

REGULAR MEETING

February 25, 2019  
6:30 p.m.

**MEMORANDUM**

**G.2 Award Wireless & Network Infrastructure (E-Rate) Contract Mr. Sederlund**

RECOMMENDED MOTION: “That the Chippewa Valley Schools Board of Education award a contract totaling \$2,024,896 to Sentinel Technologies, Inc., for new Wireless & Network Infrastructure equipment.”

RATIONALE: This project includes the purchase, installation, integration and configuration of a new wireless infrastructure system, network infrastructure equipment and all associated low voltage cabling, district-wide.

Funding will come from the 2018 Building and Site Fund 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-T01 Letter of Recommendation  
February 15, 2019

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Mr. Craig McBain  
Chippewa Valley Schools  
19120 Cass Avenue  
Clinton Township, MI 48038

Re: Chippewa Valley Schools  
2018 Bond Issue  
BP 19-T01 Wireless & Network Infrastructure (E-Rate)

Dear Mr. McBain,

Metro Technology Services, along with Chippewa Valley Schools' IT staff, have evaluated the bid proposals for Bid Package 19-T01 Wireless & Network Infrastructure (E-Rate).

The bid package provides for the purchase and installation of a new Wireless Infrastructure System, Network Infrastructure Equipment and all associated Low Voltage Cabling at Chippewa Valley Schools (District Wide). The project also includes removal of existing Cisco equipment as well as the labeling of new equipment and creating new as-built documentation. All new equipment and installation include ten-year licensing and a five-year warranty.

A total of three bids were received. Although Presidio was the lowest bidder, the company did not submit a complete response that met the base bid solution. Therefore, we are not recommending Presidio for the bid award. A post-bid interview was conducted with Sentinel Technologies and it was determined that they provided a complete bid.

The voluntary alternates provided by Sentinel Technologies that the district will accept are as follows:

- Voluntary Alternate #1: Meraki Access Switches (10yr License) in lieu of Cisco – Deduct \$208,800.00
- Voluntary Alternate #2: Cisco LRM Optics in lieu of LR – Deduct \$55,920.00
- Voluntary Alternate #4: Change Core Switch from Cat9407 to N9320s – Add \$9,937.00
- Voluntary Alternate #6: Cisco ISE – Add \$105,264.00
- Voluntary Alternate #7: Cabling Option – Add \$198,584.00

This project is conditional upon the district's approval for E-Rate funding. As stated in the RFP, "this contract is 100% conditional upon Universe Service Funding. Further, the District reserves the unrestricted right to reduce the contract amount by reducing the scope of work and/or components in order to meet budget requirements in the event the level of the USF discount is reduced. Unit pricing, as specified in the bid proposal, will be used to control contract adjustments. Any such action will be taken before specific work on a building, or on a project component, has commenced."

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It is the recommended motion that the Chippewa Valley Schools' Board of Education award a contract as presented:

<b>Bid Category</b>	<b>Contractor</b>	<b>Contract Amount</b>
Bid Category 17200	Sentinel Technologies, Inc.	\$ 814,498.64
Bid Category 17570	Sentinel Technologies, Inc.	\$1,161,332.44
Voluntary Alternate #1 (Deduct)		- \$ 208,800.00
Voluntary Alternate #2 (Deduct)		- \$ 55,920.00
Voluntary Alternate #4 (Add)		\$ 9,937.00
Voluntary Alternate #6 (Add)		\$ 105,264.00
Voluntary Alternate #7 (Add)		\$ 198,584.00
<b>Total Contract Award:</b>		<b>\$2,024,896.00</b>

A bid tabulation, bid opening sign-in sheet and bid comparison, including a bid proposal evaluation matrix, is attached herewith.

Please feel free to contact me at (586) 909-7759 if you should have any questions or comments regarding this award recommendation.

Sincerely,

Ken Wosik  
Metro Technology Services IT, Inc.

cc: Scott Sederlund, Chippewa Valley Schools  
Tom Giachino, Metro Technology Services IT, Inc.  
file



Client Name:	Chippewa Valley Schools
Bid Package Name:	Wireless & Network Infra.
Bid Package Number:	19-T01
Bid Category:	17200 & 17570
Bid Due Date:	February 12, 2019 (rev Feb 13)

Bidder's Contact Information	Base Bid Amount	Recom Order	Contract Award Amount	Comments/Notes		
<b>Sentinel Technologies</b> 4220 Varsity Drive, Suite F Ann Arbor, MI 48108	17200: \$814,498.64	<i>Mandatory            a Her notes            Received</i>	<i>Voluntary            a Her notes            Received</i>	<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check		
	17570: \$1,161,332.44			<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check		
<b>Presidio</b> 48325 Alpha Drive, Suite 150 Wixom, MI 48393	17200: \$548,264.20					<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check
	17570: \$891,182.00					<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check
<b>Marco</b> 15776 Leone Drive Macomb, MI 48042 <i>NO BID</i>	17200: -					<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check
	17570: -					<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check
<i>INA COMP TSG</i>	17200: \$882,497.81					<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check
	17570: \$1,543,974.82					<input checked="" type="checkbox"/> Bid Security <input checked="" type="checkbox"/> Familial Disclosure <input checked="" type="checkbox"/> Iran Sanctions Act <input checked="" type="checkbox"/> Criminal Background Check
	17200: _____					<input type="checkbox"/> Bid Security <input type="checkbox"/> Familial Disclosure <input type="checkbox"/> Iran Sanctions Act <input type="checkbox"/> Criminal Background Check
	17570: _____					<input type="checkbox"/> Bid Security <input type="checkbox"/> Familial Disclosure <input type="checkbox"/> Iran Sanctions Act <input type="checkbox"/> Criminal Background Check
	17200: _____					<input type="checkbox"/> Bid Security <input type="checkbox"/> Familial Disclosure <input type="checkbox"/> Iran Sanctions Act <input type="checkbox"/> Criminal Background Check
	17570: _____					<input type="checkbox"/> Bid Security <input type="checkbox"/> Familial Disclosure <input type="checkbox"/> Iran Sanctions Act <input type="checkbox"/> Criminal Background Check
	17200: _____					<input type="checkbox"/> Bid Security <input type="checkbox"/> Familial Disclosure <input type="checkbox"/> Iran Sanctions Act <input type="checkbox"/> Criminal Background Check
	17570: _____					<input type="checkbox"/> Bid Security <input type="checkbox"/> Familial Disclosure <input type="checkbox"/> Iran Sanctions Act <input type="checkbox"/> Criminal Background Check

*Paul Allen 2/13/2019*  
*Aura Blain 2-13-2019*



	Sentinel Technologies, Inc	Presidio	Incomp / ISG
Bid Bond Included	Yes	Yes	Yes
Familial Disclosure Included	Yes	Yes	Yes
Iran Sanctions Act Form Included	Yes	Yes	Yes
Criminal Background Check Form Included	Yes	Yes	Yes
Addendum Acknowledged	Yes	Yes	Yes
<b>Bid</b>			
Base Bid Solution as Specified	Yes (Cisco/Meraki)	No (Aruba)	Yes (Cisco/Meraki)
17200 Base Bid	\$ 814,498.64	\$ 848,264.00	\$ 882,497.81
17200 Allowance	\$ (10,000.00)	\$ (10,000.00)	\$ (10,000.00)
17200 Deduct for Taxes	\$ -	\$ -	\$ (49,484.25)
17570 Base Bid	\$ 1,161,332.44	\$ 891,182.00	\$ 1,543,974.82
17570 Allowance	\$ (10,000.00)	\$ (10,000.00)	\$ (10,000.00)
17570 Deduct for Taxes	\$ -	\$ -	\$ (85,578.07)
17570 Alternate #1 - Deduct the cost of Network Integration Services	\$ (271,642.80)	\$ (87,050.00)	\$ (62,445.00)
17570 Alternate #2 - Deduct the cost of the Pre-Survey	\$ (44,800.00)	\$ (37,800.00)	\$ (20,700.00)
17570 Alternate #3 - Deduct the cost of 10 Year Licensing and provide 5 Year Lic	\$ (189,660.00)	\$ (44,625.00)	\$ (257,512.50)
Unit Pricing Included	Yes	Yes (See BOM)	BOM Only
<b>Voluntary Alternates</b>			
VA #1: Meraki Access Switches (10yr License) instead of Cisco	\$ (208,800.00)		
VA #2: Cisco LR Optics change to LRM	\$ (55,920.00)		
VA #3: 3rd Party Optics instead of Cisco (also using LRMs)	\$ (52,800.00)		
VA #4: Change Core Switch from Cat9407 to N93240s	\$ 9,937.00		
VA #5: Change Cat9300s to Cat9200s	\$ (168,720.00)		
VA #6: Cisco ISE	\$ 105,264.00		
VA #7: Cabling Option	\$ 198,584.00		
VA #8: Predictive Survey	\$ (34,600.00)		
VA #1: Aruba Clearpass Network Authentication for 20,000 conc. endpoints	\$ 171,605.00		
VA #2: Upgrade of AP305 to AP315 and Upgrade of AP315 to AP345	\$ 220,992.30		
VA #3: District Wide 802.11AX AP515	\$ 249,392.80		
<b>Bid Proposal Evaluation Matrix</b>			
Price of the eligible products and services (50 points)	50	0	40
Prior experience with the vendor (25 points)	25	0	0
Prices for ineligible services, products and fees (15 points)	15	0	5
Local or in-state vendor (10 points)	10	10	10
Total (100 points)	100	10	55
Misc.			
Can Chippewa Valley Schools take the Indicated Tax Deduct?	Yes	N/A	N/A
17200 Base Bid with Tax Deduct	\$ 814,498.64	\$ 848,264.00	\$ 833,013.56
17570 Base Bid with Tax Deduct	\$ 1,161,332.44	\$ 891,182.00	\$ 1,458,396.75
Recommendation Order	1	N/A	N/A