

February 2, 2024

Mr. Phillip Francis
Assistant Superintendent of District Services
Livonia Public Schools
15125 Farmington Road
Livonia, MI 48154

Project Name: Livonia Public Schools
Network Switch Upgrades
Livonia, Michigan

IDS Project No.: 21191-1000 BP08

Dear Mr. Francis:

Bid specifications for the Network Switch Upgrades project were issued on December 22, 2023. The bid package scope includes new network switch hardware, network management licenses, engineering support to program and install the network switches, testing, warranty support and training.

Representatives from seven (7) companies attended the pre-bid conference on January 9, 2024. Four (4) bids were received on January 22, 2024. The bidders included the required Bid Bond, Familial Disclosure, Affidavit of Compliance and Criminal Background Affidavit with their bid submissions.

The technology team has reviewed the bids and conducted a post-bid interview with the apparent low bidder, Sentinel Technologies, Inc, on January 26, 2024. The bid was determined to be complete and compliant with the requirements of the bidding documents. The bill of materials pricing was determined to be in line with current industry trends and historical competitive bidding pricing models for projects of a similar size and scope.

The bid specifications requested several mandatory alternates and Sentinel Technologies, Inc provided several voluntary alternates for consideration. After reviewing the alternates, the technology team is recommending the following alternates be considered for award:

Mandatory Alternate No. 3: Delete the requirements to provide new District Headend Core Switches. The bid specifications requested new redundant core network switches for the District Headend. The proposed core switches were similar in features and functions to the existing core switches. The existing core switches are operational and are still current models and being supported by the manufacturer. This alternate will provide a credit/deduct of (\$50,082.16).

Voluntary Alternate No. 2: Shipping & Storage & Handling. The bid specifications required the bidder to receive and store all project related equipment at their warehouse. If the District accepts equipment shipments at their facilities and warehouse them until the time of installation, Sentinel Technologies, Inc will provide a credit/deduct of (\$6,000.00).

Voluntary Alternate No. 3: Fiber Patch Cable Allowance. The bid specifications required the bidder to reuse all patch cables throughout the District's buildings. As the condition of each patch cable is unknown and some network closets may have equipment moved with the IT racks to better organize the network equipment, it is expected that some quantity of patch cables will need to be purchased. This alternate establishes an "Owner Allowance" to cover these miscellaneous field conditions. As the project progresses, these purchases will be tracked, and any unused allowance will be credited back to the District at the end of the project. This alternate is an add of \$6,250.00.

Voluntary Alternate No. 4: Upgrade Cisco Core to High School Distribution to 25GB. The bid specifications required 10GB connections between each District building and the District's Head End. This refers to the speed and

bandwidth available to the students and staff. This alternate would increase the link speed from 10GB to 25GB between the District's larger buildings and the District headend. This alternate is an add of \$2,256.54.

Voluntary Alternate No. 5: Cisco Core and Meraki Distribution and Access – 5 years. The bid documents basis of design was for Cisco core switches and Cisco distribution and access switches. The bid documents required the equipment to be provided with 5 years of warranty, support and licensing. Sentinel Technologies Inc provided this alternate for a different distribution and access switch model. The Meraki switch line is owned by Cisco. Meraki provides a cloud-based management system and an easier, more robust management platform for day to day operations. The proposed Meraki switch models are more robust than the proposed Cisco models. This alternate is an add of \$350,417.60.

Voluntary Alternate No. 6: Meraki Access – Substitute UPOE for POE+. POE refers to “power over ethernet” and provides the ability to power end devices over the network without needing to plug them in. Devices that operate with PoE include: phones, wireless access points, security cameras and other devices. The bid specifications required all network switches to be provided with PoE capabilities. This alternate is to provide 1 network switch in each IT closet with higher power capabilities (UPOE). As the District upgrades their technology systems, they may require more power capabilities. This alternate will provide “future proofing” for the District's ongoing technology upgrades. This alternate is an add of \$26,984.04.

Voluntary Alternate No. 8: Meraki Access – Substitute 10 year license for 5 year. The bid specifications required 5 years of warranty, support and licensing for all equipment being provided. The bid documents also requested alternate pricing to provide 7 years and 10 years of warranty, support and licensing. This alternate is to provide 10 years of warranty, support and licensing for the Cisco Core and Meraki Distribution and Access solution (VA No. 5). This alternate is an add of \$346,244.11

IDS recommends the award of the Network Switch Upgrade project to the lowest qualified bidder, Sentinel Technologies, Inc., in the amount of \$1,764,349.15 which includes Mandatory Alternate 3 and Voluntary Alternates 2, 3, 4, 5, 6 and 8.

In addition to the award amount, IDS is also recommending a construction contingency of 5% be established in the amount of \$88,000.00.

Sincerely,

Integrated Design Solutions, LLC



Scott Smith
Senior Associate

ec: T. Klan, LPS
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