

REGULAR MEETING

May 17, 2021
6:30 p.m.

MEMORANDUM

G.2 Award Contract – Bid Pack 19-T09 – Voice Over IP

Mr. Sederlund

RECOMMENDED MOTION: “That the Chippewa Valley Schools Board of Education award a contract to Sentinel Technologies totaling \$822,148.59 for the purchase and installation of new voice gateways, servers, and communication applications for the District’s phone system.”

RATIONALE: This project will consist of the purchase and installation of new voice gateways, collaboration servers, voice modules, communication applications, and emergency 911 notification solutions for the District’s phone system.

The bid was reviewed and approved by the Technology Sub-Committee on May 3rd, 2021. Funding will come from the 2018 Bond Issue Program for this purchase.



Metro Technology Services IT, Inc.
59 North Walnut Street, Suite 202
Mount Clemens, MI 48043
Phone: (586) 203-8423

Chippewa Valley Schools
BP 19-T09 Letter of Recommendation
April 29, 2021

Ms. Sarah Monnier-White
Director of Information Technology
Chippewa Valley Schools
19120 Cass Avenue
Clinton Township, MI 48038

Re: Chippewa Valley Schools
2018 Bond Issue
BP 19-T09 – Voice over IP

Dear Ms. Monnier-White,

Metro Technology Services, along with Chippewa Valley Schools' staff, have evaluated the bid proposal for Bid Package 19-T09, of which only one bid was received as Sentinel is given a larger discount from Cisco for Chippewa Valley Schools Projects. We have compared pricing with published discounts from NASPO (National Association of State Procurement Officials). The NASPO contract discount is 35% off list prices, and Sentinel is providing a 55% discount through the RFP.

The bid package provides for new Voice Gateways, Collaboration Servers, Voice Modules, Unified Communication Applications, including Call Manager, Unity Voice Mail, Emergency Responder, and updated InformaCast Solution.

- Call Manager routes and administrates the District-wide Phone System
- Unity provides for Voice Mail District-wide
- Emergency Responder meets all E911 regulations for K-12 School Districts
- InformaCast provides emergency notifications via the phone system, including call buttons, 911 notifications, and pushing notifications to all staff phones.

All equipment and solutions include a 5-year onsite warranty and maintenance.

Therefore, it is the recommended motion that the Chippewa Valley Schools' Board of Education award contract as presented:

Bid Category	Scope	Vendor	Contract Amount
Base Bid 17330	Voice-over-IP	Sentinel	\$868,537.67
	Deduct Tax		\$ (46,389.08)
		Total Contract Award:	\$822,148.59

A bid tabulation and bid comparison are attached herewith.

This project was planned for and is within the overall 2018 Bond Budget.

Please feel free to contact me at (248) 212-4532 if you should have any questions or comments regarding this award recommendation.

Metro Technology Services IT, Inc.
59 North Walnut Street, Suite 202
Mount Clemens, MI 48043
Phone: (586) 203-8423

Sincerely,

Angela Fucich
Metro Technology Services IT, Inc.

cc: Scott Sederlund, Chippewa Valley Schools
Tom Giachino



Chippewa Valley Schools
Bid Package 19-T09
Due: April 20, 2021 at 2:00PM

	Sentinel
Bid Bond Included	YES
Familial Disclosure Included	YES
Asbestos Notification	YES
Iran Sanctions Act Form Included	YES
Criminal Background Check Form Included	YES
Addendum #1/Q&A Responses Acknowledged	YES
Bid 17330 VoIP	
17330 VoIP Base Bid	868,537.67
17330 VoIP Deduct for Taxes	46,389.08
17330 VoIP Allowance (included in base)	40,000.00
17330 Voluntary Alternates	
17330 Voluntary Alternate #1: Upgrade gateways to 8200/8300	41,485.14
17330 Voluntary Alternate #2: SIP (Cisco Unified Border Element)	17,000.00
17330 Voluntary Alternate #3: Substitute HyperFlex Nodes for UC Servers	161,024.00
17330 Voluntary Alternate #4: Jabber Call App in Microsoft Teams	7,000.00
17330 Voluntary Alternate #5: E911 Gap Assessment and Remediation	39,375.00
17330 Voluntary Alternate #6: Deduct Semi Annual UC Upgrades	-12,500.00
17330	
Can Chippewa Valley Schools take the indicated Tax Deduct?	YES
17330 Base Bid with Tax Deduct	822,148.59
17330 Total Bid with Tax Deduct & Accepted Voluntary Alternate(s)	822,148.59
Post-Bid Interview Recommendation	Thursday, 04.29.21 @ 9:30 am



Client Name: Chippewa Valley Schools
 Bid Package Name: VoIP
 Bid Package Number: 19-T09
 Bid Sections: 17330
 Bid Package Due Date: April 20, 2021, 2:00 pm

Bidder's Contact Information	Bid Amount	Description	Comments/Notes
SENTINEL TECHNOLOGIES INC 17199 N. LAUREL PARK DR., SUITE 322 LIVONIA, MI 48152	Bid Section:		
	Base Bid:	868,537 868,537	
	Alternate #1:	+ 41,485.14	GS
	Alternate #2:	+ 17,000.00	SIP
	Alternate #3:	+ 161,024.00	hyperflex
	Alternate #4:	+ 7,000.00	Jabber
	Alt #5: + 39,375.00	GAP	
		+ 61 - 12,500.00	impound
	Bid Section:		
	Base Bid:		
	Alternate #1:		
	Alternate #2:		
	Alternate #3:		
	Alternate #4:		
	Bid Section:		
	Base Bid:		
	Alternate #1:		
	Alternate #2:		
	Alternate #3:		
	Alternate #4:		
	Bid Section:		
	Base Bid:		
	Alternate #1:		
	Alternate #2:		
	Alternate #3:		
	Alternate #4:		

Bid Tabulation Completed By: Laura Harrington
 Date Completed: 4-20-2021