

TO: BOARD OF DIRECTORS

FROM: RYAN OVENELL, DEPUTY SUPERINTENDENT

SUBJECT: 2022 - 2023 Erate purchase of Access Point

DATE: May 16, 2023

TYPE: ACTION REQUIRED

The District relies on Access Points throughout our buildings to provide WiFi access. 150 of our current Access Points will be end of life this year. New Access Points will be purchased through Erate at a 60% discount with installation proposed for this summer while students and most staff are out of the building.

Recommendation:

We recommend the board move to accept the purchase of 150 Access Points from Micro K12.



3310 York Rd. • Lynnwood, WA 98087 • Phone: 800.658.1000 • Fax: 866.217.1034

ESD112 Stanwood Camano School District Wireless Proposal

USAC/E-RATE FORM 470# 230010182

Proposal Due: 1/18/23

SPIN # 143007476
MICRO845DH**

MicroK12
3310 York Rd
Lynnwood, WA 98087
Lori Humphreys
425-212-2740
lhumphreys@microk12.com
E-Rate Coordinator



3310 York Rd. • Lynnwood, WA 98087 • Phone: 800.658.1000 • Fax: 866.217.1034

January 17, 2023

Ryan Ovenell
Stanwood Camano School District
26920 Pioneer Hwy
Stanwood WA, 98292

Dear Ryan,

MicroK12 is pleased to respond to E-Rate Form 470 #230010182 for Stanwood Camano School District.

MicroK12 has been working with school districts for over 30 years. During this time, we have established strong working relationships with manufacturers, kept up on the latest technology trends and kept our focus on taking care of you, the education community.

Our proposal is designed to meet your needs for today and allow for growth and flexibility in order to meet the rapidly changing networking needs for tomorrow.

MicroK12 will be your main contact for billing and project management.

Sincerely,

A handwritten signature in black ink, appearing to read 'Rich Litchfield', written in a cursive style.

Rich Litchfield
Vice President



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Attachments: Data Sheets



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COMPANY PROFILE

Our Mission

Our mission is to provide the education community with technology that can further the education process and provide the highest value per dollar spent.

Our Story

MicroK12 has been one of the Northwest's premier independent computer resellers since its inception in 1982. MicroK12's strong presence in the education market will play an important role as you move forward with your network expansion.

MicroK12 has always been located in WA and continues to have a permanent location in Lynnwood. In 2010, we moved into our new, custom - built facility and it has proven to be a great asset to us as we continue to grow our company. MicroK12 currently employs more than forty-five full-time staff members. During the summer we hire additional staff to help with the seasonal rush.

Our relationship with you and our partnership with our manufacturers will offer you a first-rate experience providing familiarity, reliability and quality product and services. We offer an array of services and support to ensure the effectiveness of what we sell. Gary Gill is the founder and President, and Rich Litchfield is the Vice President.

Our Philosophy

We believe that we continue to steadily grow by specializing in the education market and effectively focusing on the needs of the education customer. In doing so, we are a part of the greater picture in helping educate the future of our country.

SERVICE PROVIDER QUALIFICATION FORM**Information about the Vendor**

Company Name	Micro Computer Systems, Inc. dba MicroK12
E-rate SPIN	143007476
Years in Business	40
Number of years providing solutions similar to this proposal	15
Contact Person/Title	Lori Humphreys / E-Rate Coordinator
Full Mailing Address	3310 York Rd Lynnwood, WA 98087
Telephone Number	425-212-2740
E-Mail Address	lhumphreys@microk12.com
Names and titles of personnel who will work on this project	Cody Pexton - Account Manager

References – 3 required

School/District Name	Yelm Community Schools
Contact Person	Jonathan Maynard
Phone Number	360-458-6232
E-mail Address	jonathan_maynard@ycs.wednet.edu
Dates Services Provided	FY 2018, 2020, 2021
Description of Services Provided	Network Upgrade
School/District Name	La Conner School District
Contact Person	Ryan Hiller
Phone Number	360-466-3171
E-mail Address	rhiller@lc.k12.wa.us
Dates Services Provided	FY 2017, 2020, 2022

Description of Services Provided	Network Upgrade
School/District Name	Highline School District
Contact Person	Curtis Lyon
Phone Number	206-631-3013
E-mail Address	Curtis.Lyon@highlineschools.org
Dates Services Provided	2021
Description of Services Provided	Network Upgrade

Technical Competencies – Please list technical certifications

1. CWNA, BCNP, BCNE, Ruckus WiSE, ICX Implementor, ACMP, HP-ATPv3, ACSA, ASMA, MGCA, WatchGuard Fireware Essentials

Reseller Authorizations – Please list reseller authorizations

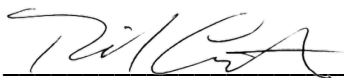
1. MicroK12 is authorized by the manufacturer, on all products we sell including but not limited to: HP, Brocade, Aruba, Ruckus, WatchGuard, Juniper, SonicWall, TrippLite, APC

SERVICE PROVIDER CERTIFICATIONS ON PREVAILING WAGE, SUSPENSION AND DEBARMENT, AND OTHER STATE OF WASHINGTON PUBLIC WORKS REQUIREMENTS

Prevailing Wage - Pursuant to RCW 39.12, no workman, laborer, or mechanic employed in the performance of any part of the project shall be paid less than the "prevailing rate of wage" (in effect as of the date that bids/proposals are due) as determined by the Industrial Statistician of the Department of Labor and Industries. The schedule of the prevailing wage rates for the locality or localities where this contract will be performed is published on the Washington State Department of Labor and Industries Website at: <http://www.lni.wa.gov/tradeslicensing/prevwage/wagerates/default.asp> and is made a part of this contract by reference as though fully set forth herein. The Contractor shall provide the respective Subcontractors with a schedule of the applicable prevailing wage rates.

Signature _____ N/A

Suspension and Debarment – Service provider certifies to the best of their knowledge/belief that neither as an individual and/or the company and its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded for the award of contracts by any Federal governmental agency or department. Service provider shall provide immediate written notice during the term of the Agreement if such certification was erroneous when made or has become erroneous by reason of changed circumstances. Based on such notification, or if district/client should determine at any time that this certification is false, district/client reserves the right to review the status of the service provider and if necessary, terminate the agreement.

Signature  _____

Other State of Washington Public Works Projects – Service provider certifies to be in compliance with all other State of Washington Public Works Requirements.

Signature _____ N/A

SERVICE PROVIDER ASSURANCE FORM

Service Provider agrees to provide:

Installation and Testing

Service Provider will unbox, deliver, install, configure, and test all equipment based on the school’s installation schedule.

Signature N/A (enter “NA” if not applicable)

Administrator Training

Service Provider will provide training to the school’s network administrator(s) relative to the network operations of the new equipment and network software. Training will not cover end-user devices.

Signature N/A (enter “NA” if not applicable)

Asset Tagging and Inventory

Service Provider will tag all equipment with appropriate school and E-rate identification information and provide a digital and paper inventory.

Signature N/A (enter “NA” if not applicable)

Walk-through and Acceptance

After all of the services above have been provided, a Service Provider project manager will conduct a walk-through with a school representative. At that time, project documentation will be given to the school. Documentation will include: digital and paper inventory; installation and testing data; as-built drawings; product documentation and warranty information; and Service Provider contact information. When all elements are provided, the school representative will sign an Acceptance Page.

Signature N/A (enter “NA” if not applicable)


Service Provider agrees to the following:

Contingent upon Funding – This proposal/contract will be contingent upon approved E-rate funding. The contract (see page 12) does not bind the school to the project if SLD or matching funds are not appropriated.

Project Scaling – Service Provider understands that school may not have access to required funds and may need to scale back the project to meet budgetary needs.

Portion Billing – If implementation occurs after E-rate approval, the school will be billed only for the school’s USAC portion of charges.

Lowest Corresponding Price – The service provider will offer and charge the lowest price that the service provider charges to non-residential customers who are similarly situated to a particular school, library, or library consortium for similar services.

Signature 

LIT-DARK FIBER SERVICE PROPOSAL REQUIREMENTS

If an applicant is seeking pricing for “Digital Transmission – Lit or Dark Fiber Service,” it is seeking pricing for **both** lit and dark fiber solutions as well as hardware for terminating dark fiber so that it can compare all options and determine the most cost effective solution. Multi-year pricing/contracts are encouraged. Prospective vendors can provide proposals for dark fiber, lit fiber, and/or terminating hardware. If an applicant is seeking pricing for “Digital Transmission – Lit Fiber Service,” it is seeking pricing for lit fiber solutions only. Multi-year pricing/contracts are encouraged.

Lit Fiber Proposal Requirements

- Provide a proposed materials and labor itemized cost breakdown for service capable of bandwidth identified by district dedicated to each site identified by district.
- Include costs for fiber termination within each building.
- Include non-recurring installation and/or special construction costs.
- Include recurring monthly/yearly costs for continued ongoing service.
- Include minimum contract terms.
- In each cost, separate and itemize the portion that is eligible and non-eligible for E-rate reimbursement.

Dark Fiber Proposal Requirements

- Provide a proposed materials and labor itemized cost breakdown for service capable of bandwidth identified by district dedicated to each site identified by district.
- Provide cost breakouts for each school as separate line items.
- Include non-recurring installation and/or special construction costs.
- Include recurring monthly/yearly costs for continued ongoing maintenance and operation service costs.
- Include in the proposal an option to pay the upfront “build-out” costs in a monthly contract.
- In each cost, separate and itemize the portion that is eligible and non-eligible for E-rate reimbursement.
- Include minimum contract terms.

Terminating Hardware Proposal Requirements (for dark fiber – can be proposed separately or as part of dark fiber proposal)

- Provide Make/Model, quantities, and costs for provisioning and installation of network hardware required to light the dark fiber.
- Proposed hardware must be compatible with owner’s equipment at each of the locations.

Support and Documentation for Installation Costs during Application Review

During application review (PIA), selected service provider will be asked to provide the following details of installation costs/ construction charges for providing new fiber:

- kmz or .json map file of the route being constructed
- Latitude and Longitude of route endpoints
- Plant mix of project (% of aerial, direct buried, and conduit)

- Breakdown of installation costs, including
 - Cost per foot New text here
 - Identification and cost breakdown of most expensive item
 - Electronics costs (dark fiber only)
- Possible alternate routes and their costs compared to cost of selected route (to determine cost effectiveness of selected route).
- Description of construction issues that cause the cost per foot to be inflated. (For example (e.g., “a directional bore requirement because of rocky soil or a surface that could not be plowed; expensive make ready for pole attachments; bridge crossings; waterway crossings; railroad crossings; historic preservation issues or environmental issues”).

Service Provider has read the above proposal requirements:

Signature N/A

MASTER CONTRACT INFORMATION

Per SLD, a master contract is “a contract negotiated by a third party, the terms and conditions of which are then made available to an eligible entity that purchases directly from the service provider.”

Yes, a master contract was used to provide pricing for this proposal/quote.
 No, a master contract was not used to provide pricing for this proposal/quote.

Contract Name:	
Contract Number:	
Start Date:	
End Date:	
Web address to find a copy of the contract:	

Contract Name:	
Contract Number:	
Start Date:	
End Date:	
Web address to find a copy of the contract:	



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 Lori Humphreys - E-Rate Coordinator lhumphreys@microk12.com 425-212-2740
 SPIN # 143007476

District Name:	ESD112 Stanwood Camano SD
Form 470 Application #:	230010182
Proposal Due Date:	1/18/2023

Part #	Description	Price	Quantity	SubTotal	9.3% Tax	Total	Estimated Erate 60%	Estimated District Share
Q9H63A	Aruba AP-515 Unified Access Point	\$407.00	150	\$ 61,050.00	\$ 5,677.65	\$ 66,727.65	40%	\$ 26,691.06
Q9Y60AAE	HPE Aruba Central Foundation Care Subscription License 1 Access Point - 5 Year	\$200.00	150	\$ 30,000.00	\$ 2,790.00	\$ 32,790.00	40%	\$ 13,116.00
Q9G69A	HPE Aruba AP-MNT-MP10-B Campus Type B Mounting Bracket 10-Pack	\$70.00	12	\$ 840.00	\$ 78.12	\$ 918.12	40%	\$ 367.25
Q9G71A	Aruba AP-MNT-MP10-D Campus Type D Mounting Bracket 10-Pack	\$87.00	3	\$ 261.00	\$ 24.27	\$ 285.27	40%	\$ 114.11
				\$ 92,151.00	\$ 8,570.04	\$ 100,721.04	40%	\$ 40,288.42



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MICROK12 SERVICE LEVEL AGREEMENT

Telephone Support:

- 8:00 A.M. to 5:00 P.M. Monday – Friday
- Calls received out of office hours will be returned by 8:30 A.M the next working day

Email Support:

- Monitored 8:00 A.M. to 5:00 P.M. Monday – Friday
- Emails received outside of office hours will be collected, however, no action can be guaranteed until the next working day

On-site Support:

- If we are unable to resolve your problem via telephone or email, we can arrange an on-site visit. This is subject to additional charges depending on the issue.



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COMPANY CONTACTS

MicroK12

Lori Humphreys
E-Rate Coordinator / Bid Administrator
425.212.2740
lhumphreys@microk12.com

MicroK12

Cody Pexton
Account Manager
425.212.2736
cpexton@microk12.com

MicroK12

Trevor Sheaffer
Systems Engineer, Team Lead – ACSA, ACSP, ICX Implementor
425.212.2762
tsheaffer@microk12.com

MicroK12

Chris Brown
Lead Systems Engineer - BCNP, BCNE, Ruckus WiSE, ICX Implementor, ACMP, HP-ATPv3, ACSA, ACMA
425.212.2761
cbrown@microk12.com

MicroK12

Sajar Trawally
Systems Engineer – CWNA, BCNE, BCNP, Ruckus WiSE, ICX Implementor, ACMP, ACSA, ACMA, MGCA
425.212.2763
strawally@microk12.com

MicroK12

Will Seib
Network Technician
425.212.2764
wseib@microk12.com



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Vendor Contract for Planned E-Rate Purchases

_____ agrees to purchase from MicroK12, the attached items through the E-Rate
(District name)
Program for _____.
(470 or RFP #)

The purchase of said items may be contingent on any of the following:

1. Approval of associated E-Rate funding through USAC
2. Final approval of District's fiscal budget
3. Approval of District's school board

These Terms and Conditions ("Agreement") are between MicroK12, and the entity identified as the district ("District"), each referred to as a "Party" and collectively referred to as the "Parties." This Agreement consists of these Terms and Conditions, Sales Order(s) and any forms or authorizations attached hereto and are incorporated herein by reference. The Parties agree to be bound by this Agreement and affirm that each have caused this Agreement to be executed by their respective duly authorized representatives on the dates written below their names.

Services(s). For purposes of this Agreement, "Service(s)" shall mean a variety of products and services available for use in transporting information within the school to the classroom, within a library to public areas, or to administrative areas or other buildings. MircoK12 will provide Service(s) as referenced on the Sales Order(s) in accordance with the terms of this Agreement.

Change Order (s) If changes are required during the course of a project, a Change Order(s) will be provided, and work will continue upon agreement and execution of the Change Order(s) and in conjunction with a Service Substitution per E-Rate regulations for E-Rate eligible equipment and services.

Exclusions. Any part, material, service, or item not explicitly included in this document is excluded from the proposal.

Term Commitment. Service will be delivered April 1 through September 30 of the funding year corresponding to Customer's funding request or when specified by Customer through a Notice to Proceed.

Invoicing. MicroK12 will invoice using the SPI option at the district's request. Should the district choose to purchase equipment and/or services *prior* to receiving funding approval from USAC, they will need to seek reimbursement from USAC using the BEAR option.

Term Renewal. Contract is for a term of three (3) years. Upon expiration of the Initial Service Term and as long as Customer is not in default of the terms of this Agreement, Customer may extend their Service(s) under the same terms and conditions in one (1) year increments, for up to two (2) years.

District Authorized Representative (Signature and title)

Date

MicroK12 Authorized Representative (Signature and title)

Date