



# Magnolia Public Schools

## Board Meeting

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### **Date and Time**

Tuesday May 24, 2016 at 7:00 PM

### **Location**

Teleconference Dial:1.844.572.5683 Code:1948435

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### **AGENDA**

#### **Special Meeting of the MPS Board of Directors**

Access to the Board Meeting: Any interested parties or community members from remote locations may attend the meeting at the following school sites or the addresses where the Board members are joining the meeting from:

Remotely by dialing in to the numbers provided above

- 11000 Wilshire Blvd Los Angeles, CA 90024 Ste 1700 (Diane Gonzalez)
- 1426 Horizon Ct San Marcos, CA 92078 (Dr. Salih Dikbas)
- 449 36th Street #2 Brooklyn, NY 11232 (Nguyen Huynh)
- 1020 South Olive Street, 7th Floor Los Angeles, CA 90015 (Noel Unterburger)
- 1745 Technology Dr. Ste 200 San Jose, CA 95110 (Dr. Umit Yapanel)
- 1363 Ridgcrest Rd Pinole CA 94564 (Serdar Orazov)
- UCLA- Boyer 659, 611 Charles Young Dr. E Los Angeles, CA 90095 (Dr. Saken Sherkhanov)

In compliance with the Americans with Disabilities Act (ADA) and upon request, Magnolia Public Schools may furnish reasonable auxiliary aids and services to qualified individuals with disabilities. Individuals who require appropriate alternative modification of the agenda in order to participate in Board meetings are invited to contact the MPS central office. If you need special assistance to attend the meeting, please notify Barbara Torres at (213) 628-3634 x100 to make arrangements and accommodations.

Any public records relating to an agenda item for an open session of the Board which are distributed to all, or a majority of all, of the Board members shall be available for public inspection at 250 East 1st Street Los Angeles, CA 90012.

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MPS Board Members:

Dr. Umit Yapanel, President

Mrs. Noel Russell- Unterburger, Treasurer

Mr. Saken Sherkhanov, Secretary

Dr. Ali Korkmaz

Dr. Salih Dikbas

Dr. Remzi Oten

Mr. Serdar Orazov

Mrs. Diane Gonzalez

Mr. Nguyen Huynh

CEO and Superintendent:

Dr. Caprice Young

Closed Session:

Conference with Real Property Negotiators

Property: 2261 Kenwood Ave. San Jose CA 95128

Agency Negotiator: Frank Gonzalez

Negotiating Parties: San Jose Unified School District

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## Agenda

	Purpose	Presenter	Duration
<b>I. Opening Items</b>			
A. Record Attendance and Guests			
B. Call the Meeting to Order			
C. Public Comments			5
<b>II. Action Item</b>			
A. Approval of Selected Vendors for Erate Eligible Services for Magnolia Science Academies	Vote	Rasul Monoshev	5
<b>III. Discussion Item</b>			
A. Discussion of CMO Fee Calculation	Discuss	Oswaldo Diaz	40
<b>IV. Closed Session</b>			
A. Conference with Real Property Negotiators	Discuss	Frank Gonzalez	5
<b>V. Closing Items</b>			
A. Adjourn Meeting	Vote		

## Agenda Cover Sheets

**Section:** **II. Action Item**  
**Item:** A. Approval of Selected Vendors for Erate Eligable Services for  
Magnolia Science Academies  
**Purpose:** Vote  
**Goal:**  
**Submitted by:**  
**Related Material:** II A Erate.pdf



Board Agenda Item #	II A
Date:	05.24.2016
To:	Magnolia Board of Directors
From:	Caprice Young, Ed.D. CEO & Superintendent
Staff Lead:	Kelly Hourigan, Chief Operations Officer
RE:	<p>Approval of winning bids for MPS Schools E-Rate eligible equipment and services:</p> <ul style="list-style-type: none"><li>• Voice services – AT&amp;T <b>CALNET3</b></li><li>• Internet services – <b>Time Warner Cable</b></li><li>• WAN connectivity – <b>Time Warner Cable</b></li><li>• Cabling for MSA-1 – <b>Cal Net Tech</b></li><li>• Firewalls for all sites – <b>Digital Scepter</b></li><li>• Switches–<b>Digital Synergy Consulting</b></li><li>• Wireless Access Points for Santa Ana –<b>Digital Synergy Consulting</b></li></ul>

#### Proposed Board Recommendation

I move that the board awards the winning bids according to vendor evaluation matrices and adopt the purchase of E-Rate eligible equipment and services for each school operating within the approved budgeted amounts.

#### Background

E-Rate is a federal program that provides discounts on eligible technology products and services. Discounts are based on the percentage of enrolled students eligible for Free/Reduced Lunch per National School Lunch Program guidelines. MPS Charter District's discount for FY2016 is expected to be 80% for Internet, WAN connectivity and network infrastructure components (e.g., switches, wireless access points, cabling). MPS' discount for voice services is expected to be 40% for FY2016 (20% for FY2017 and 0% thereafter). Note: the E-Rate program is phasing out support for voice services by reducing discounts by 20 points per year.

Consistent with E-Rate rules, MPS filed an FCC Form 470 (#160028224) and associated RFP to initiate an open and fair competitive bidding process, recapped by these milestones:



- 3/9/16 – Form 470 and RFP for E-Rate eligible equipment and services for all schools was released with proposal due date of 4/8/16. (E-Rate requires a minimum of 28 days before proposals may be evaluated.)
- 3/23/16 – We hosted a walk through of the MSA-1 site to facilitate vendor proposals for cabling.
- On 3/30/16, 4/5/16, and 4/8/16 – We released RFP Amendments to answer detailed vendor questions about our requirements.
- 4/8/16 – Proposals were due.
- 4/26/16 – After reviewing proposals and receiving a Bid Evaluation Matrix tool, we met with our E-Rate consultant to formally score the Bid Evaluation Matrix using these criteria outlined in the RFP:



Factor	Weight
Cost of eligible products and services (required, highest weight)	30%
Functionality/completeness/specifications of proposed solution <sup>1</sup>	25%
Vendor: qualifications, credentials, certifications, experience, references, and E-Rate compliance/experience/track record	15%
Contract terms and conditions <sup>2</sup>	10%
Cost of <i>ineligible</i> products and services <sup>3</sup>	10%
Provision of properly completed Item 21 Attachment template	5%
Extent to which a single-provider, turnkey solution is provided <sup>4</sup>	5%
<b>Total</b>	<b>100.00%</b>

We received attached bids, recapped as follows (**bold green** text reflects recommendations):

- Voice services – 1 bid from **CALNET3**

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<sup>1</sup> In the case of Internet services, *functionality* could include: whether provider is considered “Tier 1,” “Tier 2,” or lower; peering arrangements; whether service is symmetrical; speed and latency of connections; whether a sufficient number of public (static) IP addresses are offered; whether public forward and reverse (in-addr.arpa) lookup DNS services are provided; uptime guarantee or Service Level Agreement [SLA]. For Category 1 services, whether Customer Premise Equipment [CPE] meets the criteria to be treated as Category 1, rather than Internal Connections, is also a consideration. For Category 2, consideration is given to: completeness of solution; compatibility with existing components; installation complexity; installation timetable. If self-installation is required, sample instructions should be provided.

<sup>2</sup> Among other considerations as to terms and conditions, contracts with relatively onerous termination fees are apt to be scored lower, other things being equal. In California, Vendors participating in California Teleconnect Fund may be scored higher. SPI invoicing is expected. Consolidated billing (mapped to Funding Request Numbers [FRNs] and SPINs) is also a plus. Contract expiration date that is exactly 6/30 is strongly preferred.

<sup>3</sup> Such as cost of handsets or Early Termination Fees.

<sup>4</sup> *Turnkey* means within a given category, Applicant has a preference, but not a requirement, for a solution wherein a single contract with a single vendor completely addresses all the requirements (or even addresses multiple categories, such as Telecom and Internet). In the case of Category 2 services, Applicant has the preference, but not a requirement, for a solution wherein a single contract with a single vendor completely addresses all requirements; however, use of subcontractors is acceptable.



- Internet services – 1 bid from **Time Warner Cable**
- WAN connectivity – 1 bid from **Time Warner Cable**
- Cabling for MSA-1 – 3 bids: Digital Synergy Consulting, NPC, **Cal Net Tech**
- Firewalls for all sites – 3 bids: Digital Synergy, **Digital Scepter**, Cal Net Tech
- Switches & UPS for all sites – 2 bids: **Digital Synergy Consulting**, Cal Net Tech
- Wireless Access Points for Santa Ana – 2 bids: **Digital Synergy Consulting**, Cal Net Tech.

The winning bidders folder contains the Vendor proposals with total amounts.

#### Budget Implications

The Technology Budget breakdown per school is as follow:

MSA-1	\$92000
MSA-2	\$81800
MSA-3	\$81800
MSA-4	\$96700
MSA-5	\$75800
MSA-6	\$73800
MSA-7	\$114800
MSA-8	\$39800
MSA-SA	\$169800
MSA-SC	\$47400
MSA-SD	\$69800

#### Attachments:

- MPS Released RFP
- Bid evaluation matrix
- Received bids from Vendors
- Winning bids

Name of Staff Originator: Rasul Monoshev



Bid Evaluation Matrix		Magnolia Public Schools				Site Name			
160028224		© 2009-2016 The Miller Institute for Learning with Technology				CATEGORY 2 SERVICES - one tab per school		Remaining C2	
Palo Alto 3020 (or equivalent functionality)		Permission is given to K-12 institutions to copy for educational fair use, so long as this notice is				Student Enrollment		0	
1 for each of 11 sites		All other rights reserved.				\$150/student		\$ - \$0.00	
		Bidders:							
Magnolia Public Schools Proposals Due Date (+30 days) 4/8/2016 Contract Award Date		Bid are SCORED on a scale of 0 to 5, where: 0 = non-responsive, 1 = does not meet most needs, 2 = barely meets most needs, 3 = meets most needs, 4 = meets most needs well, 5 = meets all needs well (Enter scoring in the Yellow grid below) Responsive Vendors' Scores				Vendor's are RATED based on: (This section is automatically Calculated) Factor Weight X Score Responsive Vendors Ratings			
Term of Contract		SonicWALL NSA 4600 Palo Alto 3020 SonicWALL NSA 5600 Palo Alto 3020							
80% Discount Percent for INTERN		Cal Net Tech	Digital Scepter	Digital Synergy	CalNet Palo Alto	Cal Net Tech	Digital Scepter	Digital Synergy	CalNet Palo Alto
Max Discount Percent for C2 is 85%		ELIGIBLE 1-time	\$ 54,851.56	\$ 139,872.00	\$ 65,536.63	\$ 154,092.84			
		NOT eligible 1-time	\$ 25,812.50	\$ 266,437.00	\$ 53,620.88	\$ 118,480.28			
		Total 1-time Cost	\$ 80,664.06	\$ 406,309.00	\$ 119,157.50	\$ 272,573.12			
		ELIGIBLE Monthly Recurring	\$ -	\$ -	\$ -	\$ -			
		NOT eligible Monthly	\$ -	\$ -	\$ -	\$ -	Annual cost of elig	Score	
		Total Monthly Recurring	\$ -	\$ -	\$ -	\$ -	< \$100K	5	
		TOTAL Annual Cost (NRC + 12*MRC)	\$ 80,664.06	\$ 406,309.00	\$ 119,157.50	\$ 272,573.12	>\$100K	3	
		Total Annual Ineligible Costs (inelig NRC + 12*inelig MRC)	\$ 25,812.50	\$ 266,437.00	\$ 53,620.88	\$ 118,480.28			
		Annual Cost of Eligible Services (Total Annual - Total Annual Ineligible)	\$ 54,851.56	\$ 139,872.00	\$ 65,536.63	\$ 154,092.84	Annual cost of IN-elig	Score	
		Least Annual Cost of Eligible Services	\$ 54,851.56				< \$100K	5	
Discounts for CATEGORY 2 based on \$150/student 5-year budget							>\$100K	3	
Evaluation Factor		Weight							
		For INTERNAL Reference							
Cost of Eligible Services (required, highest weight)		5.00	1.96	4.18	1.78				
Comments		30%	5.00	3.00	5.00	3.00	1.50	0.90	1.50
Functionality/completeness/specifications of proposed		25%	1	5	1	5	0.25	1.25	0.25
Comments									
Vendor: qualifications, credentials, certifications, experience, references, and E-Rate compliance/experience/track record		15%	3	4	5	3	0.45	0.60	0.75
Comments			cal_net_enterprises_y18_98percent_of_64k_funded	digital_scepter_y18_77percent_of_112k_funded	digital_synergy_consulting_y18_89percent_of_243k_funded	cal_net_enterprises_y18_98percent_of_64k_funded			
Contract terms and conditions		10%	5	5	5	5	0.50	0.50	0.50
Comments									
Cost of IN-eligible Services (required)		10%	5	3	5	3	0.50	0.30	0.50
Comments									
Provision of properly completed Item 21 Attachment template		5%	1	1	1	1	0.05	0.05	0.05
Comments									
Extent to which a single-provider, turnkey solution is		5%	4	4	4	4	0.20	0.20	0.20
Comments									
Total		100%					3.45	3.80	3.75
Comments									

Bid Evaluation Matrix			Magnolia Public Schools				Site Name				
160028224			© 2009-2016 The Miller Institute for Learning with Technology				CATEGORY 2 SERVICES - one tab per school		Remaining C2		
WLAN components			Permission is given to K-12 institutions to copy for educational fair use, so long as this notice is not removed. All other rights reserved.				Student Enrollment		0		
16 48-port switches, 16 UPSs, 35 APs & controller (SA)							\$150/student		\$ - \$0.00		
			Bidders:								
Magnolia Public Schools Proposals Due Date (+30 days) 4/8/2016 Contract Award Date			Bid are SCORED on a scale of 0 to 5, where: 0 = non-responsive, 1 = does not meet most needs, 2 = barely meets most needs, 3 = meets most needs, 4 = meets most needs well, 5 = meets all needs well (Enter scoring in the Yellow grid below)				Vendor's are RATED based on: (This section is automatically Calculated)  Factor Weight X Score				
			Responsive Vendors' Scores				Responsive Vendors Ratings				
			Ruckus R600	Ruckus R600	Ruckus R710						
80% Discount Percent for INTERNAL			Cal Net Tech	Digital Synergy	Digital Synergy	3 BIDS	Cal Net Tech	Digital Synergy	Digital Synergy	3 BIDS	
Max Discount Percent for C2 is 85%			\$ 139,008.15	\$ 86,889.24	\$ 94,519.24	\$ -					
ELIGIBLE 1-time			\$ 855.00	\$ -	\$ -	\$ -					
NOT eligible 1-time			\$ 139,863.15	\$ 86,889.24	\$ 94,519.24	\$ -					
Total 1-time Cost			\$ -	\$ -	\$ -	\$ -					
ELIGIBLE Monthly Recurring			\$ -	\$ -	\$ -	\$ -					
NOT eligible Monthly			\$ -	\$ -	\$ -	\$ -					
Total Monthly Recurring			\$ 139,863.15	\$ 86,889.24	\$ 94,519.24	\$ -					
TOTAL Annual Cost (NRC + 12*MRC)			\$ 855.00	\$ -	\$ -	\$ -					
Total Annual Ineligible Costs (inelig NRC + 12*inelig MRC)			\$ 139,008.15	\$ 86,889.24	\$ 94,519.24	\$ -					
Annual Cost of Eligible Services (Total Annual - Total Annual Ineligible)											
Least Annual Cost of Eligible Services											
Discounts for CATEGORY 2 based on \$150/student 5-year budget											
Evaluation Factor			Weight								
			For INTERNAL Reference								
Cost of Eligible Services (required, highest weight)			3.13	5.00	4.60	0.00					
Comments			3.00	5.00	5.00		0.90	1.50	1.50	0.00	
Functionality/completeness/specifications of proposed			4	4	5		1.00	1.00	1.25	0.00	
Comments											
Vendor: qualifications, credentials, certifications, experience, references, and E-Rate compliance/experience/track record			5	5	5		0.75	0.75	0.75	0.00	
Comments			cal_net_enterprise_s_y18_98percent_of_64k_funded	digital_synergy_consulting_y18_89percent_of_243k_funded	digital_synergy_consulting_y18_89percent_of_243k_funded						
Contract terms and conditions			5	5	5		0.50	0.50	0.50	0.00	
Comments											
Cost of IN-eligible Services (required)			5	5	5		0.50	0.50	0.50	0.00	
Comments											
Provision of properly completed Item 21 Attachment template			1	1	1		0.05	0.05	0.05	0.00	
Comments											
Extent to which a single-provider, turnkey solution is			4	4	4		0.20	0.20	0.20	0.00	
Comments											
Total							3.90	4.50	4.75	0.00	
Comments											

Bid Evaluation Matrix		Magnolia Public Schools			Site Name		
160028224		© 2009-2016 The Miller Institute for Learning with Technology			CATEGORY 2 SERVICES - one tab per school		
About 180 Cat6 or better drops for MSA-1 (Reseda ONLY)		Permission is given to K-12 institutions to copy for educational fair			Student Enrollment		510
< Quantity description >		All other rights reserved.			\$150/student		\$ 76,500.00
		Bidders:					
Magnolia Public Schools Proposals Due Date (+30 days) 4/8/2016 Contract Award Date		Term of Contract			Vendor's are RATED based on: (This section is automatically Calculated) Factor Weight X Score		
		Bid are SCORED on a scale of 0 to 5, where: 0 = non-responsive, 1 = does not meet most needs, 2 = barely meets most needs, 3 = meets most needs, 4 = meets most needs well, 5 = meets all needs well (Enter scoring in the Yellow grid below) Responsive Vendors' Scores			Responsive Vendors Rat		
80%	Discount Percent for INTERN	Digital Synergy	NPC	Cal Net Tech	Digital Synergy	NPC	Cal Net Tech
Max Discount Percent for C2 is 85%	ELIGIBLE 1-time	\$ 29,961.00	\$ 86,037.90	\$ 26,418.75			
	NOT eligible 1-time	\$ -	\$ -	\$ -			
	Total 1-time Cost	\$ 29,961.00	\$ 86,037.90	\$ 26,418.75			
	ELIGIBLE Monthly Recurring	\$ -	\$ -	\$ -			
	NOT eligible Monthly	\$ -	\$ -	\$ -			
	Total Monthly Recurring	\$ -	\$ -	\$ -			
TOTAL Annual Cost (NRC + 12*MRC)		\$ 29,961.00	\$ 86,037.90	\$ 26,418.75			
Total Annual Ineligible Costs (inelig NRC + 12*inelig MRC)		\$ -	\$ -	\$ -			
Annual Cost of Eligible Services (Total Annual - Total Annual Ineligible)		\$ 29,961.00	\$ 86,037.90	\$ 26,418.75			
Least Annual Cost of Eligible Services		\$ 26,418.75					
Discounts for CATEGORY 2 based on \$150/student 5-year budget							
Amount that Total Annual Cost exceeds remaining C2 budget		\$ (46,539.00)	\$ 9,537.90	\$ (50,081.25)			
Potential E-Rate Discount		\$ 23,968.80	\$ 61,200.00	\$ 21,135.00			
Evaluation Factor	Weight						
	For INTERNAL Reference	4.41	1.54	5.00			
Cost of Eligible Services (required, highest weight)	30%	4.00	1.00	5.00	1.20	0.30	1.50
Comments							
Functionality/completeness/specifications of proposed solution	25%	4	5	5	1.00	1.25	1.25
Comments							
Vendor: qualifications, credentials, certifications, experience, references, and E-Rate compliance/experience/track record	15%	4	5	5	0.60	0.75	0.75
Comments		digital_synergy_co nsulting_y18_89pe rcent_of_243k_fun ded	npc_143033583_y 18_75percent_of_ 155k_funded	cal_net_enterprise s_y18_98percent_ of_64k_funded			
Contract terms and conditions	10%	5	5	5	0.50	0.50	0.50
Comments							
Cost of IN-eligible Services (required)	10%	5	2	5	0.50	0.20	0.50
Comments							
Provision of properly completed Item 21 Attachment template	5%	1	1	1	0.05	0.05	0.05
Comments							
Extent to which a single-provider, turnkey solution is provided	5%	4	4	4	0.20	0.20	0.20
Comments							
Total	100%				4.05	3.25	4.75
Comments							

Item			Qty	List Price	Discount	Unit Price	Extension	Type
1	PAN-EDU-201	edu for MSA-1 (discounted 100% if the ot	1	3000	100%	\$ -	\$ -	One-time
	DS-SERV	services for msa-1	12	225	0%	\$ 225	\$ 2,700	One-time
	DS-SERV	services for msa-2	12	225	0%	\$ 225	\$ 2,700	One-time
Sub-Total							\$ 5,400	
2	Central Office	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020		\$2,800				
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
						Tax (8%)	\$ 672	
Sub-Total							\$ 15,960	
3	MSA-1	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
						Tax (8%)	\$ 672	
Sub-Total							\$ 15,960	
4	MSA-2	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
						Tax (8%)	\$ 672	
Sub-Total							\$ 15,960	
5	MSA-3	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
						Tax (8%)	\$ 672	
Sub-Total							\$ 15,960	
6	MSA-4	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
						Tax (8%)	\$ 672	
Sub-Total							\$ 15,960	
7	MSA-5	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
						Tax (8%)	\$ 672	
Sub-Total							\$ 15,960	
8	MSA-6	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time

PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$	2,380	\$	2,380	Annual Renewal
PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$	2,380	\$	2,380	Annual Renewal
PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$	2,128	\$	2,128	Annual Renewal
								Tax (8%)	\$ 672
								<b>Sub-Total</b>	<b>\$ 15,960</b>

9	MSA-7	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
					Tax (8%)	\$ 672		
					Sub-Total	\$ 15,960		

10	MSA-SD	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
							Tax (8%)	\$ 672
							Sub-Total	\$ 15,960

11	MSA-SC	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020	1	\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
							Tax (8%)	\$ 672
							Sub-Total	\$ 15,960

12	MSA-SA	Description	Qty	List Price	Discount	Unit Price	Extension	Type
	PAN-PA-3020	Palo Alto Networks PA-3020	1	\$14,000	40%	\$ 8,400	\$ 8,400	One-time
	PAN-PA-3020-TP	Threat prevention subscription year 1, PA-3020	1	\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-PA-3020-URL4	PANDB URL filtering subscription year 1, PA-3020		\$2,800	15%	\$ 2,380	\$ 2,380	Annual Renewal
	PAN-SVC-PREM-3020	Premium support year 1, PA-3020		\$2,240	5%	\$ 2,128	\$ 2,128	Annual Renewal
							Tax (8%)	\$ 672
							Sub-Total	\$ 15,960

Prepared by Digital Scepter  
Discount valid when purchased together as in bid.




total tax \$ 7,392  
**GRAND TOTAL \$ 180,960**  
\$ 173,568


Labor				
QTY	Description	Hours	Cost	Ext. Cost
1	Cable Removal	24	\$ 85.00	\$ 2,040.00
1	Rack Buildout	4	\$ 85.00	\$ 340.00
109	Cable Installation - 1 CAT6	163.5	\$ 85.00	\$ 13,897.50
	<b>Total labor</b>			<b>\$ 16,277.50</b>
Misc. Costs				
QTY	Description		Cost	Ext. Cost
	Wiremold System Installation		\$ 5,000.00	
	<b>Total Misc. Costs</b>			<b>\$ -</b>
Materials				
QTY	Description		Cost	Ext. Cost
3	Leviton 48-port CAT6 Patch Panels		\$ 468.75	\$ 1,406.25
6	Panduit Horizontal Wire Managers		\$ 82.50	\$ 495.00
2	CPI Vertical Wire Managers		\$ 562.50	\$ 1,125.00
16000	Essex CAT6 PVC Cable		\$ 0.26	\$ 4,200.00
109	Leviton CAT6 Jacks		\$ 10.00	\$ 1,090.00
52	Leviton Faceplate/Jack Housing		\$ 6.25	\$ 325.00
	Wiremold System 600'		\$ 2,000.00	
20	Wiremold Per Location Avg.		\$ 31.25	\$ 625.00
50	5' CAT6 Patch Cable		\$ 6.25	\$ 312.50
50	3' CAT6 Patch Cable		\$ 5.00	\$ 250.00
1	Misc. Hardware		\$ 312.50	\$ 312.50
	<b>Sub-total materials:</b>			<b>\$ 10,141.25</b>
	<b>Tax (9%)</b>			<b>\$ 912.71</b>
	<b>Total Materials</b>			<b>\$ 11,053.96</b>
<b>Total cabling cost</b>				<b>\$ 27,331.46</b>

## Terms

1. Work will be performed during normal business hours (8am-5pm weekdays).
2. Quote does not include permits.
3. Customer is responsible for costs relating to any additional insurance endorsements that are required.
4. Cal Net Technology Group requires unhindered access and unobstructed pathways to all installation areas.
5. Customer is responsible for any parking fees or validation.
6. Anything outside scope of work will result in a written change order and an additional cost.
7. Quote is valid for 30 days.
8. Payment terms and project timeline to be agreed upon at time of acceptance.

Cabling Deployment		Price	Qty	Extended
Cabling is E-Rate eligible.				
	Cabling Materials Cabling Hardware Parts	\$10,141.25	1	\$10,141.25

Cabling Deployment		Price	Qty	Extended
	<b>Cabling Engineering Hours</b> Cabling Hours and other deployment	\$85.00	192	\$16,277.50
	<b>Cabling Materials - Wiremold System 600'</b>	\$2,000.00	1	\$2,000.00
	<b>Cabling Engineering Hours - Wiremold System Installation</b>	\$5,000.00	1	\$5,000.00
<b>Cabling Deployment</b>		<b>Subtotal:</b>		<b>\$26,418.75</b>
		<b>Optional:</b>		<b>\$7,000.00</b>

Cabling	OPTIONAL	Price	Qty	Extended
Cabling is E-Rate eligible.				
	<b>Tripp Lite Cat6 Gigabit Snagless Molded Patch Cable - (RJ45 M/M) - Blue, 7-ft.</b>	\$4.45	44	\$195.80
<b>Cabling</b>				<b>Optional: \$195.80</b>

Recap	Amount
Deployment Service	\$42,973.65
HPE Networking	\$44,401.60
HP Server	\$34,276.00
Power Management	\$14,720.00
Ruckus Wireless	\$26,511.00
Cabling Deployment	\$26,418.75

<b>Subtotal:</b>	<b>\$189,301.00</b>
<b>Shipping &amp; Handling:</b>	<b>\$3,550.00</b>
<b>Tax:</b>	<b>\$11,400.73</b>
<b>Total:</b>	<b>\$204,251.73</b>

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

# Digital Synergy Consulting Inc. Quote



From: Ken Hagopian  
Digital Synergy Consulting Inc.  
15021 Ventura Blvd. #501  
Sherman Oaks, CA 91403  
  
(818) 647-9900  
Ken@DigitalSynergyIT.com

Prepared for: Eileen Miller  
Magnolia Public Schools  
18238 Sherman Way  
Reseda, CA 91335  
United States  
  
emiller@learningtech.org

Quantity	Description	Unit Price	Ext. Price
1.00	MSA 1:	\$0.00	\$0.00
4.00	Erate HP J9729A#ABA 2920-48G-POE+ Switch. 48-port basic L3 10/100/1000 PoE+ switch with 2 slots for optional 10G modules, 1 slot for optional stacking module and a modular power supply. 370 W PoE+	\$2,075.00	\$8,300.00
8.00	HP J4858C Compatible 1000Base-SX SFP LC for Procurve. multi-mode SFP transceivers with LC connectors	\$48.00	\$384.00
1.00	MSA 2:	\$0.00	\$0.00
4.00	Erate HP J9729A#ABA 2920-48G-POE+ Switch. 48-port basic L3 10/100/1000 PoE+ switch with 2 slots for optional 10G modules, 1 slot for optional stacking module and a modular power supply. 370 W PoE+	\$2,075.00	\$8,300.00
8.00	HP J4858C Compatible 1000Base-SX SFP LC for Procurve. multi-mode SFP transceivers with LC connectors	\$48.00	\$384.00
1.00	MSA-SA:	\$0.00	\$0.00
4.00	Erate HP J9729A#ABA 2920-48G-POE+ Switch. 48-port basic L3 10/100/1000 PoE+ switch with 2 slots for optional 10G modules, 1 slot for optional stacking module and a modular power supply. 370 W PoE+	\$2,075.00	\$8,300.00
8.00	HP J4858C Compatible 1000Base-SX SFP LC for Procurve. multi-mode SFP transceivers with LC connectors	\$48.00	\$384.00
35.00	E-rate - RUCKUS WIRELESS : ZoneFlex R710 US dual-band 802.11abgn/ac Wireless Access Point, 4x4:4 streams Wave 2, BeamFlex+, dual ports with link aggregation support, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	\$600.00	\$21,000.00
35.00	5yr Ruckus Cloud WiFi license for 1 AP, Special EDU	\$125.00	\$4,375.00
1.00	MSA 6:	\$0.00	\$0.00
2.00	Erate HP J9729A#ABA 2920-48G-POE+ Switch. 48-port basic L3 10/100/1000 PoE+ switch with 2 slots for optional 10G modules, 1 slot for optional stacking module and a modular power supply. 370 W PoE+	\$2,075.00	\$4,150.00
4.00	HP J4858C Compatible 1000Base-SX SFP LC for Procurve. multi-mode SFP transceivers with LC connectors	\$48.00	\$192.00
1.00	MSA 7:	\$0.00	\$0.00
2.00	Erate HP J9729A#ABA 2920-48G-POE+ Switch. 48-port basic L3 10/100/1000 PoE+ switch with 2 slots for optional 10G modules, 1 slot for optional stacking module and a modular power supply. 370 W PoE+	\$2,075.00	\$4,150.00
4.00	HP J4858C Compatible 1000Base-SX SFP LC for Procurve. multi-mode SFP transceivers with LC connectors	\$48.00	\$192.00



1.00	Shipping	\$250.00	\$250.00
		<b>Subtotal:</b>	<b>\$60,361.00</b>
		<b>Sales Tax:</b>	<b>\$5,409.99</b>
		<b>Total:</b>	<b>\$65,770.99</b>

Thank you, We appreciate the opportunity to quote your business.  
<http://www.dsc.la>

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

## Pricing

### Dedicated Internet Service

Bandwidth Level	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost
100 Mbps	\$ 1,225.00	\$ 1,225.00	\$ 1,225.00	\$ 1,105.00	\$ 995.00	
150 Mbps						
200 Mbps	\$ 1,575.00	\$ 1,575.00	\$ 1,575.00	\$ 1,420.00	\$ 1,280.00	
250 Mbps						
300 Mbps	\$ 1,925.00	\$ 1,925.00	\$ 1,925.00	\$ 1,735.00	\$ 1,560.00	
350 Mbps						
400 Mbps						
450 Mbps						
500 Mbps	\$ 2,380.00	\$ 2,380.00	\$ 2,380.00	\$ 2,140.00	\$ 1,930.00	
600 Mbps						
700 Mbps						
800 Mbps						
900 Mbps						
1 Gbps	\$ 3,815.00	\$ 3,815.00	\$ 3,815.00	\$ 3,435.00	\$ 3,090.00	
5 Gbps						
10 Gbps						
25 Gbps						
Pending Site Survey and Finance approval						
• Vendors should fill out spreadsheet for bandwidths requested in the RFP.						
If pricing varies by site, please indicate so in spreadsheet by adding rows or columns or additional tabs and labeling accordingly.						
Suggests initial 3 year contract						
Suggests three 1 year extensions						
Indicate if other terms are proposed						

This is pending site survey and Finance approval.

### **This is for the ELAN – Any to Any Network**

Bandwidth Level	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost
10 Mbps	480	480	480	432	384	
20 Mbps	552	552	552	497	442	
50 Mbps	752	752	752	677	602	
100 Mbps	1000	1000	1000	900	800	
<b><u>This is an ELAN Cost which is an MPLS Network that all sites can talk to each other</u></b>						
<ul style="list-style-type: none"> <li>• Vendors should fill out spreadsheet for bandwidths requested in the RFP.</li> </ul>						
If pricing varies by site, please indicate so in spreadsheet by adding rows or columns or additional tabs and labeling accordingly.						
Suggests initial 3 year contract						
Suggests three 1 year extensions						
Indicate if other terms are proposed						

### **This is the EVPL – Point to Multipoint Topology**

Bandwidth Level	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	Year 6 Cost
10 Mbps	612	612	612	551	490	
20 Mbps	704	704	704	634	563	
50 Mbps	960	960	960	864	768	
100 Mbps	1190	952	952	1070	950	
<b><u>This is EVPL- Point to Multipoint</u></b>						
<ul style="list-style-type: none"> <li>• Vendors should fill out spreadsheet for bandwidths requested in the RFP.</li> </ul>						
If pricing varies by site, please indicate so in spreadsheet by adding rows or columns or additional tabs and labeling accordingly.						
Suggests initial 3 year contract						
Suggests three 1 year extensions						
Indicate if other terms are proposed						

\*This is pending Fiber site survey and Finance approval.

MAGNOLIA PUBLIC SCHOOLS



PACIFIC BELL TELEPHONE COMPANY / DBA AT&T California  
Local Services SPIN #143002665  
Long Distance Services SPIN # 143001192  
E-Rate Funding Year 2016  
7/1/2016 - 06/30/2017

Must be eligible and qualify for Calnet 3 to receive these rates.

							BTN	Non-Recurring Charge for New Lines
Qty	Unit Type	Cost/Unit	Monthly	Months	Annual			
385	Line	\$9.41	\$3,622.85	12	\$43,474.20	\$125.00 per new line		
	Feature	\$7.12	\$0.00	12	\$0.00			
	Feature	\$3.89	\$0.00	12	\$0.00			
	Feature	\$3.89	\$0.00	12	\$0.00			
	Feature	\$0.50	\$0.00	12	\$0.00			
Local Usage Zone 1, 2, and 3 (estimated 12,000 Minutes Per Year)								
0	Minute	\$0.008	\$0.00	12	\$0.00			
0	Minute	\$0.0149	\$0.00	12	\$0.00			
0	Minute	\$0.011	\$0.00	12	\$0.00			
Total Cost							\$3,622.85	\$43,474.20

\*\*Pricing based on Calnet 3 contract rates. Must be eligible and qualify for Calnet 3 to receive these rates.  
Pricing does not include taxes and surcharges but will be applied.

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