

Lakeland Joint School District #272

5506 N. Washington St.

Rathdrum, ID 83858

208-687-0431



**LJSD Vision: A community committed to academic excellence ...
dedicated to student success.**

BOARD AGENDA ACTION ITEM **REQUEST**

AGENDA ITEM: Approve/Deny Internal Connections Project Bid

MEETING DATE: February 19, 2025

PREPARED BY: Jessica Grantham, Chad Parson

INFORMATIONAL SUMMARY:

We recommend that the board approve awarding Ednetics, the Internal Connections (Wireless Access Points) contract for \$167,529.30. Although they are not the lowest responsive bidder, they were ranked highest by the committee based on all application materials and previous experience. The scope of work for the projects is as follows:

- 137 new wireless access points with a 5-year license
 - Athol Elementary, Betty Kiefer Elementary, Garwood Elementary, John Brown Elementary, Twin Lakes Elementary, Spirit Lake Elementary

Bid documents were distributed to multiple vendors and we received and opened bids from 4 responsive bidders.

FINANCIAL CONSIDERATIONS:

The Annual Administrative Window of the Federal E-Rate Program's Emergency Connectivity Fund (ECF) is open and accepting applications. An approved contract will be the last component to finalize our application for the ECF funds. Once our e-Rate application is approved, the program will cover 60% of the cost. The total project cost will be covered by Fund 245 - State Technology. There will be no impact on the District's General Fund.

BID RESPONSE INFORMATION:

Company:	Coquina	Cerium	Ednetics	Questivity
Total Bid:	\$345,490.86	\$159,457.92	\$167,529.30	\$181,509.44



Coquina Labs Inc.
2 Herald Square, 10th Floor,
New York, NY 10001
coquinatech.com

Feb 11, 2025

BY EMAIL

Jessica Grantham
Lakeland District
15506 N Washington Street
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Rathdrum, ID 83858
jessica.grantham@lakeland272.org

RE: Response to E-Rate RFQ - Form 470 Application Number: 250014012

Dear Jessica,

On behalf of Coquina Labs Inc., I am pleased to submit our proposal in response to your E-Rate opportunity. Our team is deeply committed to supporting schools across the nation by delivering reliable, compliant, and cost-effective technology solutions that meet the unique needs of educational institutions.

This bid covers the supply of the following items as specified in the E-Rate documentation:

Line No.	Part No.	Description	Unit Price	Quantity	Extended Price
1	MR57-HW	MERAKI MR57 WI-FI 6E INDOOR AP Meraki MR57 Wi-Fi 6E Indoor AP wireless Tri Radio 2.4 GHz, 5 GHz, and 6 GHz processor and cellular technology are not included power adapter support 802.11ax;802.3at/bt;802.11ac Lifetime hardware warranty with advanced replacement included	\$1,734.27	137	\$237,594.48
2	LIC-MR-ADV-5Y	MERAKI MR ADVANCED LICENSE AND SUPPORT, MERAKI MR ADVANCED LICENSE AND SUPPORT, 5YR	\$774.46	137	\$106,100.51
Subtotal					\$343,694.99
Estimated shipping cost					\$1,795.87

Estimated sales tax	\$0.00
Total price	\$345,490.86
Installation and configuration	<i>Available upon request</i>

Please note:

- The items in this proposal are offered individually. The buyer is welcome to select only the items that meet your needs, as needed.
- Installation and initial configuration services available upon request.

Coquina brings extensive experience to this endeavor, including:

Proven Success with K-12 Schools: As a value-added reseller and managed service provider, Coquina provides high-quality hardware, software, and networking technology to K-12 school districts and other public sector clients. We are an awardee of multiple blanket commercial off-the-shelf technology contracts, including with the Texas Region 7 Education Service Center (ESC) and the Texas Region 19 ESC Allied States Cooperative (ASC). We would be delighted to provide customer references upon request.

Broad Relationships with Leading Manufacturers: We have extensive relationships as an authorized reseller of leading E-Rate manufacturers, including the following brands:



Deep Public Sector Technology Expertise: Our advisory board comprises former K-12 technology advisors, city Chief Information Officers (CIOs), and state Chief Procurement Officers (CPOs), ensuring that our technology strategies are informed by decades of leadership experience in public-sector technology procurement.

Specialized E-Rate Team: With decades of cumulative experience, our dedicated E-Rate team is well-versed in navigating the complexities of the program, from eligibility and compliance to implementation and reporting.

Commitment to Compliance: We prioritize adherence to all regulatory standards, including federal guidelines and E-Rate requirements. We hereby certify that these proposed prices are consistent with the FCC Lowest Corresponding Price (LCP) requirements and that the equipment and services

are compliant with the FCC Order (FCC 19-121), prohibiting the sale, provision, maintenance, modification, or other support of equipment or services provided or manufactured by Huawei, ZTE, or any other covered company deemed a national security threat.

We take pride in delivering solutions that enhance educational outcomes while respecting budgetary constraints. Coquina is committed to being a trusted partner in achieving your school district's technology goals.

We appreciate the opportunity to submit this bid and look forward to the possibility of supporting the school district with reliable technology solutions. Please feel free to reach out for any further clarifications or additional information.

Our SPIN ID #: 143054412

Sincerely,



Michael Mumma
Coquina Labs Inc.
2 Herald Square, 10th Floor
New York, NY 10001
sales@coquinatech.com

NOTE: We are pleased to provide you with this quote, which is not an order or offer to sell. Product, available inventory, additional fees and pricing data are updated by manufacturers from time to time and may change without notice. Until you issue a purchase order and Coquina Labs Inc. accepts it, there is no contract for sale. All prices and descriptions are subject to change prior to the issuance and acceptance of a PO. The above is not intended to be an offer, and the parties do not intend for the above terms to be a binding agreement among the parties with respect to the subject matter hereof. Coquina Labs Inc. does not make any warranties, express or implied, including but not limited to warranties of merchantability or fitness for a particular purpose, regarding the products or services described in this quote. All warranties, if any, are provided by the respective manufacturers or licensors. Coquina Labs Inc. shall not be responsible for delays or failure to deliver due to circumstances beyond its reasonable control, including but not limited to acts of God, natural disasters, labor disputes, supply chain disruptions, governmental actions, or manufacturer delays. For select high-value orders, we may request the buyer to assign the receivable to one of our financing partners. Such assignments will not affect the terms, conditions, or obligations outlined in this agreement. The terms and conditions of this quote, including payment and delivery terms, are subject to final agreement upon issuance and acceptance of a purchase order.