RFP 2025-01 E-Rate School Replacement Switches

Recommended

Vendor	Business Communications Inc	TekLink, Inc dba C Spire Business	Endeavor IT	Office Management Systems, Inc dba Logista
Location	Ridgeland, MS	Ridgeland, MS	Starkville, MS	Madison, MS and Columbus, MS
Abbreviation	BCI	TekLinks	Endeavor IT	Logista
Combined Proposal Total Cost	$ 1,289,528.17	$ 1,115,022.77	$ 1,174,990.60	$ 1,481,423.89
Alternate Proposal Total Cost	$ 1,315,969.28	$ 1,128,688.38	None	$ 940,176.89

Note: Per Erate regulations, all school districts must complete the RFP process to access the federal Erate funds. Regulations allow Districts to solicit proposals for specific equipment or services but must also accept proposals for equivalent technology.
The District received one lower cost proposal for an equivalent technology from Office Management Systems, Inc. dba Logista. The submitted proposal did not include the required documentation and specifications for the proposed alternate for the committee to verify if the technology was equivalent.
The IDF switch model requested by the District in the RFP is a Cisco Meraki C9300-48P-M. An equivalent/alternate switch proposed by TekLink, Inc. dba CSpire Business is a C9300-48U-M. The C9300-48P-M is not wi-fi 7 ready, and has a lower power output than the C9300-48U-M. The proposal that includes the C9300-48U-M switch represents the lowest and best equipment in response to the RFP. The slight cost increase for the C9300-48U-M is within the District's Erate budget.

Minority Code
N - Non Minority M - Minority W- Woman B - Woman Minority