

ANCHORAGE SCHOOL DISTRICT  
ANCHORAGE, ALASKA

ASD MEMORANDUM #251 (2008-2009)

April 13, 2009

TO: SCHOOL BOARD

FROM: OFFICE OF THE SUPERINTENDENT

SUBJECT: AWARD OF CONTRACT: CISCO WIRELESS EQUIPMENT AND  
SMARTNET MAINTENANCE

ASD Goal: *Ensure public accountability through the wise use of financial resources.*

RECOMMENDATION:

It is the Administration's recommendation that the School Board approve and authorize the Superintendent to award a contract to World Wide Technology, Inc. to purchase Cisco Wireless Equipment and Smartnet Maintenance in the amount of \$343,958.

PERTINENT FACTS:

In October 2003, ASD Board Memo #81 was approved to facilitate the installation of electronic network equipment at 69 locations throughout the district. This final phase of the multi-bond, multi-year Upgrades in Support of Technology process completed outfitting all schools with the necessary building electrical, data and LAN infrastructure through the district-wide Cisco Network Deployment project. The district network has been built upon the Cisco standard.

Funding was approved for installation of a comprehensive wireless solution for four high schools, 14 elementary schools and one middle school through ASD Board Memo #326 on June 23, 2008 and ASD Board Memo #308 on May 29, 2008. The wireless installation will provide robust and consistent wireless connectivity for staff and students through an implementation involving Cisco equipment and Smartnet Maintenance.

The district network is now made up of over 1,500 pieces of Cisco equipment and the district staff is trained to work with, troubleshoot and configure this equipment. Cisco Systems is an industry leader and is sold by many distributors both locally and worldwide. The district's experience with vendor support has been exceptional throughout the years.

This contract award is for the purchase of wireless controllers and multiple access points that will provide 802.11a/b/g/n wireless computer connectivity in four high schools, one middle school and five elementary schools. Nine of the 14 elementary schools referenced above are not included in this order as they are 90% E-rate schools and the funding has only recently been approved. Another equipment order will be solicited for these schools.

The hardware is supported by the district's Cisco Wireless Control System (WCS), the industry's leading management platform for wireless local area networks (WLAN) that allows planning, configuration and management from a centralized location. This system supplements the wired network and is not intended as a replacement.

Based on interoperability problems, internal district expertise on Cisco equipment and an established base of Cisco equipment, the district must stay standardized with Cisco.

An Invitation to Bid for furnishing miscellaneous Cisco Wireless Equipment and Smartnet Maintenance was issued to 28 suppliers on February 23, 2009 (Attachment A). Eight (8) vendors responded to the ITB. Two (2) vendors, Hewlett-Packard Company and Howard Industries, Inc., did not submit signed copies of Addendum #1 and Addendum #2; hence, the submitted Specifications/Bid Forms did not reflect model number changes and the additional line item. One (1) vendor, Tech Depot, submitted both conflicting and additional terms and conditions which materially deviated from the terms and conditions in the ITB. These three (3) vendors were considered non-responsive.

Recommendation for award is in the aggregate to the lowest responsive, responsible bidder (Attachment B).

CERTIFICATION OF FUNDS:

Fund Description:

(01) General Fund  
(1039) Technology (FY 2007-2008)  
(1039) Technology (FY 2008-2009)  
(3050) Equipment Repair  
(5410) New Equipment

<u>Fund Sources:</u>	<u>Fund</u>	<u>Funding Source</u>	<u>Account Code</u>	<u>Amount</u>
Technology (2007-2008)	01	103912	5410	\$114,242
Technology (2008-2009)	01	103912	5410	226,023
Technology (2008-2009)	01	103912	3050	<u>3,693</u>
				<u>\$343,958</u>

CC/GV/JW/PKC/WN

Attachments

Prepared by: Wendy Nyberg, Purchasing Agent  
Pamela K. Chenier, Director, Purchasing/Warehouse  
Jane Berglund, CIO, Information Technology

Approved by: George Vakalis, Assistant Superintendent, Support Service

ANCHORAGE SCHOOL DISTRICT  
ANCHORAGE, ALASKA

ABSTRACT OF BID

Commodity or Service:	<u>ITB2009-507 Cisco Wireless Equipment and Smartnet Maintenance</u>
Bids Opened On:	<u>3:00 p.m., Anchorage Time March 20, 2009</u>
Budget Fund:	<u>General Fund</u>
Number of Invitations Sent:	<u>Twenty-eight (28)</u>
Number of Responsive Bids Received:	<u>Five (5)</u>
Number of Non-Responsive Bids:	<u>Three (3)</u>
Number of "NO BIDS" Received:	<u>One (1)</u>
Advertised Date:	<u>Anchorage Daily News February 23, 2009</u>
Pre-bid Conference Held:	<u>N/A</u>
Addenda:	<u>Two (2)</u>

ANCHORAGE SCHOOL DISTRICT  
PURCHASING DEPARTMENT  
4919 VAN BUREN STREET  
ANCHORAGE, ALASKA 99517

TABULATION OF BIDS

Opened 3:00 p.m., Anchorage Time, March 20, 2009  
Invitation: Cisco Wireless Equipment and Smartnet Maintenance

VENDORS

1. Communications Professionals, Inc.  
155565 Northland Drive - Suite 304W  
Southfield, MI 48075
2. CompuCom Systems  
3000 C Street - Suite 102  
Anchorage, AK 99503
3. CompUSA  
721 N. Central Expressway  
Plano, Texas 75075
4. Structured Communications System, Inc.  
4141 B Street - Suite 307  
Anchorage, AK 99503
5. World Wide Technology, Inc.  
111 W. 16<sup>th</sup> Ave. - Suite 200  
Anchorage, AK 99501

ANCHORAGE SCHOOL DISTRICT  
ANCHORAGE, AK

Attachment B

TABULATION OF BIDS

Opened 3:00 p.m., Anchorage Time, March 20, 2009  
Invitation: Cisco Wireless Equipment and Smartnet Maintenance

LINE #	QTY	UNIT	DESCRIPTION	VENDOR 1		VENDOR 2		VENDOR 3		VENDOR 4		VENDOR 5	
				UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE
1	4	EACH	4400 SERIES WLAN CONTROLLER FOR UP TO 100 LIGHTWEIGHT APS CISCO #AIR-WLC4404-100-K9	22,458.25	89,833.00	20,503.57	82,014.28	21,765.88	87,063.52	21,789.00	87,156.00	19,597.20	78,388.80
2	2	EACH	4400 SERIES WLAN CONTROLLER FOR UP TO 50 LIGHTWEIGHT APS CISCO #AIR-WLC4402-50-K9	12,831.75	25,663.50	11,715.07	23,430.14	12,436.31	24,872.62	12,442.00	24,884.00	11,197.20	22,394.40
3	5	EACH	4400 SERIES WLAN CONTROLLER FOR UP TO 25 LIGHTWEIGHT APS CISCO #AIR-WLC4402-25-K9	9,238.00	46,190.00	8,434.03	42,170.15	8,953.29	44,766.45	8,959.00	44,795.00	8,205.15	41,025.75
4	1	EACH	4400 SERIES WLAN CONTROLLER AC POWER SUPPLY (REDUNDANT) CISCO #AIR-PWR-4400-AC=	959.50	959.50	875.92	875.92	929.86	929.86	929.00	929.00	837.20	837.20
5	44	EACH	1000BASE-T GIGABIT INTERFACE CONVERTER CISCO #WS-D27-G5483=	253.50	11,154.00	245.02	10,780.88	253.52	11,154.88	263.00	11,572.00	221.20	9,732.80
6	10	EACH	1000BASE-T SFP TRANSCEIVER MODULE FOR CAT 5 CISCO #GLC-T=	253.50	2,535.00	245.02	2,450.20	254.17	2,541.70	246.00	2,460.00	221.20	2,212.00
7	27	PKG	802.11a/g/n LWAPP AP FCC CONFIGURATION CISCO #AIR-LAP1142-AK9-PR; 10/PKG	7,502.00	202,554.00	6,849.17	184,927.59	7,203.60	194,497.20	7,211.00	194,697.00	6,546.40	176,752.80
8	270	EACH	POWER INJECTOR FOR 1100, 1120AG, 1200, 1200AG, 1240AG W/POWER CORD CISCO #AIR-PWRINJ3	37.75	10,192.50	34.57	9,333.90	36.70	9,909.00	37.00	9,990.00	33.04	8,920.80
9	1	LOT	SMARTNET 8X5XNBD 4402-50 WLAN CONTROLLER CISCO #CON-SNT-WC440250	1,377.50	1,377.50	1,244.48	1,244.48	1,098.16	1,098.16	2,750.00	2,750.00	1,312.00	1,312.00
10	1	LOT	SMARTNET 8X5XNBD 4404-100 WLAN CONTROLLER CISCO #CON-SNT-WC440410	2,410.50	2,410.50	2,177.84	2,177.84	1,921.78	1,921.78	9,620.00	9,620.00	2,296.00	2,296.00
11	1	LOT	SMARTNET 8X5XNBD 8022.11a/g/n FIXED UNIFIED AP; INT ANT CISCO #CON-SNT-1142NAK	89.50	89.50	80.89	80.89	69.97	69.97	2,403.00	2,403.00	85.28	85.28
12	1	LOT	SMARTNET 8X5XNBD 802.11a/g/n LWAPP AP FCC CONFG CISCO #CON-SNT-L1142AOP	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>TOTAL</b>				<b>\$392,959.00</b>	<b>\$392,959.00</b>	<b>TOTAL</b>	<b>\$359,486.27</b>	<b>TOTAL</b>	<b>\$378,825.14</b>	<b>TOTAL</b>	<b>\$391,256.00</b>	<b>TOTAL</b>	<b>\$343,957.83</b>