

**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:** Wireless Access Points and Switches E-Rate, Request for Proposal #22-07-7145R-RFP  
 Two Year Contract #22-07-7145R-RFP

The following proposals were received and opened at 1:00 p.m., Thursday, January 6, 2022 as advertised and specified in documents concerning proposal #22-07-7145R-RFP Wireless Access Points and Switches. The proposals received are located on page 2.

**Recommendation:** Layer 3 Communications

**Funding:** M & O Funds, Technology Bond Funds

**Estimated Expenditure:**

\$4,857,806.78	Year 1
<u>\$4,857,806.78</u>	Year 2
<b>\$9,715,613.56</b>	
\$4,840,004.78	Optional Year 3 Renewal
\$4,836,940.16	Optional Year 4 Renewal
<u>\$2,908,883.78</u>	Contingency
<b>\$12,585,828.72</b>	Optional Total
<b>\$22,301,442.28</b>	Grand Total

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

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

kb

<b>RFP's Name:</b>	<b>Wireless Access Point and Switches</b>
<b>RFP's Number:</b>	<b>22-07-7145R-RFP</b>

Description	Quantity					Apollo Companies Inc.		Layer 3 Communications		Solid IT Networks	
	Year 1	Year 2	Year 3	Year 4	Total	Price Per Unit	Total Cost	Price Per Unit	Total Cost	Price Per Unit	Total Cost
6300M - 48 Port 60W POE - 1050W PS	614	614	613	613	2454	\$16,829.15	\$41,298,734.10	\$2,836.00	\$6,959,544.00	\$3,293.86	\$8,083,132.44
Aruba 25G SFP28 LC LR 10km SMF Transceiver	741	741	741	741	2964	\$1,575.00	\$4,668,300.00	\$465.98	\$1,381,164.72	\$328.52	\$973,733.28
Aruba 8325-32C FB 6 F 2 PS Bundle	47	47	46	46	186	\$34,540.00	\$6,424,440.00	\$7,479.64	\$1,391,213.04	\$16,446.14	\$3,058,982.04
Aruba 8325-48Y8C BF 6 F 2 PS Bundle	10	10	10	10	40	\$34,540.00	\$1,381,600.00	\$6,101.30	\$244,052.00	\$12,753.41	\$510,136.40
Aruba 10G SFP+ LC ER 40km SMF Transceiver	27	27	26	26	106	\$9,450.00	\$7,560.00	\$1,740.00	\$184,440.00	\$1,233.04	\$130,702.24
Aruba 10G SFP+ LC LR 10km SMF Transceiver	27	27	26	26	106	\$2,930.00	\$2,344.00	\$539.49	\$57,185.94	\$524.04	\$55,548.24
Aruba 6300M 24SR5 CL6 PoE 4SFP56 Switch	74	74	73	72	293	\$15,059.45	\$4,412,418.85	\$2,305.36	\$675,470.48	\$4,841.86	\$1,418,664.98
Installation Edge Switching	688	688	686	685	2747	\$175/pp/hr	\$160,241.67	\$243.00	\$667,521.00	\$823.51	\$2,262,181.97
Installation Core Switching	57	57	56	56	226	\$175/pp/hr	\$19,775.00	\$975.00	\$220,350.00	\$823.51	\$186,113.26
Aruba AP-635 (US) Tri-radio 2x2:2 802.11ax Wi-Fi 6E Internal Antennas Campus AP	3705	3705	3705	3705	14820	\$1,255.50	\$18,606,510.00	\$368.30	\$5,458,206.00	\$184.64	\$2,736,364.80
HPE Aruba "AP-MNT-MP10-B Campus AP mount bracket kit (10-pack) type B: suspended ceiling rail, flat 15/16 Mounting Bracket	371	371	370	370	1482	\$184.50	\$273,429.00	\$37.67	\$55,826.94	\$24.80	\$36,753.60
HPE Aruba LIC-K12-1 1 Addl AP Lic for Policy Enforcement FW and RF Protect for K-12 Bundle E-LTU	1690	1690	1690	1690	6760	\$148.50	\$1,003,860.00	\$18.95	\$128,102.00	\$165.00	\$1,115,400.00
HPE Aruba AirWave 1 Dev License Bundle E-LTU. Includes 1 Year FC Support.	1690	1690	1690	1690	6760	\$44.10	\$298,116.00	\$9.00	\$60,840.00	\$165.00	\$1,115,400.00
HPE Aruba AP-575 (US) Outdoor 11ac AP	286	286	286	286	1144	\$2,178.00	\$2,491,632.00	\$611.58	\$699,647.52	\$734.58	\$840,359.52
Aruba AP-518(US) Indr Hardened 11ax AP	57	57	56	55	225	\$1,660.50	\$373,612.50	\$466.26	\$104,908.50	\$221.76	\$49,896.00
Aruba AP-577 (US) Outdoor AX	11	11	10	10	42	\$2,178.00	\$91,476.00	\$611.58	\$25,686.36	\$518.60	\$21,781.20
Outdoor AP Installation	297	297	296	296	1186	\$175/pp/hr	\$69,183.33	\$275.00	\$326,150.00	\$419.29	\$497,277.94
Indoor AP Installation	3762	3762	3761	3760	15045	\$175/pp/hr	\$658,218.75	\$50.00	\$752,250.00	\$123.54	\$1,858,659.30

<b>Grand Total for Equipment and Services for Year 1</b>	\$20,931,731.23	\$4,857,806.78	\$6,254,333.20
<b>Grand Total for Equipment and Services for Year 2</b>	\$20,931,731.23	\$4,857,806.78	\$6,254,333.20
<b>Optional 1 Year Total for Equipment and Services (Year 3)</b>	\$20,848,593.38	\$4,840,004.78	\$6,224,215.74
<b>Optional 1 Year Total for Equipment and Services (Year 4)</b>	\$20,831,771.35	\$4,836,940.16	\$6,218,205.07
<b>Contingency</b>	\$12,531,574.08	\$2,908,883.78	\$3,742,663.08
<b>Four Year Estimated Expenditure with Contingency</b>	\$96,075,401.28	\$22,301,442.28	\$28,693,750.29

**#22-07-7145R-RFP Wireless Access Points and Switches – E-Rate**

Funding Source: M & O Funds, Technology Bond Funds

The District advertised and issued the RFP #22-07-7145R-RFP Wireless Access Points and Switches – E-Rate. Three (3) vendors submitted pricing for this proposal. The committee's recommendation for the best value to the district is to award the bid to Layer 3 Communications.