

INDEPENDENT SCHOOL DISTRICT NO. 709  
Duluth Public Schools  
Historic Old Central High School - 215 N. 1st Avenue E.  
Tel. (218) 336-8738 Duluth, Minnesota 55802-2069 Fax (218) 336-8777

MEMORANDUM

To: Doug Hasler, CFO/Executive Director of Business Services

From: Tony Kelekovich, <sup>TK</sup>Supervisor of Purchasing

Subject: Bid-1265 Next-Generation Firewall

Date: March 12, 2018

Bids for a Next-Generation Firewall were advertised and posted on the Universal Service Administrative Company website as required to qualify for E-Rate funding.

Four (4) vendors responded with the following results:

<u>VENDOR</u>	<u>TOTAL</u>
INSIGHT PUBLIC SECTOR	\$ 55,826.05*
HEARTLAND BUSINESS SYSTEMS	\$ 63,642.43
HIGH POINT NETWORKS	\$ 66,865.00
CDW GOVERNMENT LLC	\$ 69,270.00

The Technology Department (Bart Smith, Nick Stevermer, Dan Litwin) and the Purchasing Department (Tony Kelekovich) analyzed the bids.

\*Insight Public Sector's bid did not meet specification because the unit was too small and did not include the necessary licenses.

Bart Smith, Manager of Technology, recommends accepting the low bid meeting specification as submitted by Heartland Business Systems in the amount of \$ 63,642.43.

**Fund:** 1-108-012-311-000-1555.00

**Program:** Technology

**Fund Custodian:** Bart Smith/Technology

VENDOR LIST/TABULATION

BID-1265 NEXT-GENERATION FIREWALL

CDW GOVERNMENT LLC \$ 69,270.00  
VERNON HILLS IL

**HEARTLAND BUSINESS SYSTEMS \$ 63,642.43**  
**BLOOMINGTON MN**

HIGH POINT NETWORKS \$ 66,865.00  
WEST FARGO ND

INSIGHT PUBLIC SECTOR \$ 55,826.05  
TEMPE AZ