

CYPRESS FAIRBANKS

INDEPENDENT SCHOOL DISTRICT

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To: Paula Ross
Assistant Superintendent of Technology and Information Services

From: Kim Bowlin
Technology Project Specialist

Date: February 17, 2022

Re: Layer 2 and 3 Switches E-Rate, Request for Proposal #22-07-7033R-RFP
Two Year Contract #22-07-7033R-RFP

The following proposal were received and opened at 1:30 p.m., Thursday, January 6, 2022 as advertised and specified in documents concerning Layer 2 and 3 Switches E-Rate, Request for Proposal #22-07-7033R-RFP. The proposals received are located on page 2.

Recommendation: Netsync Network Solutions

Funding: M & O Funds, Technology Bond Funds

Estimated Expenditure:

\$4,781,277.02	Year 1
<u>\$4,770,677.02</u>	Year 2
\$9,551,954.04	Two Year Contract Term Total
\$4,748,897.85	Optional Year 3 Renewal
\$4,731,749.05	Optional Year 4 Renewal
<u>\$2,854,890.14</u>	Contingency
\$12,335,537.04	Optional Total
<u>\$21,887,491.08</u>	Grand Total

Contract Term: July 1, 2022 - June 30, 2024

Renewal: Two (2) Optional One (1) Year Terms

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RFP's Name:	Layer 2 and 3 Switches E-Rate
RFP's Number:	22-07-7033R-RFP

Item Name	Description	Quantity					Netsync Network Solutions		Solid IT Networks Price per Unit	
		Year 1	Year 2	Year 3	Year 4	Total	Price per Unit	Total Cost	Price per Unit	Total Cost
C9300-48UXM-EDU	Catalyst 9300 48-port(12 mGig&36 2.5Gbps), K12 Total Switch Cost	614	614	613	613	2454	\$5,563.82	\$13,653,614.28	\$5,213.60	\$12,794,174.40
C9500-24Y4C-EDU	Catalyst 9500 24x1/10/25G and 4-port 40/100G, K12 Total Switch Cost	47	47	46	46	186	\$8,364.81	\$1,555,854.66	\$13,499.81	\$2,510,964.66
C9500-48Y4C-EDU	Catalyst 9500 48-port x 1/10/25G and 4-port 40/100G , EDU Total Switch Cost	10	10	10	10	40	\$10,746.17	\$429,846.80	\$13,499.81	\$539,992.40
SFP-10G-ER	10GBASE-ER SFP Module	27	27	26	26	106	\$2,413.45	\$255,825.70	\$1,233.04	\$130,702.24
SFP-10G-LRM	10GBASE-LRM SFP Module	741	741	741	741	2964	\$273.18	\$809,705.52	\$410.19	\$1,215,803.16
SFP-10G-ZR	10GBASE-ZR SFP Module	27	27	26	26	106	\$3,699.20	\$392,115.20	\$801.08	\$84,914.48
STACK-T1-50CM	50CM Type 1 Stacking Cable	614	614	613	613	2454	\$24.27	\$59,558.58	\$56.76	\$139,289.04
STACK-T1-3M	3M Type 1 Stacking Cable	180	180	179	179	718	\$88.08	\$63,241.44	\$113.36	\$81,392.48
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	614	614	613	613	2454	\$25.54	\$62,675.16	No Bid	No Bid
CAB-SPWR-150CM	Catalyst Stack Power Cable 150 CM	359	359	359	359	1436	\$52.30	\$75,102.80	No Bid	No Bid
C9200CX-12PC-2X2G	12 Port , 1G , PoE+ (30W) downlinks, 2x CU 1G , 2x SFP+ uplinks	74	74	73	72	293	\$1,600.00	\$468,800.00	\$613.14	\$179,650.02
Micro Layer 2 Deployments (1 to 5 Switches)	Transportation Centers, Early Learning Centers, Chiller Plant	2	2	2	1	7	\$2,182.40	\$15,276.80	\$823.51	\$5,764.57
Small Layer 2 Deployment (6 – 25 Switches)	Administration Buildings, Goodson Middle School, Elementary Schools	17	17	17	17	68	\$5,616.80	\$381,942.40	\$823.51	\$55,998.68
Medium Layer 2 Deployment (26 – 50 Switches)	Elementary Schools, Middle Schools, LBC	5	5	5	4	19	\$8,250.00	\$156,750.00	\$823.51	\$15,646.69
Large Layer 2 Deployment (51 - 75 Switches)	High Schools, Instructional Support Center	3	2	2	2	9	\$10,600.00	\$95,400.00	\$823.51	\$7,411.59
Jumbo Deployment (76+ Switches)	High Schools (3 or 4 sites)	1	1	1	1	4	\$12,949.20	\$51,796.80	\$823.51	\$3,294.04
Regular Layer 3 Deployments (2 Switches)	120+ Sites	25	25	25	25	100	\$4,692.80	\$469,280.00	\$823.51	\$82,351.00
Hub Layer 3 Deployment (3 Switches)	7 Sites	2	2	2	1	7	\$5,116.40	\$35,814.80	\$823.51	\$5,764.57
Grand Total for Equipment & Services for Year 1								\$4,781,277.02		\$4,475,432.45
Grand Total for Equipment & Services for Year 2								\$4,770,677.02		\$4,474,608.94
Optional 1 Year Total for Equipment & Services (Year 3)								\$4,748,897.85		\$4,453,078.15
Optional 1 Year Total for Equipment & Services (Year 4)								\$4,731,749.05		\$4,449,994.48
Contingency								\$2,854,890.14		\$2,677,967.10
Four Year Estimated Expenditure with Contingency								\$21,887,491.08		\$20,531,081.12

#22-07-7033R-RFP Layer 2 and 3 Switches – E-Rate

Funding Source: M & O Funds, Technology Bond Funds

The District advertised and issued the RFP, #22-07-7033R-RFP Layer 2 and 3 Switches – E-Rate. Two (2) vendors submitted pricing for this proposal. The committee's recommendation for the best value to the district is to award the bid to Netsync Network Solutions.