



Dr. Neil DeLuca, Deputy Superintendent

52585 Dequindre Road, Rochester, Michigan 48307 | Phone: 248-726-3000 | www.rochester.k12.mi.us

Memorandum of Recommendation
March 23, 2026

TO: Nicholas A. Russo, Superintendent

FROM: Dr. Neil DeLuca, Deputy Superintendent

RE: **Recommendation for Approval of District Network Infrastructure Equipment**

In 2017, with funds available from the RCS Technology Bond, the District replaced and updated the Wired Network Infrastructure. Half of the wired infrastructure was replaced, and the other half was upgraded (via software). The half that was upgraded via software was then replaced in the summer of 2021. Now it is time to replace the infrastructure what was purchased new and it has reached its EOL (End of Life for 2026), meaning it's no longer able to get security updates and support from the manufacture. This is considered a Level 1 priority as this equipment is essential for security systems, internet connectivity, phones, and a variety of other services.

This proposal would address the needs outlined above and provide an additional three years before the second phase of upgrades will be needed. In order, to be eligible for E-Rate rebates, the contract must be awarded by April 1, 2026. The work will begin in **June 2026**.

A formal Request for Quote (RFP) process was facilitated with the bids being formally reviewed at the conclusion of the process on Friday, February 27, 2026. The reference number for the RFP packet is: **FY2026 E-Rate FORM 470 – 260015876**.

Based on this information, we recommendation that the Board of education award the following contract to **Delta Networks** for the following reasons:

- Award winner was the lowest bid as well as the incumbent vendor and solution
- The portion of this bid is estimated at \$590,000 OTC
- This equipment includes LLT (Limited Life Time) Warranty and Maintenance.
- This portion allows us to replace all End of Life (EOL) and End of Support (EOS) network switch devices. This is about half of our network infrastructure.



Dr. Neil DeLuca, Deputy Superintendent

52585 Dequindre Road, Rochester, Michigan 48307 | Phone: 248-726-3000 | www.rochester.k12.mi.us

Bid Matrix:

Evaluation Factors		Factor %Weight*	Service Provider Delta Networks		Service Provider Auxiom		Service Provider InacomptSG	
			Rating**	Weight***	Rating**	Weight***	Rating**	Weight***
E-rate Eligible Costs*		30	5	30.00	4	24.00	3	18.00
Service Transition Factors		15	5	15.00	4	12.00	4	12.00
Adherence to Specifications		10	4	8.00	5	10.00	5	10.00
Prior Experience		5	5	5.00	3	3.00	4	4.00
Past Performance		5	5	5.00	3	3.00	4	4.00
Understands Needs		5	4	4.00	4	4.00	4	4.00
Personnel Qualifications		5	4	4.00	4	4.00	4	4.00
Management Capabilities		20	3	12.00	5	20.00	5	20.00
Financial Stability		5	4	4.00	4	4.00	4	4.00
Other (specify)		0		0.00		0.00		0.00
Other (specify)		0		0.00		0.00		0.00

Total Ratings:

100	****	87	84	80
-----	------	----	----	----