	616-291-4366

Fax: 616-451-8187
Date: 3-7-2025

ERate SPIN Number - 143004924

Monroe Public Schools
Category 2 - Switches and APs- Bid Attachment
Section 5.1 - Financial Spreadsheet

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.

Part Number	Description	Qty	Unit Cost	Extended Cost	E-Rate Eligible Amount
	Outdoor Access Points				
R4H18A	HPE Aruba Networking AP-575 WIFI 6 Dual Radio Integrated Omni Directional Antennas Outdoor AP	10	$ 784.14	$ 7,841.40	$ 7,841.40
JW053A	HPE Aruba Networking AP-270-MNT-V2 Outdoor AP Short Arm Pole / Wall Mount Bracket	10	$ 38.64	$ 386.40	$ 386.40
HM1B5E	HPE Aruba Networking 3Y FC NBD Exch HW AP-575 SVC	10	$ 63.00	$ 630.00	$ -
Q9Y59AAE	HPE Aruba Networking Central AP Foundation 3-year Subscription E-STU	10	$ 122.49	$ 1,224.90	$ 1,224.90
NET-Project Materials-Misc	Patch Cables, Mounting Hardware and Project Materials	1	$ 50.00	$ 50.00	$ 50.00
1_NetworkLabor	Installation, configuration, setup, and deployment cost per standard height exterior access point	10	$ 250.00	$ 2,500.00	$ 2,500.00
	Network Switches				
R8Q70A	HPE Aruba Networking CX 6200M 48G Class4 PoE 4SFP+ Switch	10	$3,058.58	$ 30,585.80	$ 30,585.80
JL084A#ABA	HPE Aruba Networking X372 54VDC 1050W 110-240VAC Power Supply	20	$ 408.22	$ 8,164.40	$ 8,164.40
J9281D	HPE Aruba Networking 10G SFP+ to SFP+ 1m Direct Attach Copper Cable	10	$ 41.12	$ 411.20	$ 411.20
H91L8E	HPE Aruba Networking 3Y FC NBD Exch HW 6200M 48G PoE SVC	10	$ 411.00	$ 4,110.00	$ -
Q9Y74AAE	HPE Aruba Networking Central Switch Class-2 Foundation 3-year Subscription E-STU	10	$ 326.04	$ 3,260.40	$ 3,260.40
NET-Project Materials-Misc	Patch Cables, Mounting Hardware and Project Materials	1	$ 50.00	$ 50.00	$ 50.00
1_NetworkLabor	Installation, configuration, setup, programming, and deployment cost per 48-port managed switch	10	$ 300.00	$ 3,000.00	$ 3,000.00
Shipping and Install					
	Shipping			Included	
	Include Installation and Configuration		$ -	Included	
Total Switches and APs			$5,903.23	$ 62,214.50	$ 57,474.50

SECTION 5
SPECIFICATIONS AND PRICING

Complete and attach the Excel Form in Section 5.1 for each Category. The spreadsheet must be completed entirely for all components within the proposal. The spreadsheet can be found with the 470 RFP on the EPC portal.

a.   Part number – if the part number differs from the proposed part number, the part number should be changed by the vendor and highlighted.
b.   Hardware description - if the hardware description differs from the proposed hardware description, the vendor should change and highlight the new description.
c.   Quantity – if there is any change in quantity from the requested quantity, the field must be highlighted.
d.   Unit Price
e.   Extended Price
f.   Installation/labor costs – provide all install/labor costs for the proposed products.
g.   Include the E-rate eligible cost.

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

Category 2 – Switches and APs –
$____70,325.60_____

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:	
Name/Title:	Mike Martin
Authorized Signature:	*Mike Martin*
Email Address:	martinm@peopledriven.com
Phone Number:	616-264-6716 Fax:
Cellular Number:	734-558-3139 Date: 2/19/25

MONROE PUBLIC SCHOOLS
CABLING – USF YEAR 28 – 2025/2026
CATEGORY 2 – SWITCHES and APs

Monroe Public Schools

Category 2 - Switches and APs- Bid Attachment

Section 5.1 - Financial Spreadsheet

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.

Part Number	Description	Qty	Unit Cost	Extended Cost	E-Rate Eligible Amount
C9200L-48P-4X-E	Catalyst 9200L 48-port PoE+, 4 x 10G, Network Essentials	10		$ -	
C9200L-DNA-E-48	C9200L Cisco DNA Essentials, 48-port Term license	10		$ -	
C9200L-DNA-E-48-3Y	C9200L Cisco DNA Essentials, 48-port, 3 Year Term license	10		$ -	
C9200L-NW-E-48	C9200L Network Essentials, 48-port license	10		$ -	
CAB-TA-NA	North America AC Type A Power Cable	10		$ -	
PWR-C5-BLANK	Config 5 Power Supply Blank	10		$ -	
C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 9300	10		$ -	
C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	10		$ -	
CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	10		$ -	
C9200L-STACK-KIT	Cisco Catalyst 9200L Stack Module	10		$ -	
C9200-STACK	Catalyst 9200 Stack Module	20		$ -	
STACK-T4-50CM	50CM Type 4 Stacking Cable	10		$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	10		$ -	
PWR-C5-1KWAC=	1KW AC Config 5 Power Supply	10		$ -	
CAB-TA-NA	North America AC Type A Power Cable	10		$ -	
C9124AXI-B	Wi-Fi 6 Outdoor AP, Internal Ant, -B Regulatory Domain	10		$ -	
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	10		$ -	
AIR-AP-NO-BRACKET	AP Bracket not shipped	10		$ -	
SW9124AX-CAPWAP-K9	Capwap software for Catalyst 9124AX	10		$ -	
CDNA-E-C9124	Wireless Cisco DNA On-Prem Essentials, 9124Tracking	10		$ -	
DNA-E-3Y-C9124	C9124AX Cisco DNA On-Prem Essential,3Y Term,Trk Lic	10		$ -	
AIR-DNA-E	Wireless Cisco DNA On-Prem Essential, Term Lic	10		$ -	
AIR-DNA-E-3Y	Wireless Cisco DNA On-Prem Essential, 3Y Term Lic	10		$ -	
AIR-DNA-E-T	Wireless Cisco DNA On-Prem Essential, Term, Tracker Lic	10		$ -	
AIR-DNA-E-T-3Y	Wireless Cisco DNA On-Prem Essential, 3Y Term, Tracker Lic	10		$ -	
AIR-DNA-NWSTACK-E	Wireless DNA Perpetual Network Stack - Essentials	10		$ -	
AIR-MNT-VERT1=	Vertical pole/wall mounting kit for Catalyst APs	10		$ -	
Shipping and Install					
	Shipping			$ -	
	Include Installation and Configuration		$ -	$ -	
Total Switches and APs			$ -	$ -	$ -