

# NAVARRO INDEPENDENT SCHOOL DISTRICT

**Subject: E-Rate: Firewall, Switches, and Wireless Access Points at Navarro South Elementary and Junior High**

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**Date: February 23, 2026**

**Administrator Responsible/Position: Jason Rhame, Director of Technology**

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**A. Purpose of Agenda Item:**

- Information Only                       Action Needed                       Receive Input

**B. Authority for This Action:**

- Local Policy                       Law or Rule                       N/A

**C. Priority, Goal, or Need Addressed:**

- Strategic Plan                       District/Campus Improvement Plan                       Other

**Priorities**

- Priority 1:** Recruiting, Hiring, Coaching, and Retaining High Quality Teachers and Staff to Support Student Outcomes.
- Priority 2:** Maximizing Academic Performance.
- Priority 3:** Maximizing Co-Curricular and Extra-Curricular Opportunities, Performance, and Engagement.
- Priority 4:** Planning, Preparing, and Maintaining Facilities and Environments for Learning.
- Priority 5:** Obtaining and Maintaining Top Rated District Recognition

**Board Goals for 2023-2028**

- Goal 1\*:** The percent of 3rd grade students that score meets grade level or above on STAAR Reading will increase from 49% to 60% by June 2024, 65% for 2024-2025, 70% for 2025-2026, 75% for 2026-2027, 80% for 2027-2028. **(HB3 Required Goal)**
- Goal 2\*:** Increased overall student performance in mathematics to 85% Meets Standard by 2028. The percent of 3rd grade students that score meets grade level or above on STAAR Math will increase from 53% to 65% by June 2024, 70% for 2024-2025, 75% for 2025-2026, 80% for 2026-2027, 85% for 2027-2028. **(HB3 Required Goal)**
- Goal 3\*:** The percentage of graduates that meet the criteria for CCMR will increase from 72% to 88% by August 2024 and increase to 95% by 2028. **(HB3 Required Goal)**

**D.**

**Summary:                      The Technology Department submitted an RFP, Request for Proposal, for Firewall, Network Switches, Wireless Access Points, and supporting services through the Universal Service Administrative Company (USAC) federal E-Rate program.**

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**Background Information:** The technology department submitted an RFP for Firewall, Network Switches, Wireless Access Points and supporting services through USAC federal ERate program. The equipment and services listed were as follows:

### **Vendor Responses**

In response to the District's E-Rate Request for Proposals (RFP), five (5) vendors submitted proposals for the District's network infrastructure refresh. The RFP specifically requested Ubiquiti network equipment to maintain consistency with the District's existing network environment and operational standards.

The following vendors submitted proposals:

- **Spectrum:** Total project cost of \$4,092,240 structured as a managed services lease at \$818,448 per year over five (5) years, aligned to the District's campus replacement cycle. This proposal utilized Cisco networking equipment.
- **Aeromind:** Total project cost of \$157,154, including installation.
- **Vine Networks:** Total project cost of \$192,936, including installation and configuration.
- **SkyRider:** Total project cost of \$161,285.
- **Advanced Networks:** Total project cost of \$179,235.75

<b>Description</b>	<b>Manufacturer</b>
<b>Firewall Service, Components and Necessary Software and Licenses</b>	<b>Ubiquiti or equivalent</b>
<b>Switches and Necessary Software and Licenses</b>	<b>Ubiquiti or equivalent</b>
<b>Wireless Access Points and Necessary Software and Licenses</b>	<b>Ubiquiti or equivalent</b>
<b>Antennas, Connectors, and Related Components</b>	<b>Ubiquiti or equivalent</b>

Ultimately there were seven (5) responses that met the requirements established in the RFP.

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	Firewall Service	Switches	WAP	Antennas/ Cabling/ Install	Total (Minus included installation costs)
Aeromind	1,609.20	100,679.05	14,408.75	13,692.64	130,389.64
Vine Networks	1,999	126,468	19,347	15,164	162,978
Skyrider	-	108,375.62	19,825.52	13,217.78	141,418.92
Advanced Networks	1,820	126,239	18,433	13,837.75	160,329.75
Spectrum (Prices reflect 60 month lease term to match campus refresh plan)	9,600	55,560	3,044	-	68,204 (MRR), 4,092,240 over 60 months

### **Cost and Value Considerations**

Among the proposals that met the District’s technical requirements, cost was the primary determining factor. Aeromind submitted the lowest-cost compliant proposal at \$130,389.64, making it the most fiscally responsible option for the District while still meeting all RFP specifications.

While Aeromind’s proposal includes installation and configuration services, the District anticipates performing the configuration in-house and coordinating installation with the project management team and existing construction projects at the affected campuses. This approach allows the District to reduce external service costs, maintain internal control over network standards, and ensure alignment with current construction timelines.

### **Recommendation**

Based on the evaluation of all proposals, the Technology Department recommends selecting Aeromind as the E-Rate vendor for this project. This proposal meets the District’s technical requirements, aligns with the requested Ubiquiti platform, and provides the lowest total cost to the District, representing the best overall value.

### **Purchasing and E-Rate Reimbursement**

The District intends to utilize the Billed Entity Applicant Reimbursement (BEAR) method to expedite the purchasing process. Under this method, the District will pay the full project cost upfront and will be reimbursed

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by USAC after the project is approved and invoiced.

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**E. Comments Received:**

LT

DEIC

Other

All agenda items are reviewed by the Superintendent's Leadership Team.

**F.**

**Administrative  
Recommendation:**

**I recommend the board approve the purchase of  
Firewall, Network Switches, Wireless Access  
Points from Aeromind.**

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**G. Fiscal Impact and Cost:**

**Amount:** \$130,389.64

Budget

Grant/Special  
Funds

Other

Bond

**H.**

**Exhibits: None**

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**I.**

**Action:**

I move to **approve/disapprove/postpone** the purchase of Firewall, Network Switches, Wireless Access Points and supporting services from Aeromind utilizing the BEAR method at a projected cost, after reimbursement, of \$39,116.89.

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Motion by: \_\_\_\_\_ second by: \_\_\_\_\_

FOR: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson  
AGAINST: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson  
ABSTAIN: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson

MOTION CARRIED/DENIED/POSTPONED