



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: February 21, 2018

Purpose: [ ] Presentation/Report [ ] Recognition [ ] Discussion/ Possible Action
[ ] Work Session [ ] Recognition [ ] Discussion Only [x] Consent

From: Scott Laleman, Director of Technology

Item Title: Approval of E-rate contract with Computer Solutions for networking equipment

Description:

Approve a contract with Computer Solutions for E-rate category 2 to provide networking equipment. This includes new firewalls and network switches. Computer Solutions was selected through the Universal Service Administrative Company (USAC) competitive bidding process. South San Antonio ISD will receive an 85% discount on this equipment and services if funded via E-rate.

Recommendation:

Approve contract with Computer Solutions for E-rate funded networking equipment, not to exceed \$617,630.10

District Goal/Strategy:

Strategy 6 We will promote and ensure a safe and secure learning environment for all students.

Funding Budget Code and Amount:

CFO Approval

Table with 2 columns: Funding Budget Code and Amount, CFO Approval

APPROVED BY:

SIGNATURE

DATE

Chief Officer:

Superintendent:

Handwritten signature and date 2/16/18

**South San Antonio Independent School District  
RFP 2017-12 E-rate Category 2  
Date: February 14, 2018**

Category 2 E-rate Services - Switches, firewalls, etc.		Computer Solutions	Insight	Intech SW	RXTech	SHI
1) The purchase price of E-rate eligible products & services	20	11	10	20	9	10
2) Other costs	5	5	5	5	5	5
3) The reputation of the vendor and of the vendor's goods or services	10	10	10	10	10	10
4) The quality of the vendor's goods or services	10	10	10	10	10	10
5) The extent to which the goods or services meet the district's needs	10	10	10	7	10	10
6) Buying Group approved bidder	15	15	15	15	15	15
7) Past relationships	10	10	0	7	0	10
8) Underutilized Business	10	10	0	10	10	10
9) Long Term Cost	10	10	10	5	10	10
<b>Total points</b>	<b>100</b>	<b>91</b>	<b>70</b>	<b>89</b>	<b>79</b>	<b>90</b>

Evaluation team:

Scott Laleman

Jeremy Skay

Peggy Gonzalez



# COMPUTER SOLUTIONS PROPOSAL

Customer: *South San Antonio Independent School District*  
RFP Title: *E-RATE CATEGORY TWO PRODUCTS AND SERVICES*  
Due Date: *1/30/2018*      Version: *1.0.2016(Rev 1)*  
Submitted By: *Craig Watkins, Account Executive*  
*210.833.5058, cwatkins@comsoltx.com*

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**COVER LETTER**

Computer Solutions is pleased to submit the following proposal for Proposals for South San Antonio ISD ERATE CATEGORY TWO PRODUCT AND SERVICES RFP 2017-12. Throughout the following pages, you will find all requested information and documentation as well as supplemental documentation located within the appendix.

As an experienced IT solutions provider in the education sector, including K-12 and higher education, Computer Solutions assists customers with:

- Budgetary Planning
- Project Management
- Staging and Deployment
- Technology Assessments
- Managed Services and Maintenance
- Custom Design and Consulting

Headquartered in San Antonio, Computer Solutions is a local, dependable IT provider who has served South Texas for over thirty years. Maintaining outstanding relationships with industry leaders such as Cisco, EMC, VMware, HP, Nimble, Lenovo, and Microsoft, Computer Solutions is the foremost provider for technology products and services for the public and private sector alike. Computer Solutions is founded in delivering exceptional customer service while meeting customer needs and providing expert consulting.

Partnering with Computer Solutions ensures access to experienced, knowledgeable personnel who specialize in Cisco infrastructure, and will efficiently deliver services, guiding South San Antonio Independent School District through any challenges while maintaining the highest standards for success and customer service. Computer Solutions employs over 60+ professionals in the South Texas market, who maintain a variety of certifications including:

- Cisco Certified Internetwork Expert (CCIE®) – Routing/Switching, Voice, Security
- Cisco Certified Network Professional (CCNP®)
- Cisco Certified Security Professional (CCSP®)
- Microsoft Certified Solutions Expert (MCSE)
- Microsoft Certified Solutions Associate (MCSA) – Enterprise Desktop Support Technicians
- VMware Certified Professional (VCP)
- Project Management Professional (PMP)

Professional services implementations are led by experienced project management professionals who supervise all project tasks and maintain reliable communication to points-of-contact to ensure team members are aware of project status, potential issues, and budgetary concerns. By mitigating issues through meticulous planning and implementation by seasoned professionals, Computer Solutions projects are consistently successful and we are excited to share this success with South San Antonio Independent School District.

If you have any questions or need additional information regarding this proposal, please feel free to contact me. Our staff is available for interview, and is pleased to provide any additional information to aid in the selection of an awardee. Thank you for your time and consideration.

Best regards,



Craig Watkins  
Account Executive  
210.833.5058  
cwatkins@comsoltx.com

Employer Identification Number: 94-2650013  
Vendor Tax ID: 1942650013800  
Texas QISV: 1942650013800/20464  
SPIN: 143005689



## CORPORATE EXPERIENCE AND REFERENCE RESPONSE

### I. Computer Solutions Profile

#### Ownership

Privately owned corporation.

#### Corporate Officers

Carolyn Labatt, *Chief Executive Officer*

Bryce Walker, *President*

Tony Coleman, *VP of Sales and Strategy*

Marianne Fiorenza, *Secretary/Treasurer*

Terri Youngblood, *Director of Sales Operations*

Gary Vogel, *Director of Service Operations*

#### Specializations

Consulting

Data Security

Managed Services

Network Design

Project Management

Staff Augmentation

Systems Configuration

Virtualization

#### Certifications

Historically Underutilized Business (HUB)

Women's Business Enterprise (WBE)

Women's Business Enterprise National Council

#### Financials

Date of Incorporation: March 28, 1980

State of Incorporation: Maryland

Years in Business: 35

Employer Identification Number: 94-2650013

Vendor Tax ID: 1942650013800

Texas QISV: 1942650013800/20464

SPIN: 143005689

Dun & Bradstreet Number: 03-199-3355

Claims and Suits: None

Failed to Complete a Project: Never

Serving public and private sectors in South Texas for over 30 years, Computer Solutions is a technology consulting firm specializing in engineering and managed services. Committed to our customers, Computer Solutions' mission is to help our customers achieve their business goals through the creative, efficient, and cost-effective use of technology. We make it a priority to build solutions that satisfy their needs and help customers understand and prepare for a rapidly changing IT industry. As our most valued asset, we are dedicated to fostering long-lasting relationships with our customers where we are not only familiar with every quirk that makes their IT environment unique, but devoted to their success as a company, striving to maintain success through effective technology decisions.

Computer Solutions' offerings are classified into three divisions:

- Technology and Infrastructure Solutions
- Managed Services
- Procurement and Sourcing

Within each division are exceptionally talented engineers who are certified experts in several technologies offered by industry leaders such as Cisco, Microsoft, EMC, and VMware. With numerous certifications and specializations, our capable engineers have the knowledge and expertise to solve any IT problem, no matter the complexity. Not only great problem solvers, our engineers are brilliant consultants, able to guide customers through difficult technology decisions. We work with customers to determine the best solution that caters to their present and future needs as well as deliver a level of service and commitment that is not easily found in technology firms. For longstanding and new customers alike, we offer exceptional customer service as well as professional, knowledgeable personnel.

At Computer Solutions, we listen to our customers and will always do what's right for you.



## II. E-Rate and K-12 Experience

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Computer Solutions has served the K-12 market for over 15 years. We have completed several E-rate, bond, and locally financed IT projects throughout South and Central Texas. Performing implementations for school districts ranging from 500 to 50,000 students, our work extends throughout ESC 1, ESC 2, ESC 20, ESC 15, and ESC 12.

We are familiar with the risks and unique challenges presented by education customers. We establish a strong foundation for success with sophisticated architectural designs, engineered to accomplish the long-term goals of our customers. Once verified, we assign our team of professionals who have extensive experience implementing solutions within the education environment. Led by a Computer Solutions Project Manager, this team will work with the District to minimize disruption to staff and students, manage risk, and maintain schedule. Supported by Computer Solutions' internal sales and warehouse teams, our staff is prepared to ensure your project is executed efficiently and effectively.

Computer Solutions has implemented a variety of network infrastructures and is strengthened by a network team of engineers who maintain the elite Cisco CCIE certification, a title held only by the most knowledgeable professionals. Computer Solutions is also a Cisco Master Collaboration partner and can attest to several successful phone and voice implementations. In addition, our team can implement compute and storage solutions from multiple manufacturers, as well as provide managed services through NetWatch. Through NetWatch, we can supplement your existing staff or serve as your IT helpdesk. NetWatch Managed Services has complimented the IT departments of municipal, private sector, and education customers, enabling them to focus on their core business and leaving technology to us.

Our extensive experience and capabilities of our staff is your assurance that a dedicated, knowledgeable team will help you realize and accomplish your IT goals.





III. Partner Certifications



APC Premier Partner



Hewlett Packard Inc. – Silver Personal Systems Partner



Barracuda Premier Partner



Lenovo Business Partner



Cisco Master Collaboration Partner



Microsoft Silver Midmarket Solution Provider



Eaton Power Advantage Reseller Partner



Microsoft Authorized Education Reseller



EMC Business Partner



VMware Enterprise Partner



Hewlett Packard Enterprise Gold Partner



Xerox Peak Partner



## IV. Cisco Certifications

### Specializations

- Advanced Data Center Storage Networking
- Advanced Routing & Switching
- Advanced Security
- Advanced Unified Communications
- Advanced Unified Computing Technology Specialization
- Advanced Unified Fabric Technology Specialization
- Advanced Wireless LAN

### Other Authorizations

- Registered Partner
- Cisco Capital Financing
- Cisco Smart Care Service
- Customer Satisfaction Excellence
- Indirect Service Discount Promo
- IronPort Gold Certified
- WebEx Commission Pilot Program

### Voice & Telephony

- Cisco Certified Voice Professional (CCVP®)
- Cisco Certified Network Associate Voice (CCNA® Voice)
- Cisco IP Telephony Design Specialist
- Cisco IP Contact Center (IPCC) Express Specialist
- Cisco Unity Design Specialist
- Cisco Unity Support Specialist
- Cisco Rich Media Communications Specialist

### Network

- Cisco Certified Internetwork Expert (CCIE®) – Routing & Switching
- Cisco Certified Network Professional (CCNP®)
- Cisco Certified Design Associate (CCDA®)
- Cisco Certified Design Professional (CCDP)
- Cisco Certified Internetwork Professional (CCIP®)
- Cisco Certified Network Associate Wireless (CCNA® Wireless)
- Cisco Certified Network Associate Security (CCNA® Security)
- Cisco Certified Network Associate (CCNA®)
- Cisco Data Center Networking Infrastructure Design Specialist
- Cisco Data Center Networking Infrastructure Support Specialist
- Cisco Data Center Application Services Design Specialist
- Cisco Data Center Application Services Support Specialist
- Cisco Data Center Storage Networking Design Specialist
- Cisco Data Center Storage Networking Support Specialist
- Cisco Advanced Wireless Design Specialist
- Cisco Advanced Wireless LAN Field Specialist

### Security

- Cisco Certified Security Professional (CCSP®)
- Cisco Security Solutions and Design Specialist

### Miscellaneous

- Cisco Sales Expert (CSE) – Multiple Categories

V. Business Certifications



**State of Texas**  
Texas Department of Information Resources  
Numerous Contracts  
Vendor Number: 1942650013800  
<http://dir.texas.gov/View-Contracts-And-Services/Landing.aspx>



**State of Texas**  
Historically Underutilized Business  
Vendor ID/Number: 1942650013800 / 20464  
Expiration Date: May 13, 2018  
<http://www.window.state.tx.us/procurement/prog/hub/>



**South Central Texas Regional Certification Agency**  
Women's Business Enterprise  
Certificate Number: 209089371  
[www.sctrca.org](http://www.sctrca.org)



**Women's Business Enterprise Alliance**  
Women's Business Enterprise  
Certificate Number: 245833  
SIC Code: 5045  
<http://www.wbenc.org>  
<http://wbea-texas.org>



### I. Reference 1 – Name of Reference

<b>Address</b>	7101 Broadway, San Antonio, TX 78209	<b>Contact Person</b>	Kevin Lam
<b>Type of Business</b>	School District	<b>Title</b>	Network Administrator
<b>Dates of Work</b>	Summer 2017	<b>Phone</b>	210-832-5782
<b>Project Value</b>	\$250,000.00	<b>Email</b>	kiam@ahisd.net
<b>Description of Work</b>	Wireless & Firewall Upgrades for Alamo Heights High School		

### II. Reference 2 – Name of Reference

<b>Address</b>	11914 Dragon Lane, San Antonio, TX 78252	<b>Contact Person</b>	Jeff Powell
<b>Type of Business</b>	School District	<b>Title</b>	Network Supervisor
<b>Dates of Work</b>	Summer 2017	<b>Phone</b>	210-622-4703
<b>Project Value</b>	\$350,000.00	<b>Email</b>	jpowell@swisd.net
<b>Description of Work</b>	New High School LAN Switching and Voice Deployment		

### III. Reference 3 – Name of Reference

<b>Address</b>	1700 College St. Junction, TX 76849	<b>Contact Person</b>	Kaycie Sullivan
<b>Type of Business</b>	School District	<b>Title</b>	Director of Technology
<b>Dates of Work</b>	Summer 2016	<b>Phone</b>	325-446-6333
<b>Project Value</b>	\$250,000.00	<b>Email</b>	Kaycie.sullivan@junctionisd.net
<b>Description of Work</b>	Elementary, Middle and High School ERATE Category 2 LAN Switching & Wireless		



## EQUIPMENT RESPONSE

Computer Solutions will perform installation and configuration of the following equipment:

- C6807-XL – Qty 2
- 3850 – Qty 42
- VS-S2T-10G – Qty 2
- C6800-XL-3KW-AC – Qty 4
- WS-X6824-SFP-2TXL – Equipment is End-of-Sale – Equivalent C6800-48P-SFP-XL – Qty 1
- C6800-16P10G – Qty 4
- SFP-10G-SR – Qty 37
- SFP-10G-LR – Qty 17
- X2-10GB-SR – Qty 8
- 10G Plug in Modules for 3850 – Qty 18
- Long Stack Cables – Qty 9
- Cisco Firepower 4110 – Qty 2
- AMP
- IPS
- 10G SFP – Qty 6
- Cisco Firepower 4110 – Qty 2
- AMP
- IPS
- 10G SFP – Qty 6



**TECHNICAL REQUIREMENTS RESPONSES**

PLEASE SEE WORK PLAN AND IMPLEMENTATION RESPONSE SECTION



**SUPPORT AND SERVICE SPECIFICATIONS RESPONSE**

**PLEASE SEE APPENDIX A**



## WORK PLAN AND IMPLEMENTATION RESPONSE

### I. Project Overview

- Planning
  - Conduct a kickoff meeting with the customer. Discuss project timelines, key contacts, outage expectations, and access to systems and facilities.
- Discovery
  - Computer Solutions will perform pre-deployment due diligence of the current configurations and networking equipment. We will make sure we are understanding power and network patching requirements. We will review the customer provided network documentation for this site.
  - Existing 6509
  - Existing Firewalls
  - IDF switches
- Design Review
  - The Computer Solutions project team will review with the customer the schedule, design, implementation plan and test & validation plan with the customer and garner approval to move forward with the installation.
  - New 6807-XL with line cards
  - New Cisco FP 4110's and FMC migration
  - IDF switches
- Implementation
  - High School Location:
    - Cisco 6807-XL with line cards
      - The Engineer will rack and configure the new 6807-XL. This is a 1:1 replacement of a current Cisco 6509. The engineer will need assists racking the equipment, it is heavy. Please transfer existing configuration to the new Cisco 6807-XL.
    - Install and configure (42) Cisco 48 port switches
      - The Engineer is replacing existing Cisco 3750's with new Cisco 3850/9300 switches. Stacking information will be provided during any walkthroughs. The range is anywhere from 2 switches to 11 switches. At least, 2 IDFs will be split into 2 stacks.
    - Migrate existing firewall configuration to FTD
      - Upgrade existing firewall code to appropriate 9.x code to run migration tool to convert current configuration. Convert current configuration to FTD and import into FMC.
    - Install and configure Cisco FP 4110's in HA
      - Rack, stack and configure the 4110's. Join the 4110's to FMC and upgrade the 4110's & FMC to latest stable code. Import the converted code and address any configurations that would not convert using the tool.
    - Firepower Management Center
      - Install and configure FMC on a South San ISD supplied VM server.





- Day 1 Support
- Administration Location:
  - Migrate existing firewall configuration to FTD
    - Upgrade existing firewall code to appropriate 9.x code to run migration tool to convert current configuration. Convert current configuration to FTD and import into FMC.
  - Install and configure Cisco FP 4110's in HA
    - Rack, stack and configure the 4110's. Join the 4110's to FMC and upgrade the 4110's to latest stable code. Import the converted configuration and address any configurations that would not convert using the migration tool.
  - Day 1 Support
- Testing
  - Execute customer-approved test plan. Document and remediate any issues discovered.
  - Cisco 6807-XL
  - Cisco FP 4110's
  - Cisco Firepower Management Center
- Closure
  - Create as-built documentation that includes IP Addresses, user accounts, serial numbers, and diagrams.
  - Provide up to (4) hours of informal training on how to use FTD & FMC.

## II. Deliverables

- High School location:
  - Install and configure (1) Cisco 6807-XL with line cards
  - Install and configure (42) Cisco 3850's or Cisco 9300's
  - Install and configure (2) Cisco FP4110's in HA with IPS & AMP
    - Convert existing ASA5545X configuration to FTD using migration tool
  - Install and configure Firepower Management Center on a South San ISD supplied VM 5.5 or higher server.
  - Provide up to (4) hours of day 1 support.
- Administration Location:
  - Install and configure (2) Cisco FP4110's in HA with IPS & AMP
    - Convert existing ASA5545X configuration to FTD using migration tool
  - Provide up to (4) hours of day 1 support.
  - Training:
    - Provide up to (4) of informal training on how to use FTD & FMC.



### III. Assumptions

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- Project tasks are expected to be completed on a contiguous basis, otherwise project cost and resource scheduling may be impacted.
- That this project is a 1:1 replacement of the existing firewalls.
- All usernames & passwords and remote access will be provided.
- A point of contact will be available to answer questions if needed.
- Computer Solutions will migrate current firewall configurations to the new firewalls as-is.

### IV. Constraints & Exclusions

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- Computer Solutions will not clean up current firewall configurations. Computer Solutions will migrate current configuration as-is to the new firewalls.



**VALUE-ADDED SERVICES**

NO RESPONSE IN THIS SECTION

**PRICING RESPONSE**

PLEASE SEE ATTACHED QUOTES BELOW

Pricing Summary

Network Switches & Firewall Appliance – USAC Entity # 90804	\$512,282.85
Firewall Appliance – USAC Entity # 90931	\$106,207.49

Grand Total: \$618,490.34





**Great South Texas Corp dba  
Computer Solutions**  
814 Arion Parkway, Suite 101  
San Antonio, Texas 78216  
United States  
http://www.comsoltx.com  
(P) (210) 369-0300  
(F) 210-369-0389

**Quote (Open)**

<b>Date</b> Jan 29, 2018 08:38 PM CST	<b>Expiration Date</b> 2018-03-01 Quote
---	---

**Modified Date**  
Jan 30, 2018 08:55 AM  
CST

**Doc #**  
1005748 - rev 1 of 1

**Description**  
Network Switches & Firewall Appliances  
USAC Entity #90804

**SalesRep**  
Watkins, Craig  
(P) 210-369-0355  
(F) 210-369-0389

**Customer Contact**  
Laleman, Scott  
(P) 210.977.7375 x5157  
slaleman@southsanisd.net

**Customer**  
South San Antonio  
ISD (SouthSanISD)  
Laleman, Scott  
5622 Ray Ellison Drive  
San Antonio, TX 78242  
United States  
(P) 2109777070

**Bill To**  
South San Antonio ISD  
Accounts, Payables  
5622 Ray Ellison Blvd  
San Antonio, TX 78242  
United States  
(P) 210-977-7070  
(F) 210-977-7019

**Ship To**  
South San Antonio ISD  
Receiving, Warehouse  
5622 Ray Ellison Blvd  
San Antonio, TX 78242  
United States  
(P) 210-977-7070  
(F) 210-977-7019

**Certifications:** WBE/SBE/HUB#  
1942650013800  
Exp:05/13/2018  
**Sales Order Type:** Regular  
Order

**Customer PO:**

**Terms:**  
Net 30 Days

**Ship Via:**  
FedEx Ground

**Special Instructions:**

**Carrier Account #:**

#	Description	Part #	List Price	% off	Qty	Unit Price	Total
<b>Network Switches - USAC Entity# 90804</b>							
1	Catalyst 6807-XL 7-slot chassis, 10RU Switch - rack-mountable Note: 100% E-Rate Eligible \$5,850.00	C6807-XL	\$15,000.00	61.00%	1	\$5,850.00	\$5,850.00
2	Cisco Base Technical support - phone consulting - 1 year - 24x7 - for P/N: C6807-XL, C6807-XL=, C6807-XL-RF, C6807-XL-WS Note: Lifetime Hardware Replacement Warranty	CON-SW-C6807XLC	\$4,479.00	0.00%	1	\$0.00	\$0.00
3	Cat 6500 Sup 2T with 2 x 10GbE and 3 x 1GbE with MSFC5 PFC4 Control processor - 10 GigE - plug-in module - for Catalyst 6503-E, 6504-E, 6506-E, 6506-E IDSM-2, 6509-E, 6509-E 10Gig, 6509-V-E, 6513-E Note: Primary Supervisor 100% Eligible \$10,920.00, Secondary Supervisor 0% Eligible \$10,920.00	VS-S2T-10G	\$28,000.00	61.00%	2	\$10,920.00	\$21,840.00
4	Cisco CAT6000-VS-S2T IOS ADV ENT SERV FULL ENCRYPT Note: 100% E-Rate Eligible \$9,750.00	S2TAEK9-15501SY	\$25,000.00	61.00%	1	\$9,750.00	\$9,750.00
5	Catalyst 6807-XL Chassis Fan Tray Fan tray - for P/N: C6807-XL Note: 100% E-Rate Eligible \$195.00	C6807-XL-FAN	\$500.00	61.00%	1	\$195.00	\$195.00
6	Catalyst 6807-XL 3000W Power Supply Power supply - redundant ( plug-in module ) - AC 100-240 V - 3000 Watt Note: Primary 2 Power Supplies 100% E-Rate Eligible \$2,340.00, Secondary 2 Power Supplies 0% Eligible \$2,340.00	C6800-XL-3KW-AC	\$3,000.00	61.00%	4	\$1,170.00	\$4,680.00

#	Description	Part #	List Price	% off List	Qty	Unit Price	Total
7	C6k 48-port 1GE Mod:fabric-enabled with DFC4XL Expansion module - SFP (mini-GBIC) x 48 - for Catalyst 6807-XL, 6880-X, 6880-X-Chassis; ONE Catalyst 6880-X-Chassis Note: Original RFP Card WS-X6924-SFP-2TXL is End-of-Sale, Replacement/Equivalent Card C6800-48P-SFP-XL Quoted. 100% E-Rate Eligible \$20,280.00	C6800- 48P-SFP- XL	\$52,000.00	61.00%	1	\$20,280.00	\$20,280.00
8	Catalyst 6800 16 port 10GE with integrated DFC4 Expansion module - 10 GigE - 10GBase-X - for Catalyst 6503, 6504, 6506, 6509, 6807, C6504 Note: 100% E-Rate Eligible \$39,780.00	C6800- 16P10G	\$25,500.00	61.00%	4	\$9,945.00	\$39,780.00
9	10GBASE-SR SFP Module SFP+ transceiver module - 10 GigE - 10GBase-SR - LC/PC multi- mode - up to 984 ft - 850 nm - for Catalyst Switch Module 3012, Switch Module 3110G, Switch Module 3110X; Nexus 5010 Note: 100% E-Rate Eligible \$15,830.45	SFP-10G- SR=	\$995.00	57.00%	37	\$427.85	\$15,830.45
10	10GBASE-LR X2 Module X2 transceiver module - 10 GigE - 10GBase-LR - SC/PC single- mode - up to 6.2 miles - 1310 nm - for Cisco 8; Catalyst 3560E, 3750E, 4500, 4948 10; ME 4924; Supervisor Engine II-Plus-10 Note: 100% E-Rate Eligible \$14,448.00	X2-10GB- LR=	\$4,200.00	57.00%	8	\$1,806.00	\$14,448.00
11	10GBASE-LR SFP Module SFP+ transceiver module - 10 GigE - 10GBase-LR - LC/PC single- mode - up to 6.2 miles - 1310 nm - for Catalyst Switch Module 3012, Switch Module 3110G, Switch Module 3110X; Nexus 5010 Note: 100% E-Rate Eligible \$29,203.45	SFP-10G- LR=	\$3,995.00	57.00%	17	\$1,717.85	\$29,203.45
12	Cisco Catalyst 3850 48 Port PoE LAN Base K12  Note: 100% E-Rate Eligible \$187,824.00	EDU- C3850- 48P-L	\$10,400.00	57.00%	42	\$4,472.00	\$187,824.00
13	SNTC-NO RMA Cisco Catalyst 3850 Technical support - phone consulting - 1 year - 24x7 - for P/N: EDU-C3850-48P-L Note: Lifetime Hardware Replacement Warranty	CON-SW- EDUC48PL	\$532.00	0.00%	42	\$0.00	\$0.00
14	50CM Type 1 Stacking Cable Stacking cable - 1.6 ft - for Catalyst 3850-24, 3850-48 Note: 100% E-Rate Eligible \$1,806.00	STACK-T1- 50CM	\$100.00	57.00%	42	\$43.00	\$1,806.00
15	Cisco Catalyst 3850 2 x 10GE Network Module Expansion module - 10 GigE - 2 ports + 4 x shared SFP - for Catalyst 3850-12, 3850-12X48, 3850-24, 3850-48, C3850-24 Note: 100% E-Rate Eligible \$19,737.00	C3850-NM- 2-10G=	\$2,550.00	57.00%	18	\$1,096.50	\$19,737.00
16	1M Type 1 Stacking Cable Stacking cable - 3.3 ft - for Catalyst 3850-24, 3850-48 Note: 100% E-Rate Eligible \$774.00	STACK-T1- 1M=	\$200.00	57.00%	9	\$86.00	\$774.00
Subtotal							\$371,997.90
<b>Firewall Appliance - USAC Entity #90804</b>							
17	Cisco Systems - Cisco Firepower 4110 AMP Appliance 1U 2 x NetMod Bays  Note: Primary Appliance 100% E-Rate Eligible - \$38,697.85, Secondary Redundant Appliance 0% E-Rate Eligible - \$38,697.85	FPR4110- AMP-K9	\$89,995.00	57.00%	2	\$38,697.85	\$77,395.70
18	Cisco SMARTnet Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: FPR4110-AMP-K9	CON-SNT- FPR4110A	\$7,200.00	0.00%	2	\$0.00	\$0.00
19	Cisco Power supply - 1100 Watt - for P/N: FPR4110-ASA-K9, FPR4120- ASA-K9, FPR4120-NGFW-K9, FPR4140-ASA-K9, FPR4140-BUN Note: 100% E-Rate Eligible \$3,435.70	FPR4K- PWR-AC- 1100	\$3,995.00	57.00%	2	\$1,717.85	\$3,435.70
20	Cisco Threat Defense Threat and Malware Subscription license (1 year) - 1 appliance - ESD - for FirePOWER 4110 Note: 0% E-Rate Eligible \$14,802.75	L- FPR4110T- TM-1Y	\$34,425.00	57.00%	1	\$14,802.75	\$14,802.75
21	Cisco Threat Defense Threat and Malware Subscription license (1 year) - 1 appliance - ESD - for FirePOWER 4110	L- FPR4110T- TM-1Y	\$34,425.00	0.00%	1	\$0.00	\$0.00
22	Cisco FireSIGHT Management Center Virtual Appliance License - 10 managed devices Note: 0% E-Rate Eligible \$860.00	FS-VMW- 10-SW-K9	\$2,000.00	57.00%	1	\$860.00	\$860.00

#	Description	Part #	List Price	% off List	Qty	Unit Price	Total
23	Cisco SMARTnet Software Support Service Technical support - for FS-VMW-10-SW-K9 - phone consulting - 1 year - 24x7 - for P/N: FS-VMW-10-SW-K9	CON-ECMU-VMWSW10	\$400.00	0.00%	1	\$0.00	\$0.00
24	Cisco SFP+ transceiver module - 10 GigE - 10GBase-SR - LC/PC multi-mode - up to 984 ft - 850 nm - for Catalyst Switch Module 3012, Switch Module 3110G, Switch Module 3110X; Nexus 5010 Note: 100% E-Rate Eligible \$2,567.10	SFP-10G-SR=	\$995.00	57.00%	6	\$427.85	\$2,567.10

Subtotal \$99,061.25

**Installation & Configuration for Network Switches/Firewall Appliance USAC Entity # 90804**

25	Computer Solutions Installation & Configuration Services Note: 100% E-Rate Eligible \$41,223.70	COMSOL-SVC	\$0.00	0.00%	1	\$41,223.70	\$41,223.70
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Subtotal \$41,223.70

Subtotal:	\$512,282.85
Tax (0.000%):	\$0.00
Shipping:	\$380.00
<b>Total:</b>	<b>\$512,662.85</b>
(List Price:	\$1,195,953.00)

Thank you for the opportunity to provide this quote. This quote is valid for 30 days. Freight charges are estimates only. Returns are subject to approval and may include a restocking fee.

This document and the information contained is PROPRIETARY and CONFIDENTIAL and may not be duplicated, redistributed or displayed to any other party without the written permission of Computer Solutions.



**Great South Texas Corp dba  
Computer Solutions**  
814 Arion Parkway, Suite 101  
San Antonio, Texas 78216  
United States  
http://www.comsoltx.com  
(P) (210) 369-0300  
(F) 210-369-0389

**Quote (Open)**

**Date**  
Jan 29, 2018 09:49 PM  
CST

**Expiration Date**  
2018-03-01  
Quote

**Modified Date**  
Jan 30, 2018 08:56 AM  
CST

**Doc #**  
1005749 - rev 1 of 1

**Description**  
Firewall Appliances USAC Entity  
#90931

**SalesRep**  
Watkins, Craig  
(P) 210-369-0355  
(F) 210-369-0389

**Customer Contact**  
Laleman, Scott  
(P) 210.977.7375 x5157  
slaleman@southsanisd.net

**Customer**  
South San Antonio  
ISD (SouthSanISD)  
Laleman, Scott  
5622 Ray Ellison Drive  
San Antonio, TX 78242  
United States  
(P) 2109777070

**Bill To**  
South San Antonio ISD  
Accounts, Payables  
5622 Ray Ellison Blvd  
San Antonio, TX 78242  
United States  
(P) 210-977-7070  
(F) 210-977-7019

**Ship To**  
South San Antonio ISD  
Receiving, Warehouse  
5622 Ray Ellison Blvd  
San Antonio, TX 78242  
United States  
(P) 210-977-7070  
(F) 210-977-7019

**Certifications:** WBE/SBE/HUB#  
1942650013800  
Exp:05/13/2018  
**Sales Order Type:** Regular  
Order

**Customer PO:**

**Terms:**  
Net 30 Days

**Ship Via:**  
FedEx Ground

**Special Instructions:**

**Carrier Account #:**

#	Description	Part #	List Price	% off	Qty	Unit Price	Total
<b>Firewall Appliance - USAC Entity #90931</b>							
1	Cisco Systems - Cisco Firepower 4110 AMP Appliance 1U 2 x NetMod Bays	FPR4110-AMP-K9	\$89,995.00	57.00%	2	\$38,697.85	\$77,395.70
Note: Primary Appliance 100% E-Rate Eligible - \$38,697.85, Secondary Redundant Appliance 0% E-Rate Eligible - \$38,697.85							
2	Cisco SMARTnet Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: FPR4110-AMP-K9	CON-SNT-FPR4110A	\$7,200.00	0.00%	2	\$0.00	\$0.00
3	Cisco Power supply - 1100 Watt - for P/N: FPR4110-ASA-K9, FPR4120-ASA-K9, FPR4120-NGFW-K9, FPR4140-ASA-K9, FPR4140-BUN	FPR4K-PWR-AC-1100	\$3,995.00	57.00%	2	\$1,717.85	\$3,435.70
Note: 100% E-Rate Eligible \$3,435.70							
4	Cisco Threat Defense Threat and Malware Subscription license (1 year) - 1 appliance - ESD - for FirePOWER 4110	L-FPR4110T-TM-1Y	\$34,425.00	57.00%	1	\$14,802.75	\$14,802.75
Note: 0% E-Rate Eligible \$14,802.75							
5	Cisco Threat Defense Threat and Malware Subscription license (1 year) - 1 appliance - ESD - for FirePOWER 4110	L-FPR4110T-TM-1Y	\$34,425.00	0.00%	1	\$0.00	\$0.00
6	Cisco FireSIGHT Management Center Virtual Appliance License - 10 managed devices	FS-VMW-10-SW-K9	\$2,000.00	57.00%	1	\$860.00	\$860.00
Note: 0% E-Rate Eligible \$860.00							
7	Cisco SMARTnet Software Support Service Technical support - for FS-VMW-10-SW-K9 - phone consulting - 1 year - 24x7 - for P/N: FS-VMW-10-SW-K9	CON-ECMU-VMWSW10	\$400.00	0.00%	1	\$0.00	\$0.00

#	Description	Part #	List Price	% off List	Qty	Unit Price	Total
8	Cisco SFP+ transceiver module - 10 GigE - 10GBase-SR - LC/PC multi-mode - up to 984 ft - 850 nm - for Catalyst Switch Module 3012, Switch Module 3110G, Switch Module 3110X; Nexus 5010 Note: 100% E-Rate Eligible \$2,567.10	SFP-10G-SR=	\$995.00	57.00%	6	\$427.85	\$2,567.10

Subtotal \$99,061.25

**Installation & Configuration for Network Switches/Firewall Appliance USAC Entity # 90804**

9	Computer Solutions Installation & Configuration Services Note: 100% E-Rate Eligible \$7,146.24	COMSOL-SVC	\$0.00	0.00%	1	\$7,146.24	\$7,146.24
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Subtotal \$7,146.24

Subtotal: \$106,207.49  
Tax (0.000%): \$0.00  
Shipping: \$0.00  
**Total: \$106,207.49**  
(List Price: \$279,600.00)

Thank you for the opportunity to provide this quote. This quote is valid for 30 days. Freight charges are estimates only. Returns are subject to approval and may include a restocking fee.

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## FORMS

## V. Bid Notice



## BID NOTICE

RFP #2017-12

**Purpose of Request:** The South San Antonio Independent School District seeks  
**REQUEST FOR PROPOSALS for E-RATE CATEGORY TWO PRODUCTS AND SERVICES**

Issue date:	December 13, 2017	Last Date & Time to Submit:	January 30, 2018 at 2:00 p.m.
Questions due:	December 20, 2017. Submit by 11:00 am by email to <a href="mailto:pgonzalez2@southsanisd.net">pgonzalez2@southsanisd.net</a>		
Contract Period:	July 1, 2018 through September 30, 2019.		
Options to renew:	Yes. Contract may be extended to align with service delivery deadline extensions approved by the E-Rate program for up to 2 additional annual renewals.		
Issued by: Peggy Lee Gonzalez, Director of Purchasing	<u>Mail or deliver bids to:</u> South San Antonio I.S.D. Attn: Purchasing Dept. 5022 Ray Ellison Blvd. San Antonio, Texas 78242	Proposals will be opened immediately following the specified deadline. Any proposal received later than the specified date and time will be disqualified. <b>FAXED PROPOSALS WILL NOT BE ACCEPTED</b>	
The bid packet may be found at <a href="http://www.southsanisd.net">www.southsanisd.net</a>			
After evaluating the proposals, the Purchasing Department will present a recommendation to the S.S.A.I.S.D. Board of Trustees at the next regularly scheduled monthly meeting.			
<p>The undersigned authorized representative of the proposing organization indicated below hereby acknowledges:</p> <ol style="list-style-type: none"> <li>That he/she is authorized to enter into contractual relationships on behalf of the proposing organization indicated below, and</li> <li>That he/she has carefully examined this Bid/Proposal Invitation, the accompanying Bid/Proposal Forms, and all Terms and Conditions associated with this Bid/Proposal Invitation, and</li> <li>That he/she proposes to supply any products or services submitted under this Proposal Invitation at the prices quoted and in strict compliance with the all Terms and Conditions associated with this Bid/Proposal Invitation, unless any exceptions are noted in writing with this Proposal response, and</li> <li>That if any part of this Bid/Proposal is accepted, he/she will furnish all products or services awarded under this Proposal at the prices quoted and in strict compliance with all Terms and Conditions associated with this Bid/Proposal Invitation, unless any exceptions are noted in writing with this Proposal response, and</li> <li>That the individual, firm and/or any principal of the firm on whose behalf this proposal is submitted is not listed on the Federal Government's "List of Parties Excluded from Federal Procurement and Non-procurement Programs" published by the U.S. General Services Administration (GSA) effective and compliance with the FCC "Red Light Rule" as of the date of opening of this proposal, and agrees to notify the District of any debarment inquiries or proceedings by any federal, state or local governmental entity that exist or may arise between the date of this submission and such time as an award has been made under this procurement action.</li> <li>That the proposing organization is in compliance with all federal, state, and local environmental codes, laws, and statutes.</li> </ol>			
Name of Proposing Organization	Great South Texas Corporation d/b/a Computer Solutions		
Signature of Authorized Representative			
Printed Name of Authorized Representative	Marianne Fiorenza		
Position or Title of Authorized Representative	Secretary/Controller		
Address: 814 Arion Parkway, Suite 101, San Antonio, Texas 78216	Date: January 24 <sup>th</sup> , 2018		
Telephone Number:	Fax Number:	Email:	
210.369.0300	210.369.0389	mfiorenza@comsoltx.com	



## VI. Fax Back Form

**EMAIL/FAX BACK IMMEDIATELY**

FAX (210) 353-1206

Attn: Peggy Lee Gonzalez – Director of Purchasing

RFP #2017-12 E-Rate Category Two Products and Services

FCC Form 470 # 180005117

When downloading a bid/proposal, you are required to email/fax this sheet to our office. This allows us to add your firm to the vendor listing to receive addenda if any to this offering

For questions, please contact us via email at [pgonzalez2@southsanisd.net](mailto:pgonzalez2@southsanisd.net)

Name:	Marianne Fiorenza
Title :	Secretary/Controller
Organization:	Great South Texas Corporation d/b/a Computer Solutions
Address:	814 Arion Parkway, Suite 101
City, State, Zip:	San Antonio, Texas 78216
Work Phone:	210.369.0300
Fax:	210.369.0389
E-mail:	mfiorenza@comsoltx.com
E-Rate SPIN:	143005689

## VII. Contractor Criminal Background



### Contractor Criminal Background Certification

**Introduction:** Texas Education Code Chapter 22 requires service contractors to obtain criminal history record information regarding covered employees and to certify that fact to the District. Covered employees with disqualifying convictions are prohibited from serving at a school district.

**Definitions:**

**Covered employees.** All employees of a contractor who have or will have continuing duties related to the service to be performed at the District and have or will have direct contact with students. The District will be the final arbiter of what constitutes direct contact with students.

**Disqualifying conviction.** One of the following offenses, if at the time of the offense, the victim was under 18 or enrolled in a

public school: (a) a felony offense under Title 5, Texas Penal Code; (b) an offense for which a defendant is required to register as a sex offender under Chapter 62, Texas Code of Criminal Procedure, or (c) an equivalent offense under federal law or the laws of another state, or (d) the conviction of a felony or SSAISD demeanor that would disqualify a person from obtaining certification as an educator under Texas Education Code 21.060.

Great South Texas Corporation

On behalf of d/b/a Computer Solutions ("Contractor"), I certify that [check one]:  None of Contractor's employees are covered employees, as defined above.

Or

Some or all of Contractor's employees are covered employees. If this box is selected, I further certify that:

(1) Contractor has obtained all required criminal history record information, through the Texas Department of Public Safety, regarding its covered employees. None of the covered employees has a disqualifying conviction. Contractor has taken reasonable steps to ensure that its employees who are not covered employees do not have continuing duties related to the contract services or direct contact with students.

(2) If Contractor receives information that a covered employee has a disqualifying conviction, Contractor will immediately remove the covered employee from contract duties and notify the District in writing within three (3) business days.

(3) Upon request, Contractor will make available for the District's inspection the criminal history record information of any covered employee. If the District objects to the assignment of a covered employee on the basis of the covered employee's criminal history record information, Contractor agrees to discontinue using that covered employee to provide services at the District.

Noncompliance by Contractor with this certification may be grounds for contract termination.

Great South Texas Corporation d/b/a

Company Name: Computer Solutions Submitter's Name/Title: Marianne Fiorenza, Secretary/Controller

Email Address: (PLEASE TYPE) mfiorenza@comsoltx.com

Submitter's Signature: Marianne Fiorenza Telephone No. 210.369.0300

Fax No. 210.369.0389 Date: 01/24/2018

Address: 14 Arion Parkway, Suite 101 City, State and Zip Code: San Antonio, Tx 78216

This form is required to be completed and signed however, only the successful Proposers will be required to comply with requirements set forth in Act of May 28, 2007, 80<sup>th</sup> Leg., R.S., § 9.530. All related costs including background checks, fingerprinting shall be at the contractor's expense.



VIII. Non Collusion Statement



**NON COLLUSION STATEMENT**

The undersigned Proposer, by signing and executing this proposal, certifies and represents to the South San Antonio Independent School District that Proposer has not offered, conferred or agreed to confer any pecuniary benefit, as defined by Section 1 07 (a) (6) of the Texas Penal Code, or any other thing of value, as consideration for the receipt of information or any special treatment or advantage relating this proposal.

the Proposer also certifies and represents that Proposer has not offered, conferred or agreed to confer and pecuniary benefit or other things of value as consideration for the recipient's decision, opinion, recommendation, vote or other exercise of discretion concerning this proposal.

the Proposer certifies and represents that Proposer has neither coerced nor attempted to influence the exercise of discretion by any officer, trustee, agent or employee of the South San Antonio Independent School District concerning this proposal on the basis of any consideration not authorized by law; the Proposer also certifies and represents that Proposer has not received any information not available to other proposers so as to give the undersigned an advantage with respect to this proposal.

the Proposer further certifies and represents that Proposer has not violated any state, federal or local law, regulation or ordinance relating to bribery, improper influence, collusion or the like and that Proposer will not in the future, offer, confer, or agree to confer any pecuniary benefit or other thing of value of any officer, trustee, agent or employee of the South San Antonio Independent School District in return for the person having exercised the person's official discretion, power or duty with respect to this proposal.

the Proposer certifies and represents that is has not now and will not in the future offer, confer, or agree to confer a pecuniary benefit or other thing of value to any office, trustee, agent or employee of the South San Antonio Independent School District in connection with the information regarding this proposal, the submission of this proposal, the award of this proposal or the performance, delivery or sale pursuant to this proposal;

the Proposer certifies that the Proposer has not prepared this proposal and will not prepare any future proposals arising from this Request for Proposal (RFP) in collusion with any other respondent, and that the content of any future proposals arising out of this RFP will not be communicated by the undersigned nor by any employee or agent to any other person engaged in this type of business prior to the District's selection of a contractor for this RFP

<b>FIRM NAME</b>	Great South Texas Corporation d/b/a Computer Solutions	
<b>ADDRESS</b>	814 Arion Parkway, Suite 101	
<b>CITY/STATE/ZIP</b>	San Antonio, Texas 78216	
<b>TYPE NAME OF REPRESENTATIVE (S)</b>	Marianne Fiorenza	
<b>SIGNATURE OF REPRESENTATIVE (S)</b>		
<b>DATE</b>	1/24/18	



IX. Felony Conviction Notice



**FELONY CONVICTION NOTIFICATION**

State of Texas Legislative Senate Bill No. 1, Section 44.034, Notification of Criminal History, Subsection (a), states, "a person or business entity that enters into a contract with a school district must give advance notice to the District if the person or owner or operator of the business entity has been convicted of a felony." The notice must include a general description of the conduct resulting in the conviction of a felony.

Subsection (b) states, "a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction." The district must compensate the person or business entity for services performed before the termination of contract.

**This notice is not required of a publicly-held corporation.  
Please complete the information below:**

I, the undersigned agent for the firm named below, certify that the information concerning notification of felony convictions has been reviewed by me and the following information furnished is true to the best of my knowledge.

Vendor's Name:	Great South Texas Corporation d/b/a Computer Solutions		
Authorized Company Official's Name (please print or type):	Marianne Fiorenza		
A. My firm is a publicly-held corporation; therefore, this reporting requirement is not applicable.			
Signature of Company Official:		Date:	
B. My firm is not owned nor operated by anyone who has been convicted of a felony			
Signature of Company Official:	<i>Marianne Fiorenza</i>	Date:	01/24/18
C. My firm is owned or operated by the following individual(s) who has have been convicted of a felony:			
Name Of Felon(s):			
Details of Conviction(s):			
Signature of Company Official:		Date:	

(Name should be the same as on the affidavit-Form A)

Contractor is responsible for the performance of the persons, employees and or subcontractors Contractor assigns to provide services for the SSAISD pursuant to this Contract on any and all SSAISD campuses or facilities. Contractor will not assign individuals to provide services at a SSAISD campus or facility who have a history of violent, unacceptable, or grossly negligent behavior or who have a felony conviction, without the prior written consent of the SSAISD Purchasing Department. Prior to supplying labor services under this Contract, Contractor shall provide a list identifying the individuals, employees and subcontractors that may be assigned to SSAISD along with a letter signed by an appropriate office of Contractor that affirms compliance with this provision. Contractor will revise such letter each time there is a change in Contractor's personnel assigned to a South San Antonio ISD campus or facility, but in case, annually on the anniversary date of this Contract, if applicable.



X. Bidder's Certification



**BIDDER'S CERTIFICATION**

The 1985 Texas Legislature passed HB 620 relating to bids by nonresident contractors. The pertinent portion of the Act has been extracted as follows:

Section 1. (a)

- (2) "Nonresident bidder" means a bidder whose principle place of business is not in this state, but excludes a contractor whose ultimate parent company or majority owner has its principle place of business in this state.
- (3) "Texas resident bidder" means a bidder whose principal place of business is in this state, and includes a contractor whose ultimate parent company or majority owner has its principle place of business in this state.

Section 1. (b) The state or governmental agency of the state may not award a contract for general construction, improvements, services, or public work projects or purchases of supplies, materials, or equipment to a nonresident bidder unless the nonresident's bid is lower than the lowest bid submitted by a responsible Texas resident bidder to obtain a comparable contract in the state in which the nonresident's principle place of business is located.

Great South Texas Corporation d/b/a
I certify that <u>Computer Solutions</u> is a Resident Bidder of Texas as defined in HB 620.
(Company Name)

Signature:	
Print Name:	Marianne Fiorenza

I certify that _____ is a
(Company Name)
Nonresident Bidder of Texas as defined in HB 620 and our principal place of business is
_____
(City and State)

Signature:	
Print Name:	



XI. Deviation Compliance Form



DEVIATION COMPLIANCE FORM

<b>COMPANY NAME</b>		Great South Texas Corporation d/b/a Computer Solutions			
<b>ADDRESS</b>	814 Arion Parkway, Suite 101	<b>CITY</b>	San Antonio	<b>STATE</b>	TX
<b>PHONE NUMBER</b>	210.369.0300	<b>FAX NUMBER</b>	210.369.0389		

If the undersigned bidder intends to deviate from the General Conditions, Standard Terms and Conditions or Item Specifications listed in this bid invitation, all such deviations must be listed on this page, with complete and detailed conditions and information included or attached. The District will consider any deviations in its bid award decisions, and the District reserves the right to accept or reject any bid based upon any deviations indicated below or in any attachments or inclusions.

In the absence of any deviation entry on this form, the bidder assures the District of their full compliance with the Standard Terms and Conditions, Item Specifications, and all other information contained in this bid invitation.

No Deviation

Yes Deviation

If yes is checked, please list below.




XII. Hold Harmless



HOLD HARMLESS AGREEMENT

The Contractor shall defend, indemnify, and save whole and harmless, South San Antonio Independent School District and all of its officers, agents and employees from and against all suits, actions or claims of any character, name and description brought for or on account of any injuries or damages (including death) received or sustained by any person or property on account of, arising out of, or in contention with, any negligent act or omission of Contractor or any agent, employee, subcontractor or supplier of Contractor in the execution or performance of this contract.

The Contractor shall also defend and indemnify the South San Antonio Independent School District against claims by any subcontractor, supplier, laborer, material man or mechanic for payment for work or materials provided on behalf of the Contractor in the performance of the services and all such claimants shall look solely to Contractor and not South San Antonio Independent School District for satisfaction of such claims

This hold harmless agreement shall be binding upon the undersigned and his heirs and assigns

Dated this 29th day of January, 2018

Marianne Fiorenza (handwritten signature)

Marianne Fiorenza

Marianne Fiorenza (printed name)

(Printed Name)

STATE OF TEXAS

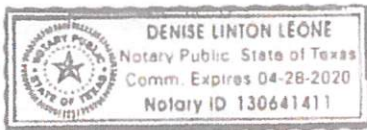
COUNTY OF BEXAR

This instrument was acknowledged before me on the 29th day of January, 2018

(NOTARY'S SEAL)

Denise Linton Leone (handwritten signature)

Notary Public, State of Texas





XIII. No Bid Notification



NO BID NOTIFICATION

Vendor Name	Great South Texas Corporation d/b/a Computer Solutions	Agent's Name	
Address		Bid Number	
City/State/Zip		Description	

The South San Antonio Independent School District is interested in receiving competitive pricing on all items bid. We also desire to keep your firm as bidder and supplier material and equipment. Therefore, it is important for us to determine why you are not bidding on this item. We will analyze your input carefully and try to determine if future changes are needed in our specifications and/or procedures.

I did not bid for the following reason: (PLEASE CHECK ONE OF THE LISTED REASONS)

<input type="checkbox"/>	Do not supply the requested product
<input type="checkbox"/>	Quantities offered are <u>too small</u> or <u>too large</u> to be supplied by my company. (Please circle one of the underlined)
<input type="checkbox"/>	Specifications are "too tight" or written around a particular product. (Please elaborate on this item) _____
<input type="checkbox"/>	Cannot bid against <u>manufacturer</u> or <u>jobber</u> on this item. (Please circle one of the underlined)
<input type="checkbox"/>	Time frame for bidding was too short for my organization.
<input type="checkbox"/>	Not awarded a contract by SSAISD when you felt you were low bidder.
<input type="checkbox"/>	Other: _____

Please indicate your choice for remaining on San Antonio ISD's bid list

I wish to remain on bid list       I do not wish to remain on bid list

VENDOR'S SIGNATURE	DATE
<i>Maria J...</i>	



XIV. Certification of Debarment, Suspension, Ineligibility and Voluntary Exclusion



**SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT**

**Certification Regarding Debarment, Suspension, Ineligibility  
And Voluntary Exclusion**

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 7 CFR Part 3017, Sections 3017.510, Participant's responsibilities. The regulations were published as Part IV of the January 30, 1989, Federal Register (pages 4722-4733).

1 The prospective bidder certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency

2 Where the prospective bidder is unable to certify to any of the statements in this certification, such prospective bidder shall attach an explanation to this proposal

Great South Texas Corporation d/b/a Computer Solutions

Organization Name

Marianne Fiorenza

Name and Title of Authorized Representative

Signature

Date



XV. W-9 (November 2017 version)

<p>Form <b>W-9</b> (Rev. November 2017) Department of the Treasury Internal Revenue Service</p>	<p><b>Request for Taxpayer Identification Number and Certification</b></p> <p>► Go to <a href="http://www.irs.gov/FormW9">www.irs.gov/FormW9</a> for instructions and the latest information.</p>	<p><b>Give Form to the requester. Do not send to the IRS.</b></p>
<p><b>1 Name</b> (as shown on your income tax return). Name is required on this line; do not leave this line blank.  <b>Great South Texas Corporation d/b/a Computer Solutions</b></p>		
<p><b>2 Business name</b> (disregarded entity name, if different from above)</p>		
<p><b>3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.</b></p> <p><input type="checkbox"/> Individual/sole proprietor or single-member LLC</p> <p><input type="checkbox"/> C Corporation</p> <p><input type="checkbox"/> S Corporation</p> <p><input type="checkbox"/> Partnership</p> <p><input type="checkbox"/> Trust/estate</p> <p><input type="checkbox"/> Limited liability company. Enter the tax classification (C-C corporation, S-S corporation, P-Partnership) ► _____</p> <p><b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</p> <p><input type="checkbox"/> Other (see instructions) ► _____</p>	<p><b>4 Exempt payee codes</b> (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p><small>(Apply to accounts maintained outside the U.S.)</small></p>	
<p><b>5 Address</b> (number, street, and apt. or suite no.) See instructions.</p>		<p>Requester's name and address (optional)</p>
<p><b>6 City, state, and ZIP code</b></p>		
<p><b>7 List account number(s) here (optional)</b></p>		

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN) if you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>	<b>Employer identification number</b>																				
<table border="1" style="width:100%; border-collapse: collapse;"> <tr><td style="width:10%; height: 20px;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td></tr> </table>											<table border="1" style="width:100%; border-collapse: collapse;"> <tr><td style="width:10%; height: 20px;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td><td style="width:10%;"> </td></tr> </table>										

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below), and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

**Sign Here**      Signature of U.S. person ► *M. J. ...*      Date ► 01/23/18

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.



XVI. Conflict of Interest Questionnaire

VENDOR NAME:

<b>CONFLICT OF INTEREST QUESTIONNAIRE</b> For vendor doing business with local governmental entity		<b>FORM CIQ</b>		
<p><b>This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.</b></p> <p>This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).</p> <p>By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.</p> <p>A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="padding: 2px;">OFFICE USE ONLY</th> </tr> </thead> <tbody> <tr> <td style="padding: 2px;">Date Received</td> </tr> </tbody> </table>		OFFICE USE ONLY	Date Received
OFFICE USE ONLY				
Date Received				
<p><b>1</b> Name of vendor who has a business relationship with local governmental entity.</p> <p style="text-align: center;">Great South Texas Corporation d/b/a Computer Solutions</p>				
<p><b>2</b> <input type="checkbox"/> Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)</p>				
<p><b>3</b> Name of local government officer about whom the information is being disclosed.</p> <p style="text-align: center;">_____</p> <p style="text-align: center;">Name of Officer</p>				
<p><b>4</b> Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.</p> <p style="margin-top: 20px;">A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?</p> <p style="margin-left: 40px;"> <input type="checkbox"/> Yes      <input type="checkbox"/> No                 </p> <p style="margin-top: 10px;">B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?</p> <p style="margin-left: 40px;"> <input type="checkbox"/> Yes      <input type="checkbox"/> No                 </p>				
<p><b>5</b> Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.</p>				
<p><b>6</b> <input type="checkbox"/> Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).</p>				
<p><b>7</b></p> <p style="text-align: center;">                  _____                  Signature of vendor doing business with the governmental entity             </p>		<p style="text-align: center;">                 0124/18                  _____                  Date             </p>		



XVII. SB 252, Chapter 2252 Certification



SB 252  
CHAPTER 2252 CERTIFICATION

I, Marianne Fiorenza, the undersigned representative of  
Great South Texas Corporation d/b/a Computer Solutions (Company or business name) being an adult  
over the age of eighteen (18) years of age, pursuant to Texas Government Code, Chapter 2252,  
Section 2252.152 and Section 2252.153, certify that the company named above is not listed on  
the website of the Comptroller of the State of Texas concerning the listing of companies that are  
identified under Section 806.051 or Section 2253.153. I further certify that should the above-  
named company enter into a contract that is on said listing of the companies on the website of the  
Comptroller of the State of Texas which do business with Iran, Sudan or any Foreign Terrorist  
Organization, I will immediately notify the South San Antonio Independent School District's  
Purchasing Department

Marianne Fiorenza  
Name of Company Representative (print)

Marianne Fiorenza  
Signature of Company Representative

01/24/18  
Date



XVIII. House Bill 89 Verification



HOUSE BILL 89 VERIFICATION

Marjanne Fiorenza

Great South Texas Corporation dba Computer Solutions, the undersigned representative of Great South Texas Corporation Company or Business name (hereafter referred to as company) being an adult over the age of eighteen (18) years of age, after being duly sworn by the undersigned notary, do hereby depose and verify under oath that the company named-above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270.

- 1. Does not boycott Israel currently; and
2. Will not boycott Israel during the terms of the contract the above-named Company, business or individual with Dallas County, Texas.

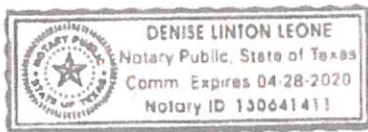
Pursuant to Section 2270.001, Texas Government Code:

- 1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes; and
2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or any limited liability company, including or wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business associations that exist to make a profit.

1/29/18
Date January

Signature of Company Representative

On this the 24th day of January, 2018, personally appeared Marjanne Fiorenza, the above-named person, who after by me being duly sworn, did swear and confirm that the above is true and correct.



Signature of Notary Public



## APPENDIX A: PROFESSIONAL SERVICES TERMS AND CONDITIONS

The following constitutes Computer Solutions' general terms and conditions for professional services proposed herein, which **may be modified upon award**. These terms outline Computer Solutions and South San Antonio Independent School District (Customer) responsibilities in regards to this project. This ensures that both parties understand and agree to certain expectations to facilitate project success. Upon award, Computer Solutions will negotiate these terms and conditions as necessary.

### 1. Responsibilities

- 1.1. **Customer Responsibilities:** Customer is obligated to meet certain responsibilities. Should Customer fail to adhere to said responsibilities, thereby impacting Computer Solutions' ability to provide the services described herein, Computer Solutions is not responsible for service delays.
- 1.2. **3rd Party Vendors:** Customer will provide 3rd party vendor contacts, contract terms, and a Letter of Agency as needed if the 3rd party service or product may impact Computer Solutions' ability to provide services. Computer Solutions will not be held responsible for the performance of 3rd party vendors or associated products. Customer is responsible for assisting Computer Solutions with scheduling, performing, or facilitating services with 3rd party vendors.
- 1.3. **Access:** Customer will: (1) provide Computer Solutions with remote access to Customer's network, (2) grant access to physical sites including restricted areas, and (3) provide Computer Solutions with login credentials as required to provide the services described herein.
- 1.4. **Bill of Materials:** Customer will validate and agree on the supplied Bill of Materials before implementation begins.
- 1.5. **Current State Documentation:** Customer will provide Computer Solutions with documentation regarding the current state of Customer's environment as required.
- 1.6. **Environment Changes:** Customer will notify and consult Computer Solutions prior to initiating changes to Customer's IT environment or implementing 3rd party vendor changes that affect the delivery of Computer Solutions services as described herein. Computer Solutions will review the proposed changes and inform Customer if said changes will impact Computer Solutions' ability to provide services. Should Computer Solutions determine that said changes will impact Computer Solutions services and Customer opts to perform said changes through any means, Computer Solutions will not be held liable for any services failures or disruptions. If Computer Solutions' labor is required to correct said disruptions, Customer will be charged appropriate time and materials hourly rates associated with remediation.
- 1.7. **Environment Safety:** Customer will notify Computer Solutions of any safety or health hazards that may exist on Customer premises. Customer will maintain site conditions within product environmental specifications.
- 1.8. **Environment Stability:** Customer will ensure Customer's environment is properly staged and prepared throughout this project. Computer Solutions is not responsible for preexisting conditions within Customer's environment that affect the delivery of Computer Solutions services. Computer Solutions is not responsible for pre-existing conditions or failure of Customer's equipment.
- 1.9. **Escalation:** Customer will provide Computer Solutions with Customer's escalation procedure as well as names and multiple methods of contact for Customer personnel including office and cell phone numbers, and email addresses to be used in the event that Computer Solutions requires support or escalation beyond the capabilities of Customer's primary Point of Contact. Customer will communicate internal process requirements for effective delivery of product and services.
- 1.10. **Data Backup:** Customer will take necessary precautions to secure and backup sensitive data prior to the start of services. In the event that data loss occurs, Computer Solutions will not be held liable. Data loss includes but is not limited to corrupt, inaccurate, lost, and damaged data or unrecoverable media errors. Computer Solutions is not responsible for the changing or rotation of Customer's backup tapes.
- 1.11. **Point of Contact:** Customer will establish business and technical Points of Contact to whom Computer Solutions may address all correspondence regarding this project. The technical Point of Contact must be familiar with all aspects of Customer's information technology environment. The business and technical Points of Contact will: (1) have the authority to act on behalf of Customer for all matters related to this project; (2) assist Computer Solutions in the scheduling of services; (3) assist Computer Solutions in evaluating



issues and executing diagnostic tests or other procedures as needed for problem resolution; and (4) attend all meetings and provide signatures as requested by Computer Solutions.

1.12. **Scope of Work:** Customer agrees to develop a Scope of Work if work requirements were not previously detailed or articulated.

## 2. Project Scope, Delivery, and Closure

- 2.1. **As-Built Documentation Acceptance and Project Closure:** After the delivery of project documentation, final walkthrough attendance, and/or closure documents, Customer has ten (10) business days to approve or reject said documentation. If Customer does not provide a written explanation of rejection during this timeframe, Computer Solutions will consider the documentation as accepted and the project closed.
- 2.2. **Project Change Requests:** For any project changes, Customer and/or Computer Solutions must request a Project Change Request (PCR). The PCR will identify changes to the project schedule, tasks, staffing, and/or pricing. Services requiring a PCR will not be performed prior to the approval of said PCR by Customer and Computer Solutions.
- 2.3. **Project Scope:** Services not described herein are considered out of scope.
- 2.4. **Travel:** For travel outside the San Antonio metropolitan area, Customer will be charged for travel charges incurred by Computer Solutions. Travel fees may include but are not limited to reasonable airfare, rental car, lodging, meals, mileage, and travel time to Customer's site.
- 2.5. **DIR Travel:** For Texas Department of Information Resources (DIR) related services, Customer will not be charged travel time.
- 2.6. **Start Date:** Services will begin at a later date as agreed upon between Customer and Computer Solutions.
- 2.7. **Project Delays:** Computer Solutions is not responsible for project delays related to Customer's documentation approval process or Customer's personnel availability. Customer may be subject to additional fees for any Customer induced delays.
- 2.8. **Product Delays:** Computer Solutions is not responsible for project delays concerning product sourcing, delivery, and/or availability from the manufacturer. In the event that product sourcing affects the project, Computer Solutions will make reasonable efforts to find an alternative method for acquiring product. Any product delays will be communicated to Customer as necessary.
- 2.9. **Computer Solutions Commitment:** For a period of thirty (30) days, following project completion, Computer Solutions guarantees the performance of Computer Solutions' professional services.

## 3. Service Hours and Scheduling

- 3.1. **Service Hours:** Computer Solutions service hours are defined as Standard Business Hours and After-Hours. All services will be scheduled and performed during Computer Solutions' Standard Business Hours. Services outside these hours must be scheduled at least 24 hours in advance of performing said services. If the project requires services outside of these hours, Computer Solutions will work with Customer to schedule such services.
  - 3.1.1. **Standard Business Hours:** Hours between 8:00 a.m. and 5:00 p.m. CST, Monday through Friday excluding Computer Solutions holidays.
  - 3.1.2. **After-Hours:** Hours between 5:00 p.m. and 8:00 a.m. CST, Monday through Friday, weekends, and exclude Computer Solutions published holidays. Services performed during these hours are subject to additional fees at Computer Solutions' discretion. These rates do not apply when Computer Solutions requests the option to perform services during After-Hours for convenience purposes.
- 3.2. **Holidays:** Computer Solutions observes the following holidays: 1) Memorial Day, 2) Fourth of July, 3) Labor Day, 4) Thanksgiving Day and the day after, 5) Christmas Eve and Christmas Day, and 6) New Year's Day. Services performed during these holidays will be subject to rates two times (2x) the current rate and must be scheduled for a minimum of four (4) hours. These rates do not apply when Computer Solutions requests the option to perform services during these observed holidays for convenience purposes.
- 3.3. **Rescheduling:** If Customer does not inform Computer Solutions at least 24 hours in advance of rescheduling services, Computer Solutions reserves the right to charge cancellation fees.





- 3.4. **Unscheduled Work:** If Customer requests Computer Solutions to perform work that is not scheduled at least 24 hours in advance of performing said work, Customer will, at Computer Solutions' discretion, be charged fees. These fees do not apply when Computer Solutions requests the option to perform unscheduled services for convenience purposes.
4. **Payment:**
- 4.1. **Payment Terms:** Payment terms shall be in accordance with the terms of the Master Services Agreement (MSA) between Customer and Computer Solutions.
- 4.2. **Schools and Libraries Funding:** For projects subject to funding through the Universal Service Fund, Computer Solutions will not begin services or process purchase orders prior to confirmation of Customer's receipt of the Schools and Libraries Funding Commitment Decision letter.
- 4.3. **Schools and Libraries Funding Compliance:** Computer Solutions assumes Customer has complied with the program rules in applying for and receiving Schools and Libraries Universal Service funding. Should Customer violate program rules, Customer shall bear full responsibility for payment of the purchase price for such goods and/or services as set forth herein.
- 4.4. **Schools and Libraries Division (SLD) Ineligible Items:** For any products and services deemed ineligible by SLD, Customer is responsible for reimbursing Computer Solutions for said products and services.
- 4.5. **Termination:** Termination conditions shall be in accordance with the terms of the Master Services Agreement between Customer and Computer Solutions.
5. **Validity:** The terms and pricing herein are valid for ninety (90) days from the date of delivery of this proposal to Customer.
6. **Managed Services:** If Customer is currently supported by Computer Solutions' NetWatch Managed Services, any design, planning, and execution of services performed within this project may not be facilitated through funds or services through the NetWatch Managed Services Agreement. Once complete, management of the solution may be added to the current NetWatch Managed Services Agreement and supported by the Computer Solutions Support Operations Center (SOC). Inclusion of the solution under NetWatch Managed Services may be subject to additional fees.
7. **Equal Opportunity:** "This contractor and all covered subcontractors shall abide by the requirements of 41 CFR } } 60-1.4(a), 29 CFR Part 741, Appendix A to Subpart A, 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability."
8. **Confidentiality:** This document contains privileged information that is critical to the success of Computer Solutions. Customer agrees to maintain the confidentiality of this document at all times.



## APPENDIX B: BASIC MAINTENANCE TERMS AND CONDITIONS

The following constitutes Computer Solutions' general terms and conditions for basic maintenance services proposed herein, which may be modified upon award. These terms outline Computer Solutions and South San Antonio Independent School District (Customer) responsibilities in regards to this project. This ensures that both parties understand and agree to certain expectations to facilitate project success. Upon award, Computer Solutions will negotiate these terms and conditions as necessary.

### 1. Basic Maintenance Definitions

- 1.1. **FCC Internal Connections and Basic Maintenance Definition:** The FCC defines internal connections and basic maintenance as follows within 47 C.F.R. § 54.502:
  - 1.1.1. "...a service is eligible for support as a component of an institution's internal connections if such service is necessary to transport information within one or more instructional buildings of a single school campus or within one or more non-administrative buildings that comprise a single library branch. Discounts are not available for internal connections in non-instructional buildings of a school or school district, or in administrative buildings of a library, to the extent that a library system has separate administrative buildings, unless those internal connections are essential for the effective transport of information to an instructional building of a school or to a non-administrative building of a library or the Commission has found that the use of those services meets the definition of educational purpose. Internal connections do not include connections that extend beyond a single school campus or single library branch. There is a rebuttable presumption that a connection does not constitute an internal connection if it crosses a public right-of-way."
  - 1.1.2. "... basic maintenance services shall be eligible as an internal connections service if, but for the maintenance at issue, the internal connection would not function and serve its intended purpose with the degree of reliability ordinarily provided in the marketplace to entities receiving such services. Basic maintenance services do not include services that maintain equipment that is not supported or that enhance the utility of equipment beyond the transport of information, or diagnostic services in excess of those necessary to maintain the equipment's ability to transport information."
- 1.2. **USAC Eligible Basic Maintenance Definition:** USAC clarifies eligible basic maintenance services as, "1) repair and upkeep of eligible hardware, 2) wire and cable maintenance, 3) basic technical support, and 4) configuration changes. Basic maintenance is eligible for discount only if it is a component of a maintenance agreement or contract for eligible components. The agreement or contract must specifically identify the eligible components covered, including product name, model number, and location. Reimbursements for BMIC will be paid for the actual work performed under the agreement or contract."
- 1.3. **USAC Ineligible Basic Maintenance Definition:** USAC clarifies ineligible basic maintenance services as, "1) Unbundled Warranties, including prepaid retainers for service that may not actually need to be performed, 2) On-site technical support (i.e., contractor duty station at the applicant site) when off-site technical support can provide basic maintenance on an as-needed basis, unless applicants present sufficient evidence demonstrating that on-site technical support is more cost-effective than utilizing off-site support, 3) services such as network management and 24-hour network monitoring, and 4) help desks that provide a comprehensive level of support beyond basic maintenance of only eligible components. In addition, software Client Access Licenses are not eligible as Basic Maintenance. However, Client Access Licenses for eligible software products may be eligible in the Internal Connections funding category. Eligible basic maintenance does not include services to maintain ineligible equipment, to enhance the utility of equipment beyond the transport of information, or to provide diagnostic services in excess of those necessary to maintain "the equipment's ability to transport information."

### 2. Service and Asset Definition

- 2.1. **Computer Solutions Basic Maintenance Description:** The basic maintenance services proposed herein are in accordance with the definitions from the FCC and USAC. However, Computer Solutions reserves the right to clarify our basic maintenance terms of service as follows.
- 2.2. **Supported Assets:** Customer information technology assets, which are eligible hardware according to USAC stipulations, are considered "Supported Assets". All other assets are considered "Unsupported Assets".



- 2.2.1. **Commercial Grade Assets:** All Supported Assets are considered Commercial Grade Assets unless specified otherwise herein. Such assets are represented as those provided by major commercial product manufacturers such as Cisco Systems, HP, Dell, IBM, EMC, Barracuda, and other products that Computer Solutions represents and sells.
- 2.2.2. **Consumer Grade Assets:** Consumer Grade Assets are defined as hardware and/or software that is not intended for intensive commercial or enterprise environments, lacks appropriate features and functionality for typical business needs, or is designed for residential applications. Such assets will be noted as such on the Supported Assets list. For all Supported Assets that are identified as Consumer Grade Assets, Computer Solutions will provide support on a Best Effort basis.
- 2.2.3. **End-of-Sale or End-of-Life Assets:** For all Supported Assets that are designated as End-of-Sale or End-of-Life by the manufacturer, Computer Solutions will provide Best Effort services. Computer Solutions reserves the right to terminate support of a particular Supported Asset if the asset poses a risk to Computer Solutions' delivery of services. Computer Solutions will notify Customer before taking such actions and will work with Customer to develop alternative solutions if necessary.
- 2.3. **Unsupported Assets:** All Customer assets that are not defined as a Supported Asset, are defined as "Unsupported Assets". Examples of Unsupported Assets include surveillance cameras, credit card machines, cash registers, and other non-typical IT devices.
- 2.4. **Best Effort:** For all Unsupported Assets, Computer Solutions will provide Best Effort services limited to: (1) verifying connectivity to Customer's network; (2) verifying the asset has power; and (3) the capabilities of the asset to detect connectivity. At the discretion of Computer Solutions' technicians and/or engineers, remediation beyond the measures stated above can be provided on a time and materials basis. Computer Solutions does not guarantee that the outcome of the Best Effort work will resolve the issue nor does it assume any level of priority or service level expectations.

### 3. Responsibilities

- 3.1. **Customer Responsibilities:** Customer is obligated to meet certain responsibilities. Should Customer fail to adhere to said responsibilities, thereby impacting Computer Solutions' ability to provide the services described herein, Computer Solutions is not responsible for service delays.
  - 3.1.1. **Access:** Customer will: (1) provide Computer Solutions with remote access to Customer's network, (2) grant access to physical sites including restricted areas, and (3) provide Computer Solutions with login credentials as required to provide the services described herein.
  - 3.1.2. **Escalation:** Customer will provide Computer Solutions with Customer's escalation procedure as well as names and multiple methods of contact for Customer personnel including office and cell phone numbers, and email addresses to be used in the event that Computer Solutions requires support or escalation beyond the capabilities of Customer's primary Point of Contact. Customer will communicate internal process requirements for effective delivery of product and services.
  - 3.1.3. **Hardware and Software:** Customer will provide all hardware, maintenance agreements, software, and licenses as required. Customer will provide a detailed inventory of Customer's environment and their selected Supported Assets. Customer may request that Computer Solutions procure software and licensing for an additional fee.
  - 3.1.4. **Material Changes:** Expenses that result from Customer's need to purchase equipment or materials are Customer's responsibility. As necessary, Computer Solutions will obtain quotes or provide an estimate for Customer's approval prior to purchase.
  - 3.1.5. **Point of Contact:** Customer will establish business and technical Points of Contact to whom Computer Solutions may address all correspondence regarding services. The technical Point of Contact must be familiar with all aspects of Customer's information technology environment. The business and technical Points of Contact will: (1) have the authority to act on behalf of Customer for all matters related to Computer Solutions services; (2) assist Computer Solutions in the scheduling of services; (3) assist Computer Solutions in evaluating issues and executing diagnostic tests or other procedures as needed for problem resolution; and (4) attend all meetings and provide signatures as requested by Computer Solutions.
  - 3.1.6. **Current State Documentation:** Customer will provide Computer Solutions with documentation regarding the current state of Customer's environment as required.
  - 3.1.7. **Environment Safety:** Customer will notify Computer Solutions of any safety or health hazards that may exist on Customer premises. Customer will maintain site conditions within product environmental specifications.



- 3.1.8. **Environment Changes:** Customer will notify and consult Computer Solutions prior to initiating changes to Customer's IT environment or implementing 3rd party vendor changes that affect the delivery of Computer Solutions services as described herein. Computer Solutions will review the proposed changes and inform Customer if said changes will impact Computer Solutions' ability to provide services. Should Computer Solutions determine that said changes will impact Computer Solutions services and Customer opts to perform said changes through any means, Computer Solutions will not be held liable for any services failures or disruptions. If Computer Solutions' labor is required to correct said disruptions, Customer will be charged appropriate time and materials hourly rates associated with remediation.
  - 3.1.9. **Data Backup:** Customer will take necessary precautions to secure and backup sensitive data prior to the start of services. In the event that data loss occurs, Computer Solutions will not be held liable. Data loss includes but is not limited to corrupt, inaccurate, lost, and damaged data or unrecoverable media errors. Computer Solutions is not responsible for the changing or rotation of Customer's backup tapes.
  - 3.1.10. **3rd Party Vendors:** Customer will provide 3rd party vendor contacts, contract terms, and a Letter of Agency as needed if the 3rd party service or product may impact Computer Solutions' ability to provide services. Computer Solutions will not be held responsible for the performance of 3rd party vendors or associated products. However, Computer Solutions will provide Best Effort services to address and resolve issues caused by such vendors or products.
  - 3.1.11. **Maintenance Agreements:** Customer will carry maintenance agreements for all Supported Assets unless a strategy exists to provide spare devices to maintain a reasonable level of availability and supportability.
  - 3.1.12. **Letter of Authority:** Service may require a Letter of Authority granting Computer Solutions permission to act on behalf of Customer as necessary. This letter must be provided to Computer Solutions as necessary for services. Failure to provide Computer Solutions with this letter may result in significant service delays.
  - 3.1.13. **Incident Closure:** Customer agrees to sign off on work completed or provide a written explanation of signoff refusal within five (5) business days or said incident or service request will be automatically closed.
- 3.2. Computer Solutions Responsibilities**
- 3.2.1. **Points of Contact:** Computer Solutions will maintain contact lists and communicate personnel changes as they pertain to the services described herein.
  - 3.2.2. **Communication:** Computer Solutions will communicate modifications to the escalation policy, service interruptions resulting in scheduled changes, changes in policies or procedures, and any updates that affect service delivery.
  - 3.2.3. **Product Offerings:** Computer Solutions will communicate any changes to Computer Solutions' Service Catalog including additions, deletions, or modifications which are intended to target customer needs and technology changes.
  - 3.2.4. **Operations:** Computer Solutions will adhere to Customer's policies and procedures such as change control windows, change control documentation, security requirements, event documentation practices, and all other protocols defined by Customer. These policies will be established and agreed to prior to the commencement of services.
  - 3.2.5. **Web Based Portal:** Computer Solutions maintains an online portal allowing Customer to place and track incidents and service requests on a 24/7 basis.
- 4. 3rd Party Vendors:** Customer will provide 3rd party vendor contacts, contract terms, and a Letter of Agency as needed if the 3rd party service or product may impact Computer Solutions' ability to provide services. Computer Solutions will not be held responsible for the performance of 3rd party vendors or associated products. Customer is responsible for assisting Computer Solutions with scheduling, performing, or facilitating services with 3rd party vendors.
- 5. Service Delivery**
- 5.1. **Service Delivery:** All service requests or scheduled maintenance outages require a support ticket assigned by the Computer Solutions' Support Operations Center (SOC) before services can be scheduled or performed. Direct emails or phone calls to SOC staff for new issues without an assigned support ticket will be routed to SOC support staff for assistance in opening a ticket.
  - 5.2. **Priority Level:** Upon receipt of a support ticket, the SOC will assign a Priority Level according to the guidelines established within Exhibit B: Priority Level. The established Priority Level will determine the method and response times for remediation.



- 5.3. **Remote Remediation:** All support tickets will be assessed by Computer Solutions’ Support Operations Center (SOC) and initial resolution will be performed remotely. A SOC technician will be dispatched onsite to resolve issues as necessary according to issue priority and impact to Customer’s business operations. If Customer requests on-site support when remote remediation can apply, time and materials charges will apply at current published rates.
- 5.4. **Change of Asset:** In the event Customer installs a new asset or removes a Supported Asset from Customer’s environment, Client must notify Computer Solutions of said changes.
- 5.5. **Service Level Objectives:** When the Service Operations Center (SOC) receives a service request, the SOC will determine the Priority Level as defined below. This priority level determines how the SOC should respond to the issue. Once a priority level is defined, the SOC will take the appropriate actions to address and resolve the issue(s). The table below defines the response times and services hours for each priority level.

Priority Level	Service Hours	Response	Escalation	Best Effort/ Target Resolution
Priority 1	Business Hours	1 Hour	2 Hours	4 Hours
	After Hours	4 Hours	6 Hours	8 Hours
Priority 2	Business Hours	4 Hours	8 Hours	8 Hours
Priority 3	Business Hours	1 Day	2 Days	3 Days

- 5.5.1. **Priority 1:** Priority 1 issues significantly impact critical business operations. These issues can effectively immobilize the business and cause severe disruption to an organization. Examples include 1) outage or issue affecting the entire enterprise, 2) outage or issue affecting multiple locations and impacting critical business functions, or 3) outage or issue affecting a critical user, group, location, or device. In the event of a Priority 1 issue, several issues may arise as a result of complications from the Priority 1 issue. These subsequent issues will require separate service tickets and will be assigned an appropriate priority level. The SOC will commit a resource(s) to work 24 hours a day until the issue is resolved or Client agrees to lower the Priority level due to other circumstances. Client will dedicate personnel as required by Computer Solutions during this timeframe to assist in resolution. All services will be scheduled in concert with Client as necessary.
- 5.5.2. **Priority 2:** Priority 2 issues impact business operations causing revenue delay rather than a loss of productivity. Examples include: 1) outage or issue affecting a large workgroup or work function, 2) outage or issue affecting a single location besides corporate headquarters, or 3) outage or issue where workarounds are costly or detrimental to productivity. For all Priority 2 issues, the SOC will commit a resource(s) to work during standard business hours until the issue is resolved. Client will dedicate personnel as required by Computer Solutions during this timeframe to assist in resolution.
- 5.5.3. **Priority 3:** Priority 3 issues affect a single user or small workgroup and pose no major threat to the critical operations of the business environment. Examples include: 1) issues affecting normal job functions for a single user, 2) minor workgroup outages where a workaround can be implemented or remediation can be delayed, or 3) outages that are inconvenient but do not affect revenue or productivity. Priority 3 issues are not considered urgent and can be addressed remotely without interrupting business operations. These issues will be addressed during standard business hours. Note: Initially, issues will be addressed remotely as onsite support can delay resolution. At Client’s request, Priority 2 and 3 issues can be escalated to Priority 1 as a time and materials engagement at current rates.

**6. Service Hours**

- 6.1. **Service Hours:** Computer Solutions service hours are defined as Standard Business Hours and After-Hours. Unless taking actions to respond to or remediate Priority I issues, the hours below shall prevail.
- 6.2. **Standard Business Hours:** Hours between 7:00 a.m. and 7:00 p.m. CST, Monday through Friday excluding Computer Solutions published holidays as stated in Exhibit D: Computer Solutions Observed Holidays.
- 6.3. **After-Hours:** Hours between 7:00 p.m. and 7:00 a.m. CST, Monday through Friday, weekends, and exclude Computer Solutions published holidays. Services performed during these hours will be subject to rates one-and-a-half times (1.5x) the current rate and must be scheduled for a minimum of two (2) hours. These rates do not apply when Computer Solutions requests the option to perform services during After-Hours for convenience purposes.



- 6.4. **Holidays:** Computer Solutions observes the following holidays: 1) Memorial Day, 2) Fourth of July, 3) Labor Day, 4) Thanksgiving Day and the day after, 5) Christmas Eve and Christmas Day, and 6) New Year's Day. Services performed during these holidays will be subject to rates two times (2x) the current rate and must be scheduled for a minimum of four (4) hours. These rates do not apply when Computer Solutions requests the option to perform services during these observed holidays for convenience purposes.
7. **Contact Methods:** Customer may request service using three (3) methods:
- 7.1. Email: [netwatchmail@comsoltx.com](mailto:netwatchmail@comsoltx.com); [servicerequest@comsoltx.com](mailto:servicerequest@comsoltx.com)
  - 7.2. Phone: 210.369.0397 (local) 1.800.326.4304 (toll-free)
  - 7.3. Online Portal: <http://support.comsoltx.com>
8. **Preexisting Conditions:** Computer Solutions is not responsible for preexisting conditions within Customer's environment that affect the delivery of Computer Solutions services. Computer Solutions is not responsible for pre-existing conditions or failure of Customer's equipment.
9. **Exclusions:** It is not the intent of Computer Solutions to: 1) provide major release upgrades (full number change) beyond patches or hot fixes; 2) provide minor releases upgrades unless they repair known business or technical functions, 3) repair Customer assets that are considered to be serviceable solely by manufacturer authorized sources; 4) develop, modify, or design software or applications such as Contact Center scripting; 5) provide detailed design and planning consultation services; or 6) provide electrical or cabling services.
10. **Equal Opportunity:** "This contractor and all covered subcontractors shall abide by the requirements of 41 CFR } 60-1.4(a), 29 CFR Part 741, Appendix A to Subpart A, 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability."



## APPENDIX C: MASTER SERVICES AGREEMENT

This Master Services Agreement (the "Agreement") is made effective on the Effective Date set forth below by and between Client Company (Client) and Great South Texas Corporation, a Maryland corporation doing business as Computer Solutions (Computer Solutions) shall remain in effect until terminated in accordance with the terms hereof:

South San Antonio Independent School District				
Name:				
Address:				
City:		State:		Zip:
Telephone:				
Effective Date:				

NOW, THEREFORE, in consideration of the mutual covenants and agreements set forth below, the parties hereto agree as follows:

- Services.** Computer Solutions agrees to provide to Client certain computer consulting, programming, hardware repair, system engineering and managed services under the terms and conditions of this Agreement. Specific services shall be detailed in one or more written statements of work ("SOW") or managed services agreement SOW's which shall specify the scope of the work to be performed, deliverables, project schedule, and rates for such services. Services shall be performed on a time and materials basis or on a fixed fee basis, as described on the applicable SOW. SOW shall become subject to and part of this Agreement when signed by both parties. This Agreement shall not preclude Computer Solutions from providing services to others which may result in computer programs techniques, products and documentation which are competitive, whether or not such materials are similar to materials developed by Computer Solutions pursuant to this Agreement.
- Time for Performance.** Client understands that the nature of the services to be performed hereunder is such that the time required for performance cannot be determined in advance, and that all milestones and timetables regarding performance of the services are therefore only estimates. In the event Computer Solutions anticipates at any time that it will not reach one or more milestones or complete one or more assignments within the timetable set forth on any SOW, Computer Solutions shall promptly so inform Client, submit proposed revisions to the timetable and milestones that reflect Computer Solutions' best estimate of what can realistically be achieved, and continue to work under the revised timetable and milestones until otherwise directed by Client.
- Payment.** Client shall pay fees for actual time spent (time and materials) for all services performed by Computer Solutions in accordance with the listing of fees and payments included in the applicable SOW, or, if the applicable SOW clearly states that services are to be performed on a fixed fee basis, then Client shall pay the charges set forth on the applicable SOW for such services under the terms and conditions of this Agreement. Computer Solutions shall be reimbursed by Client for all reasonable out-of-pocket expenses incurred by Computer Solutions in the performance of services for Client. Client shall be liable for and pay to Computer Solutions upon Client's receipt of an invoice for any amounts paid or incurred by Computer Solutions relating to taxes based on such fees and charges on this Agreement or the services rendered hereunder, regardless of how designated or levied, or whether so incurred or paid during or after the termination of this Agreement, including but not limited to state and local sales, privilege or excise taxes based on gross revenue, but excluding taxes based on net income. Computer Solutions shall send invoices to Client for services rendered, and Client shall pay Computer Solutions within thirty (30) days of receipt of such invoice. Commencing on the thirtieth (30th) day following Client's receipt of an invoice from Computer Solutions, Client shall be liable for a monthly rate of interest of not more than the highest rate permitted by law on any unpaid amounts, which shall be in addition to such fees due and owing to Computer Solutions.
- Control and Supervision.** With regard to tasks for which Computer Solutions assumes primary project responsibility, Computer Solutions shall be responsible for the control and supervision of its personnel. With regard to tasks in which Client assumes primary project responsibility and Computer Solutions personnel assist Client, Client shall have project responsibility and shall be responsible for the supervision, management and control of Computer Solutions personnel. For such tasks, Client shall be responsible for the technical direction of Computer Solutions personnel and the overall quality and end result of such tasks.
- Proprietary Rights.** Computer Solutions does not convey nor does Client obtain any right in the programs, systems, data or materials utilized or provided by Computer Solutions in the performance of this Agreement (together with, but not limited to, their source codes and related documentation and instructions); provided, however, that Client shall have a perpetual, royalty-free license to use any and all programming



deliverables described on the applicable SOW from and after full payment to Computer Solutions of all amounts due under such SOW. Computer Solutions shall hold all right, title, and interest in and to all techniques, methods, ideas, products, and programs developed by it in connection with the performance of the Agreement.

6. **Confidentiality.** Information relating to Computer Solutions' business and the services Computer Solutions provides under this Agreement, including without limitation technical, financial, and personnel information, are Confidential Information of Computer Solutions. Client shall designate to Computer Solutions in writing what information it discloses to Computer Solutions shall be considered Confidential Information of Client under this Agreement. Financial information of Client's customers shall be considered Client's Confidential Information under this Agreement. Each party shall keep the other's Confidential Information confidential, and shall instruct its employees, directors, and agents to keep such Confidential Information confidential; using the same care and discretion with regard to the Confidential Information as the receiving party uses with similar information which it considers to be Confidential Information. "Confidential Information" does not include information which (i) is or becomes generally available to the public other than as a result of a disclosure by the receiving party, (ii) was within the receiving party's possession prior to its being furnished to it by or on behalf of the disclosing party, provided that the source of such information was not known by the receiving party to be bound by a confidentiality agreement with or other contractual, legal or fiduciary obligation of confidentiality to the disclosing party or any other party with respect to such information, or (iii) becomes available to the receiving party on a non-confidential basis from a source other than the disclosing party or any of its Representatives, provided that such source is not bound by a confidentiality agreement with or other contractual, legal or fiduciary obligation of confidentiality to the disclosing party or any other party with respect to such information.
7. **Personnel.**
  - 7.1. **Right to Assign Personnel.** Client hereby acknowledges that Computer Solutions personnel working on projects under this Agreement may perform similar services from time to time for others, and that this Agreement shall not prevent Computer Solutions from performing such similar services or restrict Computer Solutions from so assigning the personnel provided to Client under this Agreement. Computer Solutions will make every effort consistent with sound business practices to honor the specific requests of Client with regard to the assignment of its employees; however, Computer Solutions reserves the sole right to determine the assignment of its employees.
  - 7.2. **No Hire.** Client agrees that during the term of this Agreement and for a period of twelve (12) months immediately following the period for which Computer Solutions or its affiliates last performed services for the Client under this Agreement, neither Client nor its employees, agents, subsidiaries, or other affiliated persons or organizations shall solicit or influence, directly or indirectly, employees or consultants of Computer Solutions or its affiliated organizations (each such person a "Restricted Person") to leave the employ of Computer Solutions or its affiliates, nor hire or engage any Restricted Person as an employee or independent contractor.
  - 7.3. **Liquidated Damages.** Computer Solutions may, in its sole discretion, waive in writing any violation by Client of Section 7.2 as to any particular Restricted Person upon Client's request. If Computer Solutions determines to waive Client's violation as contemplated in the previous sentence, Client agrees to pay Computer Solutions a fee equal to ten weeks of lost revenue calculated at our standard hourly labor rates for 40 hour weeks. Client further agrees to disclose and enforce this provision with any subcontractor operating on Client's behalf. Notwithstanding anything else in this Agreement to the contrary, Client shall have paid Computer Solutions all outstanding amounts due from Client prior to hiring any Restricted Person in accordance with this Section 7.3.
8. **Term and Termination.**
  - 8.1. **Term.** This Agreement is effective upon the Effective Date listed above and shall remain in effect until terminated as provided herein.
  - 8.2. **Termination Upon Notice.** Either party may at any time terminate this Agreement or the performance of any SOW or under this Agreement, upon sixty (60) days prior written notice, stating its intention to terminate and specifying what is to be terminated and the date upon which such termination shall be effective.
  - 8.3. **Termination Upon Insolvency.** Either party may terminate this Agreement by written notice to the other, and regard the other party as in default of this Agreement, if the other party becomes insolvent, makes a general assignment for the benefit of creditors, files a voluntary petition of bankruptcy, suffers or permits the appointment of a receiver for its business or assets, or becomes subject to any proceeding under any bankruptcy or insolvency law, whether domestic or foreign, or has wound up or liquidated its business, voluntarily or otherwise.
  - 8.4. **Payment Due.** Notwithstanding the reason for or manner of termination of the Agreement, Client shall pay for all services rendered by Computer Solutions up to the effective date of termination of the Agreement within thirty (30) days of such termination date.





- 8.5. Return of Materials.** In the event that this Agreement is terminated as provided for herein, each party shall forthwith return to the other, or certify to the other in writing as to the destruction of (if the other party in writing instructs that such be destroyed), all Confidential Information or other property of the other party then in its possession.
- 9. Warranty and Disclaimers.** Computer Solutions warrants that Computer Solutions will perform the Services in a professional manner, and substantially in accordance with the description in the SOW. Computer Solutions carries appropriate insurance coverage and will provide certificates of insurance upon request. EXCEPT AS EXPRESSLY SET FORTH IN THIS SECTION, COMPUTER SOLUTIONS MAKES NO REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, TO CLIENT OR TO ANY OTHER PERSON REGARDING ANY SERVICES, RESOURCES, EQUIPMENT, SOFTWARE, OR OTHER ITEMS PROVIDED TO CLIENT UNDER THIS AGREEMENT OR THE RESULTS TO BE DERIVED FROM THE USE THEREOF, AND COMPUTER SOLUTIONS EXPRESSLY DISCLAIMS ANY WARRANTIES ARISING FROM COURSE OF DEALING, USAGE OF TRADE, OR COURSE OF PERFORMANCE, AND THE IMPLIED WARRANTIES OF MERCHANTABILITY, AND FITNESS FOR PARTICULAR PURPOSE.
- 10. Limitations of Liability.**
- 10.1. Limited Time for Action.** No action, regardless of form, arising out of the Services under this Agreement may be brought by either party more than two years after the cause of action has accrued, except that an action for nonpayment may be brought within two years of the date of termination.
- 10.2. Force Majeure.** Computer Solutions shall not be liable to Client (or to any of Client's clients) for any delay in performance or any failure in performance hereunder caused in whole or in part by reason of force majeure, which shall be deemed to include the occurrence of any event beyond the control of Computer Solutions, Client's failure to furnish necessary information with respect to details of performance on the part of Client, war (whether an actual declaration thereof is made or not), sabotage, insurrection, riot and other acts of civil disobedience, action of a public enemy, failure or delays in transportation, laws, regulations or acts of any national, state or local government (or any agency, subdivision or instrumentality thereof), judicial action, labor dispute, accident, fire, explosion, flood, storm or other act of God, shortage of labor, fuel, raw materials, machinery or technical failures.
- 10.3. Damages.** COMPUTER SOLUTIONS' ENTIRE LIABILITY IS SET FORTH IN THIS SECTION 10.3. IN NO EVENT WILL COMPUTER SOLUTIONS BE LIABLE FOR CONSEQUENTIAL, INDIRECT, INCIDENTAL, PUNITIVE, OR ANY OTHER NON-DIRECT DAMAGES INCLUDING, WITHOUT LIMITATION, LOST PROFITS OR ANY CLAIM OR DEMAND AGAINST CLIENT BY ANY OTHER PARTY DUE TO ANY CAUSE WHATSOEVER, EVEN IF COMPUTER SOLUTIONS HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. COMPUTER SOLUTIONS' ENTIRE LIABILITY HEREUNDER, REGARDLESS OF THE FORM OF ACTION, SHALL NOT EXCEED THE TOTAL AMOUNT PAID BY CLIENT FOR SERVICES RENDERED UNDER THIS AGREEMENT TO COMPUTER SOLUTIONS DURING THE TWELVE (12) MONTHS IMMEDIATELY PRECEDING THE EVENT GIVING RISE TO SUCH ACTION, EXCLUDING AMOUNTS PAID FOR REIMBURSEMENT OF EXPENSES.
- 11. Miscellaneous.**
- 11.1. Notices.** All notices, requests, demands, and other communications hereunder shall be in writing and, unless otherwise provided herein, shall be deemed to have been duly given upon hand delivery or upon deposit in the United States Mail, postage prepaid, certified or registered mail, return receipt requested, at the addresses set forth above, or at such other address as shall have been furnished to the other in writing in accordance herewith, except that such notice of such change shall be effective only upon receipt.
- 11.2. Independent Contractor.** Under this Agreement, Computer Solutions shall be an independent contractor. This Agreement shall not be construed as creating a partnership, joint venture, agency or employment relationship, or as granting a franchise under federal or state law.
- 11.3. Amendments and Waiver.** This Agreement may be amended or modified by, and only by, a written instrument executed by all the parties hereto. The terms of this Agreement may be waived by, and only by, a written instrument executed by the party against whom such waiver is sought to be enforced.
- 11.4. Section and Other Headings.** The section and other headings contained in this Agreement are for convenience of reference only and shall not in any way affect the meaning or interpretation of this Agreement.
- 11.5. Counterparts.** This Agreement may be executed in any number of counterparts, each of which shall be deemed an original and all of which shall constitute one and the same instrument.
- 11.6. Assignments and Parties in Interest.** This Agreement shall inure to the benefit of and be binding upon the parties hereto and their respective successors and assigns. This Agreement shall not be assigned by Client without the prior written consent of Computer Solutions.



- 11.7. **No Implied Rights or Remedies.** Except as otherwise expressly provided herein, nothing herein expressed or implied is intended or shall be construed to confer upon or to give any person, firm, or corporation, other than the parties hereto and their respective successors and assigns, any rights or remedies under or by reason of this Agreement.
- 11.8. **Entire Agreement.** This Agreement embodies the entire agreement and understanding between the parties hereto relating to the subject matter hereof and supersedes any prior agreements and understandings relating to the subject matter hereof.
- 11.9. **Applicable Law.** This Agreement has been accepted and made performable in Bexar County, Texas. This Agreement and the rights and obligations of the parties hereto shall be construed under and governed by the laws of the State of Texas, without giving effect to principles of conflict of laws. Exclusive venue for resolution of any dispute between the parties related to the subject matter hereof shall be in Bexar County, Texas.

IN WITNESS WHEREOF, the parties hereto hereby warrant that they have the requisite authority to execute this Agreement, and have executed this Agreement, as of the Effective Date.

GREAT SOUTH TEXAS CORPORATION DBA COMPUTER SOLUTIONS	
Signature:	_____
Name:	_____
Title:	_____

SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT	
Signature:	_____
Name:	_____
Title:	_____



**APPENDIX D: CONTRACT ACCEPTANCE**

South San Antonio Independent School District (Customer) has selected Computer Solutions as its service provider. Computer Solutions and Customer acknowledge that upon execution of this contract, it shall constitute a binding agreement between the parties and that all terms herein are accepted.

IN WITNESS WHEREOF, the parties hereto hereby warrant that they have the requisite authority to execute this Agreement, and have executed this Agreement, as of the Effective Date below.

GREAT SOUTH TEXAS CORPORATION DBA COMPUTER SOLUTIONS	
Signature:	_____
Name:	_____
Title:	_____
Date:	_____
Quote/CNET:	_____

SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT	
Signature:	_____
Name:	_____
Title:	_____
Date:	_____
Quote/CNET:	_____



## GENERAL SCOPE OF SERVICES

**SPECIFICATIONS:** Vendors shall propose the services as listed below. Pricing must include applicable surcharges and fees.

1. **PURPOSE:** South San Antonio ISD ("SSAISD", the "District") wishes to contract with a manufacturer-certified vendor to provide network equipment including firewalls and switches as specified or equivalent, in accordance with the specifications set forth in this Request for Proposal ("RFP").

**It is the intent of the District to file an E-rate application for Funding Year 2018-2019 for the equipment and services included in this Request for Proposal.** Full implementation of the project is contingent upon receipt of E-rate funding and subsequent governing board approval.

"I understand and will comply." \_\_\_\_\_



2. **PERIOD OF CONTRACT PERFORMANCE:** The period of goods received subject to this solicitation and any resulting contract are anticipated to commence July 1, 2018 conditional upon board approval. Under no circumstance shall work commence prior to April 1, 2018, without written authorization from the District Purchasing Director.

"I understand and will comply." \_\_\_\_\_



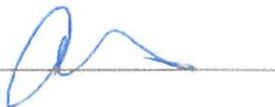
3. **INSTALLATION AND CONSTRUCTION PROCESSES:** The successful bidder(s) will work with SSAISD to coordinate service delivery and resolve scheduling conflicts. Access will be coordinated with the technology department and construction management team of the school district. All areas must be kept clean and no materials are to be stored on site other than those which are currently in the process of being installed. The awarded vendor(s) may not use District sites as a storage facility without prior consent. Any and all materials stored on District property is the responsibility of the vendor until a Change of Custody form is signed by a District authorized personnel. Any changes to installation or implementation activities once a contract is completed must be preceded by an approved change order.

"I understand and will comply." \_\_\_\_\_



4. **DOCUMENTATION OF E-RATE ELLIGIBLE SERVICES AND MATERIALS:** All materials and services must be labeled and documented **by the vendor** prior to delivery, installation, and Change of Custody.

"I understand and will comply." \_\_\_\_\_



4a. **SERVICES AND MATERIALS INCLUDED ON FORM 471:** For all equipment, vendor provided labeling and documentation must include:

A. A physical label

1. Peel, heat, and fade resistant with the intent to remain on the equipment for a

- minimum of 5 years
2. Attached to the materials in a manner which does not render the label obstructed to view when the materials are installed in production
  3. Includes:
    - i. E-Rate Funding Year 2018
    - ii. RFP name: 2017-12
    - iii. E-Rate Funding Request Number (FRN)
    - iv. Entity number for the site where equipment is installed
    - v. The awarded vendor's SPIN number
    - vi. The District PO number under which the service or material was purchased.

For all equipment the vendor must provide:


A. A complete electronic inventory:

- I. Microsoft Excel compatible format
- II. Includes:
  - i. Description
  - ii. Manufacturer
  - iii. Manufacturer Model number
  - iv. Part number
  - v. Serial number (if applicable)
  - vi. E-Rate funding year 2018
  - vii. E-Rate Funding Request Number (FRN)
  - viii. RFP name 2017-12
  - ix. Entity Number
  - x. Location of installation

B. Electronic site maps indicating location of installed materials

**NO MATERIALS OR SERVICES WILL BE ACCEPTED FOR DELIVERY, INSTALLATION, OR CHANGE OF CUSTODY WHICH DO NOT MEET THESE REQUIREMENTS WITHOUT PRIOR WRITTEN AUTHORIZATION FROM A DISTRICT AUTHORIZED PERSONNEL.**

"I understand and will comply."



**4b: DOCUMENTATION OF E-RATE INELIGIBLE OR NON-REIMBURSED SERVICES AND MATERIALS:**

All services and materials which are not listed on the E-Rate Funding Request must also be inventoried and documented prior to delivery, installation, and Change of Custody. These services and materials must be documented in the same manner as outlined for E-Rate eligible services and materials with the exception that these shall not be documented with an entity number, FRN, or E-Rate funding year.

"I understand and will comply."



5. **TECHNICAL SPECIFICATIONS:** Vendors shall propose the equipment as specified or equivalent as listed within the RFP. Provided specifications and performance requirements represent a minimum requirement and any solutions not meeting minimum performance specifications as outlined may not be considered. The vendor is requested and responsible for providing all materials to meet specifications and to provide a complete solution\* as presented, including all necessary cabling, connectors, components, installation, configuration, travel, per diem, and any other applicable fees unless otherwise outlined within this RFP.

Some elements of the RFP may provide the bidder an opportunity to provide a uniquely designed solution without constraint to particularly requested component models or topology design. Bidders may provide more than one solution in such cases. For example, a bidder may provide a chassis switch option and a stackable switch option where appropriate. In the case of requests for open ended design solutions such as in the case of a complete network redesign or upgrade, each complete solution must be accompanied at the time of submission with a proposed physical and logical topology diagram which allows the District to evaluate the design. **EACH PROPOSAL MUST REPRESENT A COMPLETE SOLUTION.**

\*A complete solution is defined as the bidders proposed solution to meet the technical and performance requirements presented within the RFP and/or any associated addenda which includes all necessary components to provide complete connectivity and compatibility with proposed components and existing District infrastructure, without need for additional components outside of the scope provided within the proposal. These components may include, but may not be limited to: cabling, optics, licensing, configuration, engineering/design, and training/knowledge transfer.

"I understand and will comply." 

5a. **NON-SPECIFIED / EQUIVALENT RESPONSES:** When specific component manufacturer and models are requested as the basis for the specification, bidders providing responses as "EQUIVALENT" to the provided specifications **MUST** provide a side-by-side comparison of the proposed solution to the specified requested solution in a chart format. The comparison **MUST** provide detailed data/technical specifications which allow South San Antonio ISD to evaluate the performance characteristics of the proposed solution to those being requested. Failure to provide complete and accurate comparison data in the response in a side-by-side chart format may result in the disqualification of the proposal from the scoring process.

"I understand and will comply." 

5b. **REFURBISHED / RECERTIFIED EQUIPMENT:** Responses including refurbished or recertified equipment **WILL NOT** be accepted. All responses must be based on new manufacturer components. **NO GREY-MARKET MATERIALS WILL BE ACCEPTED.**

"I understand and will comply." 

6. **FINAL BUILD OF MATERIALS, SCOPE OF WORK AND CONTRACT:** The District reserves the right to negotiate a final design, build of materials, scope of work, and contract with the awarded vendor. All quantities of materials as requested in the RFP are estimates only. The District reserves the right to increase or decrease the quantity of materials and the scope of the final project after award.

"I understand and will comply." 

7. **PRICING RESPONSES:**

All proposals must include pricing which clearly identifies:

- A. The non-discounted cost
- B. Pricing Discount rate if applicable
- C. Pricing Discounted cost
- D. E-rate eligible portion of the proposed product.

Only bundled manufacturer warranty should be included in the item cost. All non-bundled components, services, configuration, design, maintenance, support, fees, and licensing must be delineated by line item.

**ALL PRICING MUST BE SUBTOTALLED BY ENTITY NUMBER. SEE EXAMPLE IN APPENDIX.**

**THE AWARDED BIDDER MUST PROVIDE PROPOSAL IN FCC FORM 471 BULK UPLOAD TEMPLATE FOR INTERNAL CONNECTIONS FORMAT WITHIN 5 DAYS OF REQUEST.**

<http://www.usac.org/sl/applicants/step03/form-471.aspx>

\*The E-Rate eligible portion is the portion of the service or material which is eligible according to the FCC's Eligible Services List. For example, content and virus filtering components of a firewall must be cost-allocated as ineligible. Non-eligible components must be clearly cost allocated. This is NOT the District E-Rate discount rate.

"I understand and will comply." 

8. **MAINTENANCE AND SUPPORT:** All electronics must include manufacturer's bundled warranty for a minimum of 3 years. Terms of included bundled warranty must be clearly defined, including technical coverage, SLA, and term of coverage.

"I understand and will comply." 

9. **REQUIRED NOTICE TO PROCEED AND FUNDING AVAILABILITY:** SSAISD will follow the purchasing policies of the SSAISD Board and requirements and procedures of the FCC's E-rate program as administered by the Universal Service Administrative Company to be eligible for all available funding. The implementation of any associated contracts resulting from this competitive bid process will be dependent on the district's' issuance of a written Notice to Proceed. E-rate funding notification alone will not signify Notice



**SOUTH SAN ANTONIO INDEPENDENT  
SCHOOL DISTRICT**

**E-RATE Services**

(12/20/17)

**RFP #2017-12 - ADDENDUM #1**

1. Is there a MDF/IDF break down with the switch counts in each location?  
**This will be provided during any walkthroughs. The range is anywhere from 2 switches to 11 switches. At least, 2 IDF's will be split into 2 stacks.**
2. What are the maintenance windows?  
**Summer project with projected hours of 8am to 5:30pm.**
3. Are the stacks intended to be dual homed to the MDF?  
**It depends on the case. This is a rip and replace but the district will go with what is in place now.**
4. Do you require Firepower Management Center to manage the 4110's? If so, what is your logging requirements for the 4110's?  
**Yes, minimum 1 month retention.**
5. Does the district use VM ware 5.5 or higher?  
**Yes.**
6. The Cisco 3850 comes in almost 14 different types. Could you specify an exact model, F or X and density?  
**WS-C3850-48P.**
7. For the 10G Plug in modules for 3850, provide which model.  
**C3850-NM-2-10G**
8. How long do the long stacking cables need to be?  
**In most cases, 3 feet.**





**SOUTH SAN ANTONIO INDEPENDENT  
SCHOOL DISTRICT  
E-RATE Services  
(12/20/17)  
RFP #2017-12 - ADDENDUM #1**

**Confirmation of Receipt of Addendum:**

SIGN below and submit confirmation of receipt of this addendum to your bid.

Bidder's Acknowledgement: I, the undersigned, acknowledge receipt of this addendum.

Great South Texas Corporation d/b/a Computer Solutions

1/28/18

Company Name

Date

Craig Watkins

Name of Contact

Signature

**E-Rate FY 2018: REQUEST FOR PROPOSAL – ADDENDUM 1**

Addendum Posted: December 20, 2017

**CHANGES ISSUED IN THIS ADDENDUM:**

Description	Milestones	New Value
Bid Due Date*	Tuesday, January 30, 2018 11:59 pm CST	
RFP Questions	Friday, December 15, 2017 11:59 pm CST	Q&A - Questions submitted and Applicant Responses are Listed Below


**Confirmation of Receipt of Addendum:**

SIGN below and submit confirmation of receipt of this addendum to your online bid on [www.erate470.com](http://www.erate470.com) or return by email to [forms@kelloggllc.com](mailto:forms@kelloggllc.com)

Bidder's Acknowledgement: I, the undersigned, acknowledge receipt of this addendum.

Great South Texas Corporation d/b/a Computer Solutions     1/28/18  
Company Name     Date

Craig Watkins  
Name of Contact

  
Signature

South San Antonio Ind Sch Dist (BEN: 141548)  
5622 Ray Ellison Boulevard, San Antonio, TX 78242  
(210) 977-7025

FCC FORM 470 # 180002766 (SSAN 2018-C1)  
FCC FORM 470 # 180005117 (SSAN 2018-C2)

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## RFP QUESTIONS AND ANSWERS

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### RFP Questions & Answers

Please scroll page up to access additional questions and answers

### E-Rate Program Year 2018 (07/01/18-06/30/19)

South San Antonio Ind Sch Dist (BEN 141548)  
5622 Ray Ellison Boulevard, San Antonio, TX 78242  
(210) 977-7025

Exit

#### C2: Internal Broadband Components

##### Network Switches

Regarding parts SFP-10G-SR, SFP-10G-LR, X2-10GB-SR, would you consider bids for compatible (non-Cisco branded) optical transceivers?

YES (Answered by T/SSAN on 12/06/2017 03:36 PM)

Exit

**RFP QUESTIONS AND ANSWERS**

<b>Questions &amp; Answer Log</b>	
<b>1. Question:</b> The Cisco 3850 comes in almost 14 different flavors. Could you specify an exact model? (F or X? density?)	<b>Answer:</b> WS-C3850-48P or equivalent
<b>2. Question:</b> For the 10G Plug in modules for 3850, could you tell me which model?	<b>Answer:</b> C3850-NM-2-10G or equivalent
<b>3. Question:</b> Long stacking cables. How long do you need them to be?	<b>Answer:</b> In most cases, 3 feet will work.
<b>4. Question:</b> Is there an MDF/IDF breakdown with the switch counts in each location?	<b>Answer:</b> The range is anywhere from 2 switches to 11 switches. At least 2 IDF's will be split into 2 stacks.

**RFP QUESTIONS AND ANSWERS**

<p><b>5. Question:</b></p> <p><b>What are the maintenance windows?</b></p>	<p><b>Answer:</b></p> <p><b>I see this more as a summer project. 8:00-5:30</b></p>
<p><b>6. Question</b></p> <p><b>Are the stacks intended to be dual homed to the MDF?</b></p>	<p><b>Answer:</b></p> <p><b>In some cases, yes, some cases no. This is a rip and replace. We will go with whatever is in place now. Most cases no.</b></p>

**RFP QUESTIONS AND ANSWERS**

<b>Questions &amp; Answer Log</b>	
<b>7. Question:</b>  Do you require Firepower Management Center to manage the 4110's? If so, what is your logging requirements for the 4110's?	<b>Answer:</b>  Yes, minimum 1 month retention.
<b>8. Question:</b>  Does the district use VM ware 5.5 or higher?	<b>Answer:</b>  Yes
<b>9. Question:</b>  Regarding parts SFP-10G-SR, SFP-10G-LR, and X2-10GB-SR, would you consider bids for compatible, (non-Cisco branded), optical transceivers?	<b>Answer:</b>  Yes
<b>10. Question</b>	<b>Answer:</b>

Cat 2 Erate Services - Switches, firewalls, etc.		Computer solution	Insight	Intech SW	RXTech
1) The purchase price of Erate eligible products & services 20	20	11	10	20	9
2) Other costs 5	5	5	5	5	5
3) The reputation of the vendor and of the vendor's goods or services 10	10	10	10	10	10
4) The quality of the vendor's goods or services 10	10	10	10	10	10
5) The extent to which the goods or services meet the district's needs 10	10	10	10	7	10
6) Buying Group approved bidder 15	15	15	15	15	15
7) Past relationships 10	10	10	0	7	0
8) Underutilized Business 10	10	10	0	10	10
9) Long Term Cost 10	10	10	10	5	10
<b>Total points 100</b>	<b>100</b>	<b>91</b>	<b>70</b>	<b>89</b>	<b>79</b>
Cat 1 Voice/PRI		Formost	AT&T		
1) The purchase price of Erate eligible products & services 20	20	20	19		
2) Other costs 5	5	5	4		
3) The reputation of the vendor and of the vendor's goods or services 10	10	10	10		
4) The quality of the vendor's goods or services 10	10	8	9		
5) The extent to which the goods or services meet the district's needs 10	10	8	9		
6) Buying Group approved bidder 15	15	15	15		
7) Past relationships 10	10	7	8		
8) Underutilized Business 10	10	0	0		
9) Long Term Cost 10	10	8	9		
<b>Total points 100</b>	<b>100</b>	<b>81</b>	<b>83</b>	<b>0</b>	<b>0</b>
Cat 1 Cell		AT&T	Sprint		
1) The purchase price of Erate eligible products & services 20	20	18	20		
2) Other costs 5	5	5	5		
3) The reputation of the vendor and of the vendor's goods or services 10	10	10	10		
4) The quality of the vendor's goods or services 10	10	10	10		

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5) The extent to which the goods or services meet the district's needs 10	10	10	10			
6) Buying Group approved bidder 15	15	15	15			
7) Past relationships 10	10	10	10			
8) Underutilized Business 10	10	0	0			
9) Long Term Cost 10	10	10	10			
<b>Total points 100</b>	<b>100</b>	<b>88</b>	<b>90</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Cat 1 Fiber between HS and Central Office</b>						
		<b>AT&amp;T</b>	<b>Spectrum</b>			
1) The purchase price of Erate eligible products & services 20	20	20	17			
2) Other costs 5	5	5	5			
3) The reputation of the vendor and of the vendor's goods or services 10	10	10	10			
4) The quality of the vendor's goods or services 10	10	10	10			
5) The extent to which the goods or services meet the district's needs 10	10	10	10			
6) Buying Group approved bidder 15	15	15	15			
7) Past relationships 10	10	10	10			
8) Underutilized Business 10	10	10	10			
9) Long Term Cost 10	10	10	7			
<b>Total points 100</b>	<b>100</b>	<b>100</b>	<b>94</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Cat 1 Internet access</b>						
1) The purchase price of Erate eligible products & services 20	20					
2) Other costs 5	5					
3) The reputation of the vendor and of the vendor's goods or services 10	10					
4) The quality of the vendor's goods or services 10	10					
5) The extent to which the goods or services meet the district's needs 10	10					
6) Buying Group approved bidder 15	15					
7) Past relationships 10	10					
8) Underutilized Business 10	10					
9) Long Term Cost 10	10					
<b>Total points 100</b>	<b>100</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Tabulated by						
Scott Laleman						



Jeremy Skay					
Peggy Gonzalez					

Cat 2 Erate Services - Switches, firewalls, etc.		Computer solution	Insight	Intech SW	RXTech	
1) The purchase price of Erate eligible products & services 20	20	11	10	20	9	
2) Other costs 5	5	3	3	5	3	
3) The reputation of the vendor and of the vendor's goods or services 10	10	10	7	7	7	
4) The quality of the vendor's goods or services 10	10	10	6	5	7	
5) The extent to which the goods or services meet the district's needs 10	10	10	7	5	8	
6) Buying Group approved bidder 15	15	15	15	15	15	
7) Past relationships 10	10	10	8	8	8	
8) Underutilized Business 10	10	10	8	10	10	
9) Long Term Cost 10	10	10	8	5	8	
<b>Total points 100</b>	<b>100</b>	<b>89</b>	<b>72</b>	<b>80</b>	<b>75</b>	

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