

VISALIA UNIFIED SCHOOL DISTRICT  
OFFICE OF THE SUPERINTENDENT

Encl. No. 9

Board Meeting Date of March 26, 2019

TO: Board of Education  
FROM: Todd Oto, Ed.D., Superintendent  
PREPARED BY: Chuck Boone, Director, Administrative Services  
APPROVED BY:  Robert Gröeber Assistant Superintendent, Administrative Services  
PRESENTED BY: Chuck Boone, Director, Administrative Services  
AGENDA TITLE: Award RFP 4926 – E-Rate Network Infrastructure Hardware and Services

**AGENDA SECTION:**

- Early Bird: Public Recognition/Review/Public Hearing/Public Comment/Board Discussion/Action
- Consent Agenda
- Public Recognition/Proclamations/Action
- Public Comment/Public Interest Announcements/Status Reports/Action
- Focus on Student Learning: Presentation/Public Comment/Board Discussion/Action
- Administrative Panel Recommendations/Action
- General Agenda: Review/Public Hearing/Public Comment/Board Discussion/Action

**BACKGROUND/SUMMARY:**

The Materials on RFP 4926 are needed to support the current growing needs and the next generation of instructional technology use at VUSD. Present equipment at the core of our network are at maximum capacity. These materials will increase capacity to support current and future needs.

VUSD received 2 valid response to the RFP. Award is to the lowest bidder, CDW-G

**CONTRACT CHANGES:**

None

**RECOMMENDED ACTION:**

Approve District wide RFP to lowest bidder, CDW-G

**FINANCIAL IMPACT:**

Total value of the award for requested materials and services is \$539,988.13. E-Rate funding is approximately \$314,200.90 VUSD cost is \$225,787.23.

**ALIGNS TO DISTRICT GOAL:**

5. Align Resources to Support District Goals, Student Achievement, and School Sites

# RFP 4926 - E-Rate Network Infrastructure Hardware and Services

Bid Tabulation & Evaluation

## Firewall

Vendor	Solution	Eligible	Ineligible	Total	E-Rate 80%	VUSD Cost	Notes
BorderLAN	Fortinet	\$333,424.33	\$155,425.00	\$488,849.33	\$266,739.46	\$222,109.87	Alternate
CDW-G	Palo Alto	\$257,135.00	\$147,237.00	\$404,372.00	\$205,708.00	\$198,664.00	As requested

## Core Router

Vendor	Solution	Eligible	Ineligible	Total	E-Rate 80%	VUSD Cost	Notes
BorderLAN	Fortinet	\$55,839.33	\$1,125.00	\$56,964.33	\$44,671.46	\$12,292.87	Alternate, insufficient spec
CDW-G	Juniper	\$122,574.43	\$0.00	\$122,574.43	\$98,059.54	\$24,514.89	As requested

## Rack/PDU

Vendor	Solution	Eligible	Ineligible	Total	E-Rate 80%	VUSD Cost	Notes
BorderLAN	NO BID			\$0.00	\$0.00	\$0.00	No bid
CDW-G	Eaton	\$13,041.70	\$0.00	\$13,041.70	\$10,433.36	\$2,608.34	As requested

## Totals

Vendor	Eligible	Ineligible	Total	E-Rate 80%	VUSD Cost	Notes
BorderLAN	\$389,263.66	\$156,550.00	\$545,813.66	\$311,410.93	\$234,402.73	
CDW-G	\$392,751.13	\$147,237.00	\$539,988.13	\$314,200.90	<b>\$225,787.23</b>	<b>Award</b>

**E-Rate Bid Evaluation Matrix**  
**Funding Year**

**2019**

District Name Visalia USD  
 Bid # (if applicable) Request for Proposal #4926  
 Form 470# 190020867

Bid Due Date and Time 3/1/2019 at 11:00 am  
 Allowable Contract Date 3/1/2019

Project or Service

Visalia Unified School District is seeking to purchase Next Generation Firewall, Core Router, Network Racks and PDUs. For a complete description please refer to "Request for Proposal #4926, E-Rate Eligible Internal Connections: Next Gen Firewall, Core Router, and Network Racks/PDU's".

Description

**Directions:**

- Enter your Service Provider Name and E-rate eligible cost in order from lowest to highest.
- Each criteria has a Criteria Weight. Vendors are assigned points on how well they meet each factor, but cannot be assigned raw scores higher than the total number of responders.
- The entries for all factors are then totaled for each vendor. The winning bidder is the one with the highest score.
- The cost of E-Rate eligible services must be weighted most heavily to be in compliance with FCC rules.
- If NO bids are received, then indicate NO bids received under Winning Bidder and sign and date matrix.
- Keep this evaluation and all bids (winning and losing) in your permanent E-rate records.

Service Provider Name:  
 E-rate Eligible Cost:  
 E-rate Ineligible Costs:  
 Total Cost:

	BorderLAN	CDW-G			
	\$389,263.66	\$392,751.13			
	\$156,550.00	\$147,237.00			
	\$545,813.66	\$539,988.13	\$0.00	\$0.00	\$0.00
	Lowest				Highest

Selection Criteria	Criteria Weight*
Cost of eligible products and/or services	30
Experience with District	25
Ability to meet District Requirements	20
Reporting Capability	20
Vendor qualifications	5
	100

Score	Score	Score	Score	Score
30	29.73361222			
10	20			
10	20			
20	20			
5	5			

Overall Score	
Service Provider	Score
BorderLAN	75.00
CDW-G	94.73

Vendor Selected: CDW-G

Approved By: \_\_\_\_\_

Signature

Print Name

Title

Date: \_\_\_\_\_

Comments: