

**PORTAGE PUBLIC SCHOOLS  
BOARD OF EDUCATION  
REGULAR MEETING  
CENTRAL HIGH SCHOOL COMMUNITY RM #1136, 8135 S. WESTNEDGE, PORTAGE, MICHIGAN  
49002  
JANUARY 24, 2022, 6:30 PM  
AGENDA**

**VISION STATEMENT**

An exceptional, continuously improving learning culture with high expectations, committed to all!

**MISSION STATEMENT**

Portage Public Schools will educate all students to achieve their potential.

<b>I. CALL TO ORDER AND PLEDGE OF ALLEGIANCE</b>	
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<b>VII. ASSURANCE OF DISTRICT PERFORMANCE - None</b>	
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<b>IX. ACTION ITEMS - None</b>	
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<b>XI. ADJOURN</b>	

**PORTAGE PUBLIC SCHOOLS  
BOARD OF EDUCATION – REGULAR BUSINESS MEETING  
PORTAGE CENTRAL HIGH SCHOOL, ROOM #1136  
JANUARY 24, 2022, 6:30 P.M.**

**Note Page**

**II. Revisions/Approval of Agenda**

**Recommended Motion:**

**Motion offered by \_\_\_\_\_, seconded by \_\_\_\_\_, that the Board of Education approve the Agenda as printed (or as amended).**



**Portage Public Schools  
General Fund Budget Progress Report by Function  
2021-2022 Fiscal Year**

	Six months ended December 31, 2021				Six months ended December 31, 2020			
	Preliminary Budget 2021- 2022	% of total	Year-to-date activity	% of budget	Preliminary Budget 2020- 2021	% of total	Year-to-date activity	% of budget
<b>Revenue:</b>								
Local	17,296,102	17%	15,668,704	91%	17,811,754	19%	14,600,566	82%
State	71,327,000	72%	22,488,510	32%	63,863,199	69%	19,539,886	31%
Federal	1,485,408	1%	217,237	15%	1,955,686	2%	3,660,910	187%
Local payments-other districts	9,004,601	9%	2,639,461	29%	9,048,969	10%	2,475,186	27%
Other/Transfers in	<u>170,000</u>	0%	<u>-</u>	0%	<u>185,000</u>	0%	<u>-</u>	0%
<b>Total Revenue</b>	<b>99,283,111</b>	<b>100%</b>	<b>41,013,912</b>	<b>41%</b>	<b>92,864,608</b>	<b>100%</b>	<b>40,276,547</b>	<b>43%</b>
<b>Expenditures:</b>								
<b>Instruction</b>								
Basic Programs	52,377,091	52%	21,140,044	40%	48,348,795	52%	18,646,727	39%
Added Needs	<u>8,406,450</u>	8%	<u>3,172,706</u>	38%	<u>8,713,766</u>	9%	<u>2,699,532</u>	31%
<b>Total Instruction</b>	<b>60,783,541</b>	<b>61%</b>	<b>24,312,750</b>	<b>40%</b>	<b>57,062,561</b>	<b>61%</b>	<b>21,346,259</b>	<b>37%</b>
<b>Supporting Services</b>								
Pupil Support	7,623,401	8%	2,968,776	39%	7,219,882	8%	2,540,783	35%
Instructional Staff	5,057,889	5%	2,679,373	53%	4,770,320	5%	2,472,621	52%
General Administration	798,456	1%	423,809	53%	715,978	1%	394,281	55%
School Administration	5,790,688	6%	2,525,586	44%	5,044,729	5%	2,294,051	45%
Business	1,412,177	1%	604,832	43%	1,028,917	1%	481,765	47%
Operations and Maintenance	8,874,870	9%	4,328,819	49%	8,145,652	9%	4,319,316	53%
Transportation	3,354,732	3%	1,437,105	43%	3,229,691	3%	1,116,158	35%
Central Support Services	2,688,061	3%	1,954,311	73%	2,588,974	3%	1,460,717	56%
Other Support Services	1,876,444	2%	877,873	47%	1,457,055	2%	694,507	48%
Community Services	150,090	0%	46,292	31%	369,628	0%	56,254	15%
Childcare Services	<u>1,478,890</u>	1%	<u>738,445</u>	50%	<u>1,610,898</u>	2%	<u>631,041</u>	39%
<b>Total Supporting Services</b>	<b>39,105,698</b>	<b>39%</b>	<b>18,585,221</b>	<b>48%</b>	<b>36,181,724</b>	<b>39%</b>	<b>16,461,494</b>	<b>45%</b>
Other Financing Uses/Capital Outlay	<u>112,047</u>	0%	<u>88,363</u>	79%	<u>102,849</u>	0%	<u>395,772</u>	385%
<b>Total Expenditures</b>	<b><u>100,001,286</u></b>	<b>100%</b>	<b><u>42,986,333</u></b>	<b>43%</b>	<b><u>93,347,134</u></b>	<b>100%</b>	<b><u>38,203,525</u></b>	<b>41%</b>
Excess (deficiency) of revenues over expenditures	(718,175)		(1,972,420)		(482,526)		2,073,022	

**Portage Public Schools  
General Fund Budget Progress Report by Object  
2021-2022 Fiscal Year**

**Six months ended December 31, 2021**

**Six months ended December 31, 2020**

	Six months ended December 31, 2021				Six months ended December 31, 2020			
	Preliminary Budget 2021- 2022	% of total	Year-to-date activity	% of budget	Preliminary Budget 2020- 2021	% of total	Year-to-date activity	% of budget
Salaries	48,838,707	49%	19,592,542	40%	46,131,154	49%	17,481,094	38%
Benefits	<u>35,408,930</u>	35%	<u>14,544,986</u>	41%	<u>31,582,703</u>	34%	<u>13,294,869</u>	42%
<b>Total Salaries and Benefits</b>	<b>84,247,637</b>	<b>84%</b>	<b>34,137,527</b>	<b>41%</b>	<b>77,713,857</b>	<b>83%</b>	<b>30,775,963</b>	<b>40%</b>
Purchased Services	9,333,869	9%	5,420,234	58%	9,480,567	10%	4,572,195	48%
Supplies	4,553,083	5%	3,052,667	67%	4,720,242	5%	2,274,157	48%
Capital outlay/Other	<u>1,866,697</u>	2%	<u>375,904</u>	20%	<u>1,432,468</u>	2%	<u>581,211</u>	41%
<b>Total Expenditures</b>	<b>100,001,286</b>	<b>100%</b>	<b>42,986,333</b>	<b>43%</b>	<b>93,347,134</b>	<b>100%</b>	<b>38,203,525</b>	<b>41%</b>



**PORTAGE PUBLIC SCHOOLS  
BOARD OF EDUCATION – REGULAR BUSINESS MEETING  
PORTAGE CENTRAL HIGH SCHOOL, ROOM #1136  
JANUARY 24, 2022, 6:30 P.M.**

**Note Page**

**VI. Consent Agenda**

1. Approval of Minutes
  - a. January 10, 2022 Organizational Meeting / Committee of the Whole Work Session
  
2. CHS/NHS Replacement Furniture Purchase

That the Board of Education approve, as presented, the purchase of student and teacher chairs for Central and Northern High Schools for a total purchase cost of \$74,227, the funds for which will come from the 2019 Bond Fund, Proposal #1 Unallocated Contingency.
  
3. Approve 2022-23 Program of Studies

That the Board of Education approve the 2022-23 Programs of Study for our Elementary, Middle, and High Schools, as presented.
  
4. Phone System Service Replacement

That the Board of Education authorize the award of a phone services contract to Telnet Worldwide of Madison Heights, Michigan in a base amount of \$167,768 annually for a term of five years, the funds for which will be drawn from the General Fund starting in the 2022-23 school year.
  
5. Phone System Equipment Replacement

That the Board of Education authorize the purchase of 1,100 phones from Telnet Worldwide of Madison Heights, Michigan in an amount not-to-exceed \$135,750, the proceeds for which will come from the 2021 Bond Fund.

**PORTAGE PUBLIC SCHOOLS  
BOARD OF EDUCATION**

**ORGANIZATIONAL MEETING/COMMITTEE OF  
THE WHOLE WORK SESSION**

**JANUARY 10, 2022**

The Organizational Meeting/Committee of the Whole Work Session of the Board of Education of Portage Public Schools held on Monday, January 10, 2022, was called to order at 6:30 p.m. by President Van Antwerp. The meeting was held in Room #1136 of Portage Central High School. The Pledge of Allegiance was recited.

Board Trustees Present: Keith Crowell, Kurt Droppers, Rusty Rathburn, Bo Snyder, Celeste Shelton-Harris, Randy Van Antwerp

Board Trustees Absent: Terri Novaria

**REVISIONS/APPROVAL OF AGENDA**

**Motion offered by Mr. Droppers, seconded by Mr. Crowell, that the Board of Education approve the agenda as printed.**

**The motion carried unanimously.**

**ELECTION OF OFFICERS**

Mr. Van Antwerp reviewed the election process as outlined in Bylaw 0152. Mr. Van Antwerp then asked for a nomination for the office of President. Board Member Kurt Droppers nominated Randy Van Antwerp as President. Mr. Van Antwerp asked for second and third nominations for President; there were none. As the only nomination for President, Mr. Van Antwerp declared himself elected as President by acclamation.

President Van Antwerp asked for a nomination for the office of Vice President. Board Member Celeste Shelton-Harris nominated Board Member Terri Novaria as Vice President. President Van Antwerp asked for second and third nominations for Vice President; there were none. President Van Antwerp declared Terri Novaria Vice President by acclamation.

President Van Antwerp asked for a nomination for the office of Secretary. Board Member Van Antwerp nominated Board Member Celeste Shelton-Harris as Secretary. President Van Antwerp asked for second and third nominations for Secretary; there were none. President Van Antwerp declared Celeste Shelton-Harris Secretary by acclamation.

## **REPORTS**

### **Superintendent's Report**

#### **Board Recognition**

Superintendent Bielang recognized and thanked the Board for their service and reviewed the Board's accomplishments over the past year. Each board member was provided with a token of appreciation and Certificate of Appreciation.

#### **Bond Project Update**

Mr. Johnny Edwards, Assistant Superintendent of Operations provided a brief update on bond construction work.

At the Central AEF softball dugouts, masonry work is complete, framing is complete and shingles are on the roofs. Lighting in the storage unit behind the home dugout is complete. We are awaiting inspection/approval on that work. Benches are expected to be delivered within the next couple of weeks and will be installed upon arrival. In March once the weather allows, contractors will need to restore the site, which includes fencing and the field itself. The softball team will have full access to the field for practice and competitions.

For elementary bond work, our first meeting with O-A-K, TowerPinkster and Fielding International was held last week to discuss the communication process internally and externally, an overview of the project and development of the master plan. A follow-up meeting with all firms will be held later this week with our core team. Another meeting will be held next week to include elementary principals and instructional staff. More detailed information on the timeline for the elementary bond work will be shared with the Board in February.

Mr. Edwards addressed questions from Trustees. President Van Antwerp thanked Mr. Edwards for the update.

## **BOARD EDUCATION**

### **Presentation on Monitoring Report 1.1**

Mr. Mike Huber, Director of Curriculum and Professional Development, shared highlights of the report. The presentation reviewed assessment averages and the percentage of change; our assessment ranking versus comparator schools, and key element responses to our work (continuous improvement processes, elementary/secondary math/literacy work, social emotional instruction, and the impact of COVID).

Mr. Huber addressed questions from Trustees. President Van Antwerp thanked Mr. Huber, Dr. Pascoe, and Ms. Jensenius for their work and series of presentations on this monitoring report.

## **COMMENTS OR COMMUNICATIONS**

President Van Antwerp opened the floor to public comment. Dr. Shelton-Harris read the guidelines for public participation.

Roxanne Hallam addressed the Board in opposition of masking.

Linda Stewart advocated for increased compensation for EduStaff employees working in the District.

Jessica VanDyke addressed the Board in opposition of masking.

Monica Johnson shared anti-masking comments.

President Van Antwerp thanked the public commenters for their remarks and opened the floor to board member comments. There were no board member comments.

## **CONSENT AGENDA**

**President Van Antwerp presented the following Consent Agenda items for approval by the Board of Education:**

- **Organizational Items: designate the following depositories for school funds - Comp One, Flagstar Bank, First National Bank, Horizon Bank, Huntington Bank, JP Morgan Chase, Macatawa Bank, Mercantile Bank, and PFM Investment Management; approve the Board of Education meeting scheduled for 2022-23; designate persons authorized to use the safety deposit box as Superintendent, Assistant Superintendent of Operations, Director of Finance, and Board Secretary; designate the Electronic Transfer Officer as Paula Johnson, Director of Finance; appoint the Board Recording Secretary as Barb Atkinson, Administrative Assistant; approve Thrun Law Firm, P.C. as the Board's & District's primary legal counsel;**
- **Approve minutes from the December 13, 2021 Regular Business Meeting; and**
- **Approve the proposed revisions to Policy 0167.3, as presented.**

**There being no objections, the motion carried.**

## **ASSURANCE OF DISTRICT PERFORMANCE**

### **Monitoring Report 1.1 (Overall), Global Ends**

**Motion offered by Mr. Snyder, seconded by Dr. Shelton-Harris, that the Board of Education accept Monitoring Report 1.1, Global Ends, as a reasonable interpretation and evidence of compliance with policy.**

**The motion carried unanimously.**

## **ACTION ITEMS**

### **New Teacher Appointments**

**Motion offered by Mr. Snyder, seconded by Mr. Droppers, that the Board of Education approve the following new teacher appointments as presented: Jeff Wykrent, Industrial Technology Teacher, Northern High School, and Alyssa Piñon, Kindergarten Teacher, Portage Virtual Elementary.**

Per Mr. Brad Galin, Director of Human Resources, Mr. Wykrent and Ms. Piñon will be replacing teachers we lost part way through the school year. We're happy to have these two teachers coming to us to fill these roles.

**The motion carried unanimously.**

## **DISCUSSION ITEMS**

### **CHS/NHS Replacement Furniture Purchase**

Mr. Johnny Edwards reviewed the recommendation to purchase student and teacher chairs to replace chairs at both Central and Northern High Schools that are not repairable. The funds for the purchase will come from the 2019 Bond Fund, Proposal #1 Unallocated Contingency.

Mr. Edwards responded to questions from Trustees.

### **Approve 2022-23 Program of Studies**

Mr. Mike Huber reviewed the recommendation and program changes for the 2022-23 program of studies for elementary, middle and high schools. Mr. Huber responded to questions from Trustees.

### **Phone System Service Replacement and Phone System Equipment Replacement**

Mr. Dan Vomastek, Director of Information and Technology, reviewed background information and the recommendations to replace the existing phone service and the existing phone equipment in the district. The current phone system dates back to 2008 and is in need of replacement.

### **FOIA Fee Appeal**

Per President Van Antwerp, Darren Malek submitted a Freedom of Information Act request for information that involves the search and retrieval of emails and documents. The District provided Mr. Malek with an estimated fee to produce the requested information. Mr. Malek made a deposit and the District is processing the request. Mr. Malek is appealing the fee. He believes the District's fee estimate is excessive and the work to produce the requested information could be completed by lower level employees at a lesser cost.

Per Superintendent Bielang, this FOIA request is similar to the request he made earlier this year. Our fee structure is driven by the high level of access required to search our emails and our document archives to produce the requested information. There are only two Portage employees having that level of access. The fee estimate for Mr. Malek's request is based on the lower pay of these two employees. Mr. Bielang noted that if it takes less time than we estimated to produce the requested information, the fee would be reduced. If it takes more time to produce the information, the fee will be increased. We don't exactly how much time it will take to produce the requested information. We have provided our best estimate and believe the fee is appropriate.

President Van Antwerp stated the Board must take action on the appeal and has four options – waive the fee, reduce the fee, uphold the fee, or issue a notice to extend the time the Board has to make a decision on the appeal.

Board discussion followed. The Board concurred consistency is important relative to FOIA requests. The Board opted to move the discussion item to action.

**Motion offered by Mr. Snyder, seconded by Mr. Droppers, to bring the FOIA Fee Appeal discussion item to action.**

**The motion carried unanimously.**

**Motion offered by Mr. Crowell, seconded by Mr. Snyder, to uphold the fee.**

**The motion carried unanimously.**

With no further business to come before the Board, the meeting was adjourned at 7:33 p.m.

Respectfully submitted,  
Barb Atkinson, Recording Secretary



To: Mark Bielang, Superintendent

From: Johnny Edwards, Assistant Superintendent of Operations

CC: Paula Johnson, Director of Finance

Date: January 10, 2021

Re: CHS & NHS Replacement Furniture

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**RECOMMENDATION**

I am recommending the Board of Education approve the purchase of student and teacher chairs from the distributors below for Central and Northern High Schools. A total purchase cost of \$74,227.00 will come from the 2019 Bond Fund, Proposal #1 Unallocated Contingency.

<b>Vendor</b>	<b>Cost Per Unity</b>	<b>Count</b>	<b>Total Cost</b>	<b>Bid Sections Recommended</b>
Great Lakes	\$131.00	425	\$55,675.00	Student Chairs
Custer Furniture	\$386.50	48	\$18,552.00	Staff/Teacher Chairs
<b>Totals</b>			<b>\$74,227.00</b>	

**BACKGROUND INFORMATION**

The previous major furniture allocation for Central and Northern High Schools was purchased during the 2012 Bond implementation. Since this time, we have been generally satisfied with the student and teacher chairs but now there is wear and tear outside of the manufacturer warranty. We are unable to adequately repair the existing student and teacher chairs.

I am recommending the purchase of additional student and staff chairs for Central and Northern high schools. The student chairs are consistent with the design of their existing furniture items. The recommended Steelcase chairs for staff/teachers are consistent with what we purchased for our middle school projects. These chairs are robust and have an extended warranty for repairs.

**BIDDING PROCESS**

These items were competitively bid with five (5) responses received. Great Lakes Furniture was the lowest bidder that met our specifications for the student chairs. Custer was not the lowest bidder for the teacher chairs. However, the bid response received was closest to the requested specification. Awarding Custer this bid would replace several teacher chairs with the same chairs as were recently purchased for our middle schools, thus creating consistency across schools. Additionally, the teacher/staff chairs have a 12-year extended warranty. The bid tab is enclosed.

I would be happy to answer any questions you may have about this recommendation.

Portage Public Schools  
RFP #10700 - CHS & NHS Chairs  
December 9, 2021 @ 10 AM

Vendor Name	Holland Desk & Chair		Custer		Great Lakes Furniture Supply		Dew-El Corporation		Lakeshore Learning		
Address	Grand Rapids MI		Grand Rapids MI		Holland MI		Holland MI		Carson CA		
Contact Name	Tm Mears		Emily Heilig		Ron Chrisman		Amanda Harnish		Rafael Muro		
Familial	YES		YES		YES		YES		YES		
Iran Econ Act	YES		YES		YES		YES		YES		
Legal Status Form	YES		YES		YES		YES		YES		
	Qty										
<b>Student Chairs</b>	300.00	\$105.14	\$31,542.00	\$95.00	\$28,500.00	\$131.00	\$39,300.00	\$116.60	\$34,980.00	\$132.05	\$39,615.00
<b>Teacher Chairs</b>	30.00		\$0.00	\$386.50	\$11,595.00		\$0.00	\$265.90	\$7,977.00		\$0.00
<b>Shpping/Handling</b>	1.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00
<b>Grand Total</b>			\$31,542.00		\$40,095.00		\$39,300.00		\$42,957.00		\$39,615.00
<b>Alternates Bid?</b>		YES		YES - For Student Chairs Only		NO		YES		YES	
<b>Lead Times?</b>		11-12 Weeks		4-7 Weeks ARO		2-3 Weeks ARO		2-6 Weeks ARO		2 Business Days ARO	

**To:** Mark Bielang, Superintendent  
Board of Education

**From:** Mike Huber, Director of Curriculum and Professional Development

**CC:** Jeanine Mattson-Gearhart, Director of Special Education  
Michael Pascoe, Asst. Superintendent of Instruction  
Kelly Jensenius, Director of Elementary Education

**Date:** January 5, 2022

**RECOMMENDATION**

We are recommending that the Board of Education approve the 2022-2023 Programs of Study for our Elementary, Middle, and High Schools. These programs of study are linked in their entirety, and a synopsis of the changes is listed below. All the new courses were approved by CIC prior to publication of the Programs of Study. All changes were reviewed by the department or grade level team leader as well as the Curriculum, Instruction, and Assessment office prior to publication.

I am happy to answer any questions that you may have regarding the 2022-2023 Programs of Study.

Very Respectfully Submitted,

Michael Huber

**Elementary School Program Changes ([PDF of the Elementary School Program of Studies](#))**

- General updates to names, dates, roles, positions, and table of contents
- Adjusted the location of various elements within the program booklet.
- Updated Early Childhood and Kindergarten Language Arts program descriptions
- Minor updates to Math and Upper Elementary Science
- Added Human Growth and Development (HGD) fifth grade curriculum description
- Removed our Spanish language materials
- Updated our Technology description throughout all grade levels
- Removed the Language Development section (it was only in Early Childhood) and adjusted “Learner Behaviors” to “Social-Emotional Skills & Learning Behaviors” - updated that entire section for all grades; removed Motor Skills section and moved any Y5 motor skills to the corresponding content area.

**Middle School Program Changes ([PDF of the Middle School Program of Studies](#))**

- General updates to names, dates, roles and positions.
- Included the possibility but not the guarantee of a virtual program.
- Clarified our Music Elective (alternate days for grade 6 and year-long for grades 7 & 8)
- Updated language on our Tech Education Course offering
- Included New Courses:
  - **Digital Media:** in our art department, focused on using digital media skills for photoshop, publications, and other media using digital tools.

**High School Program (PDF of the High School Program of Studies)**

- General updates to names, dates, roles, and positions.
- General updates to EFE (now CTE), EFA, including updates to PE and Music EFA courses.
- NCAA eligible course lists and references updated.
- Updated Early Middle College Language
- Added clarity to Fine and Applied Arts (FAA) courses and Senior Related Math (SRM) courses by adding acronyms to the key and program identifiers in the course descriptions.
- Updated pathways chart for science based on changing course titles and Earth Science.
- Included minor language changes to various course descriptions throughout the program
- Included New Courses
  - **Earth Science - Year Long**: based on the changes to the MMC and Michigan Science Standards, the class of 2024 is required to take a year of earth science or an IB group IV science course to graduate.
  - **Computer Science Principles**: a new course in our science department based on the Code.org curriculum. This new course will be offered at CHS and NHS.
  - **EFA Art Courses**
- Included Course Name Changes
  - **Jewelry course changing to Jewelry & Metalsmithing**
  - **Various Science course name changes**
- Course Removals
  - **Honors Level 2 science courses** removed, as they have been combined to create advanced courses, and students have access to IB courses in science.
  - **Earth Science - Semester long** has been removed due to the new year long course.

January 24, 2022



Information and Technology Systems  
8107 Mustang Drive, Portage, MI 49002  
(269) 323-5100 -- help@portageps.org

## MEMO

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To: Mark Bielang, Superintendent  
Fr: Daniel J. Vomastek, Director  
Dt: January 4th, 2022  
Re: Recommended Award - Phone Services

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### RECOMMENDATION

I recommend the Board of Education authorize the award of a phone services contract to Telnet Worldwide of Madison Heights, Michigan in a base amount of \$167,768 annually for a term of five years, funds to be drawn from the General Fund starting in the 22-23 school year.

### BACKGROUND

Our Cisco-based phone system dates back to 2008 and is due for replacement. While we have been happy with the quality of the Cisco product, replacing it with an upgraded Cisco system has several drawbacks including high costs and complexity of management.

The solution offered by Telenet is cloud hosted - the only physical equipment we will have onsite will be end-user devices. This will significantly reduce in-house management, as Telnet itself will provide direct support for core system maintenance and database related tasks. Selecting this solution also allows us to terminate our legacy telephone connections to the outside world - all calls will be routed through our internet connections.

### KEY ADVANTAGES

Some of the key advantages the Telenet solution offers over our current system:

- 24/7 support - much like our copier fleet we won't have to rely on in-house staff for the majority of maintenance or repair tasks
- Open source phones - we can purchase phones from any vendor and at lower costs
- Virtual phone support - each user will have access to a web portal to manage their phone and account, including the ability to send/receive calls from their computer if they so choose
- Mobile app support - users will have access to their school extension off-site to send/receive calls via either an Android or iOS application (a much requested feature, even prior to COVID)
- Simplified E911 management - at present we have no easy way to stay current with E911 regulations
- Vastly improved features - in particular for call routing, hunt groups, and auto attendants all including the ability to schedule based on dates/times
- Real-time system monitoring - at present we have<sup>17</sup> little ability to monitor the health of our system

## **COST COMPARISON**

Currently our phone system's direct service cost is approximately \$85,836 per year. At first glance the Telnet solution appears more costly. It is important to note this is a new system - were we to opt for an in-house solution the cost differential would vanish due to substantially increased hardware costs. While these hardware costs would initially be one time, we would lose many of the benefits the hosted solution brings. And with all things technology, no hardware cost is truly one-time.

## **AWARD INFORMATION**

This bid/award is more complicated than typical - there is no 'apples to apples' comparison. We reviewed company history, quality and fit of the proposed solution, support options, and other factors in addition to quoted costs.

Initially we conducted interviews with five of the RFP respondents. Of those five, two were invited back for an extended demo/interview with staff from technology, facilities, and communications. Telnet was the unanimous choice of those participating in this process. As this is a hosted solution, we also visited Telnet's primary data center (near Detroit) to access the quality of their operations first hand. Their operations are impressive. It is worth noting Telenet maintains a full backup data center in Atlanta and has been in business for over 20 years. While PPS would become their largest hosted K-12 customer, they have provided services for hundreds of educational institutions throughout the state. Major customers in our area include the Seelye Auto Group and the Merit Network.

The cost quoted here will vary depending on the number of active extensions we maintain, and does include a nominal one time installation fee. At present PPS maintains approximately 1,110 active extensions, although we do have access up to 2,000 extensions as needed.

I would be happy to answer any other questions you or the Board may have.

RRP #10697

Response Due: October 28, 2021 @ 11:00 am

2021 Communication System

Vendor Name:	Millenia	MetroNet	CMS Solutions	Teoma Systems	Classic Office Systems Inc
Legal forms? - Iran, Portage Affiliation, Legal Status of Bidder, Familial, Final Agreement	Yes	Yes	YES	YES	YES
<b>CORE SYSTEM</b>					
<b>Total</b>	\$ 378,843.97	\$ 125,400.00	\$ 349,762.00	\$ 475,720.10	\$ 413,500.71

Vendor Name:	CTS	TelNet	Encore Technology	People Driven Technology	BSB Communications
Legal forms? - Iran, Portage Affiliation, Legal Status of Bidder, Familial, Final Agreement	YES	YES	YES	YES	YES
<b>CORE SYSTEM</b>					
<b>Total</b>	\$ 277,174.64	\$ 197,868.00	\$ 208,584.00	\$ 354,420.00	\$ 413,097.13

Vendor Name:	All-Tronics				
Legal forms? - Iran, Portage Affiliation, Legal Status of Bidder, Familial, Final Agreement	YES				
<b>CORE SYSTEM</b>					
<b>Total</b>	\$ 558,853.92				



Enclosure VI.5.

January 24, 2022

Information and Technology Systems  
8107 Mustang Drive, Portage, MI 49002  
(269) 323-5100 -- help@portageps.org

## MEMO

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To: Mark Bielang, Superintendent  
Fr: Daniel J. Vomastek, Director  
Dt: January 4th, 2022  
Re: Recommended Purchase - Phones

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### RECOMMENDATION

I recommend the Board of Education authorize the purchase of 1,100 phones from Telnet Worldwide of Madison Heights, Michigan in an amount not to exceed \$135,750, proceeds being drawn from the 2021 Bond Fund.

### BACKGROUND

In conjunction with the phone system replacement previously reviewed, we will need to purchase new phones. This purchase will cover the approximately 1,100 phones currently in use at PPS.

It is important to note the final cost will be closer to \$112,000 - as we deploy the system we will be opting for lower cost phones wherever we can.

### AWARD INFORMATION

These phones were included as a component of Telnet's response to our RFP. It represents their preferred make/model. They have quoted a mix of high-end office phones for \$187.50 per unit, and standard phones for \$70 per unit. These prices are below retail, and include professional services for provisioning and configuration. For context, office-grade phones for our current system have typically cost us \$300 or more per unit.

I would be happy to answer any other questions you or the Board may have.