



IT & AV Solutions for a Connected World

GST Response for

REQUEST FOR PROPOSAL LENOVO 300W GEN4 FOR EL CAMINO REAL CHARTER HIGH SCHOOL

El Camino Real Charter High School

5440 Valley Circle Blvd.
Woodland Hills, CA 91367

Golden Star Technology

Min Joo
12881 166th Street
Cerritos, CA 90703
562-345-8700
Mjoo@gstinc.com

February 12, 2024



**IT & AV Solutions for a Connected
World Since 1985**

GST



February 12, 2024

El Camino Real Charter High School
5440 Valley Circle Blvd.
Woodland Hills, CA 91367

Subject: REQUEST FOR PROPOSAL LENOVO 300W GEN4

To David Hussey and Brad Wright:

I am writing on behalf of Golden Star Technology ("GST") regarding your Request for Proposal for Lenovo 300w Gen3.

GST, incorporated in 1985, is California's leading IT & AV solution provider. With over three decades of experience managing critical technology systems, we are adept at cultivating innovative collaborations to deliver cost-effective technical solutions and services.

From our headquarters in Cerritos, CA, we offer a local presence alongside robust financial strength, comprehensive technical services, and industry leadership. These qualities enable us to provide reliable, high-performing, scalable solutions to various technical needs.

With a proven track record of providing similar services for various government entities, we have strong vendor relationships and an experienced team of professionals. This allows us to deliver exceptional results consistently and efficiently, making us well-qualified for providing El Camino Real Charter High School with top-notch services.

We are eager to offer our expertise and look forward to our continued partnership with your organization to help deliver positive outcomes for students and your staff. Thank you for considering our proposal. We welcome any inquiries and further discussions about how we can best serve you.

Sincerely,

A handwritten signature in black ink that reads "D. Wang". The signature is fluid and cursive, with a large, stylized "W" at the end.

Dennis Wang
Chief Operating Officer
Golden Star Technology, Inc.



TABLE OF CONTENTS

Section A.	Proposal Cover Page	1
Section B.	Transmittal Letter	2
Section C.	Table of Contents.....	3
Section D.	Company Profile.....	4
Section E.	GST Company Capabilities Overview	5
Section F.	GST Clients	9
Section G.	GST Company Awards and Recognition.....	10
Section H.	Project Management Strategy.....	11
Section I.	References	13
Section J.	Proposed Pricing	14



COMPANY PROFILE

GST EXECUTIVE SUMMARY

Golden Star Technology (GST), with over three decades of experience in the IT industry, is excited to respond to your Request for Bid (RFB) for computing, communications, and peripheral equipment. Our track record includes collaborations with notable entities like the Pentagon, US Navy, Air Force, NOAA, and NASA, and accolades from HPE.

We possess a unique blend of financial strength, technical prowess, and industry leadership, which we leverage to deliver reliable and scalable solutions. With a history of successful engagements with educational institutions, strong vendor relationships, and a team of seasoned professionals, we are confident in our ability to efficiently fulfill your technical requirements.

GST COMPANY BACKGROUND AND SUMMARY

Founded in 1985, GST has over 30 years of experience providing integrated services and solutions to commercial and public sector clients. Headquartered in Cerritos, California, GST has offices across the world including Las Vegas, NV; Chaska, MN; Miami, FL; Riverside, CA; Costa Mesa, CA; San Diego, CA; Taipei, Taiwan; Hong Kong, China; and Bangalore, India.

- Privately Held Corporation – Golden Star Technology, Inc. (DBA: GST)
- Year of Incorporation: 1985
- Headquarters Address: 12881 166th Street | Cerritos, CA 90703
- US Offices: 6; International Offices: 3
- Woman Owned | Minority Owned | Small Business Company
- Main Phone: 562-345-8700 | Fax: 562-345-8714
- DUNS: 151280260
- CAGE: 037S3
- Primary NAICS Code: 423430, 443120, 541513, 541519, 811212
- California Secretary of State Entity Number: C1346202
- FCC: 0019284090
- DIR: 1000002498
- C-7 Low Voltage License - #928928
- ISO 9001:2015 Certified
- NIST 800-171 Compliant



GST COMPANY CAPABILITIES OVERVIEW

For more than three decades, GST has been a premier provider of comprehensive end-to-end technical services and solutions, serving a wide range of public sector clients across Southern California. Our esteemed clientele includes prestigious institutions such as Los Angeles Community College District, San Diego Community College District, Cal State Long Beach, and City of Los Angeles, as well as several counties and school districts.

GST's expertise encompasses a broad spectrum of service areas, designed to cater to the varied technical needs of our clients:

Technical Services: We adopt a solutions-oriented approach, expertly crafting bespoke IT & AV solutions that address the evolving requirements in computation, data center management, security, and related services. Our portfolio of technical services ensures client satisfaction and includes:

- Comprehensive Project Management
- Seamless Implementation & Integration
- System Configuration
- Round-the-clock Technical Support Services
- Swift Maintenance Response Services
- Efficient Retirement and Disposition
- Comprehensive Warranty Support and Services
- Dependable Break/Fix Services

Professional Services: We deliver unmatched value to our clients by providing an optimal mix of technology resources and product knowledge tailored to meet performance and budget specifications. Our consultative approach helps solve business challenges and offers insights into cutting-edge engineering and technologies. Services include:

- AV & IT Design and Consulting
- Technology Optimization
- Comprehensive Infrastructure Assessment
- Robust Security Services
- Professional Training Solutions
- Full Range of Turnkey Services and Solutions

Managed Services: Our managed services deliver integrated supervision, adeptly handling complex aspects of IT & AV management like user support, asset management, emergency technology replacement, and enterprise systems. Services include:

- National Service Capabilities
- Managed Infrastructure Solutions



- Efficient Operations Management
- Seamless Acquisition & Integration
- Nationwide Outsourced IT & AV Services
- Superior Help Desk Management Solutions
- Proactive Care for Technology Systems

Trust GST's extensive experience and innovative solutions to meet and exceed your technical service needs.

Below are resumes of key staff who have the requisite skills, specialized expertise, best practices, and competence to perform the services offered.

Min Joo

Senior Account Executive

- Account ownership and point-of-contact
- Manage day-to-day communications and activities
- Serve as an escalation contact and issue resolution
- Acts as liaison between company and client for quality assurance

Yen has over 15 years of experience in this field and has worked on projects such as Bellflower Unified School District, Garden Grove Unified School District, Glendale Unified School District, Magnolia School District, and Rio Hondo College

Cyreel Basabica

Project Manager

- Project services point-of-contact for the client
- Serves as escalation for all technical issues, tasks, and projects
- Assigns GST resources and staffing
- Provides project updates, escalations, issues, communication, and documentation
- Manages change orders, scheduling, submittals, and close-out documentation

Cyreel has over 10 years of experience in this field and has worked on projects such as Lynwood USD, Hollywood Medical Center, Magnolia USD, Laguna Beach USD, and Oakwood School which had similar requirements.

Dino Mendoza

Senior Network Engineer

- Design and architect Microsoft Exchange, network systems, and wireless infrastructure
- Install, setup, and configure network/wireless hardware & software infrastructure
- Manage team of engineers to create solutions for Microsoft Exchange, networking, firewalls, Aruba Clearpass, storage, and Microsoft applications



Certifications:

ACMP (Aruba Certified Mobility Professional)
ACCP (Aruba Certified Clearpass Professional)
BCNE (Brocade Certified Network Engineer)
BCNP (Brocade Certified Network Professional)
JNCDA (Juniper Networks Certified Design Associate)
JNCIA-JUNOS (Juniper Networks Certified Internet Associate)
JNCIS-SEC (Juniper Networks Certified Internet Specialist – Security)
JNCIS-ENT (Juniper Networks Certified Internet Specialist – Enterprise)
Dino has over 10 years of experience in this field and has worked on projects such as Los Angeles Community College District, California Child Resource Center

GST DISTINCTIVE QUALITIES

At GST, we pride ourselves on a unique blend of attributes that set us apart from the competition. Being a privately-held entity, we benefit from decentralized decision-making that swiftly empowers our team to respond to field scenarios. The following factors further distinguish our brand:

1. Profound Public Sector Expertise: More than half of GST's business comes from public sector clients, including local government bodies, educational institutions, and community colleges. Our extensive experience as a full-service integrator spans sales, design, delivery, configuration, installation, training, supplies, maintenance, support, and warranty repairs. We hold multiple public contract vehicles and piggy-backable contracts that clients can readily utilize.

2. Client-centric Approach: At GST, our primary focus is customer service. We strive to give our clients a sense of prioritization through transparent communication and a responsive decision-making process. We believe in fostering a true partnership with our clients, characterized by exceptional after-sale support and accessibility to top-level management.

3. ISO 9001:2015 Certification & Commitment to Quality: We are dedicated to ensuring service quality and seamless relationship management through our ISO 9001:2015 certified project management tools and quality management system. Our numerous IT & AV vendor certifications enable us to offer the latest technology and product evaluations. Regular project team meetings, detailed task lists, and dedicated account managers ensure consistent delivery of services and efficient coordination. Our strategic quality control methods ensure effective inter-departmental and partner relationships.

4. The GST Customer First Pledge: Our customer service philosophy revolves around delivering exceptional service and making each customer feel valued. Every GST team member is customer-focused, reinforced annually through company-wide customer service training by Sandler Training, a leading third-party customer service and leadership training company.



5. Comprehensive Installation and Deployment Support: GST offers a successful program to facilitate your installation and deployment support. Our model can handle large-scale deployment projects while meeting documented service levels. This approach lets you focus on big-picture issues while GST takes care of the day-to-day installation, configuration, and implementation of technology solutions.

| GST SOLUTIONS CENTER & TRAINING FACILITY

GST has a two-million-dollar state-of-the-art Solutions Center and Training Facility. This facility offers engineer training, proof of concept capabilities, solution demonstrations in a live IT & AV production environment, and visibility to new technology. The unparalleled selection of sales and technical resources, assembled in one place, helps our clients make confident and informed investments in technology.

| HELP DESK & TECHNICAL SUPPORT

GST **Toll-Free Hardware/Software Hot-Line/Help Desk** assistance number is (562) 345-8728 or (877) 778-8930 to support a minimum of eight (8) concurrent calls or email hqservice@gstes.com. In addition, clients can create and monitor all tickets through GST's Service Portal at www.gstinc.com/service.

| GST PROJECT CASE STUDIES

For samples of GST's past AV and IT projects, please visit: <https://gstinc.com/case-studies/>



GST CLIENTS

GST has completed numerous projects similar to what is requested in this RFP. Below is a short listing of some of our satisfied customers.

<p><u>Local Government</u> City of Los Angeles County of Los Angeles County of Orange County of Riverside County of San Bernardino Los Angeles Public Library Los Angeles Police Department Los Angeles Fire Department Orange County Superior Courts State Bar of California City of Cerritos City of Lake Forest City of Bellflower City of Placentia City of San Dimas City of Santa Ana South Coast Air Quality Management</p> <p><u>Commercial Enterprise</u> Intel Corporation Danaher Corporation Activision Blizzard Academy of Motion Picture Arts and Sciences Angels Baseball KT America MGM Resorts Clark Construction Wynn Resorts Morongo Casino Samsung America Qualcomm</p> <p><u>Federal</u> Raytheon Corporation General Dynamics Northrop Grumman Aerospace Corporation United States Navy Department of Defense Department of Air Force NASA Edwards Air Force Base</p>	<p><u>Higher Education</u> Los Angeles Community College District Cerritos College Coast Community College District North Orange County Community College District Rio Hondo College University of California Los Angeles (UCLA) Riverside Community College District San Diego Community College District Pasadena Community College District Rancho Santiago Community College District Cal State Long Beach Compton Community College District El Camino College University of Southern California (USC) Antelope Valley College Santa Monica College Mt. San Antonio College</p> <p><u>K-12 School Districts</u> Lynwood Unified School District Loma Linda University Magnolia Unified School District Long Beach Unified School District Santa Margarita Catholic High School Los Angeles County of Education (LACOE) Mountain View School District San Bernardino City Unified School District Laguna Beach Unified School District Fullerton School District Bellflower Unified School District Chaffey Joint Union High School District</p> <p><u>Healthcare</u> Beckman Coulter Hoag Memorial Hospital Kaiser Permanente American Red Cross HRC Fertility Hollywood Medical Center Orange County Health Care Arrowhead Regional Medical Center Inland Empire Health Plan</p>
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Company Awards & Recognition



Inc. Magazine - Annual List of Best Workplaces for 2021



Los Angeles Business Journal - Best Places to Work



Los Angeles Business Journal - 100 Fastest Growing Private Companies 2020 Awards



Los Angeles Business Journal - Disruptor Awards: Social Responsibility Award



Los Angeles Business Journal - Family Owned Business



Los Angeles Business Journal - Largest Private Owned Business

Customer Awards & Recognition



Intel Cares Partner of the Year



Intel Marketing Partner of the Year



Raytheon - Minority Supplier of the Year



Isagenix IT Supplier of the Year



NASA Manned Flight Awareness Honoree



National Supplier Quality Award

Industry Awards & Recognition



2021 HPE Global Solution Provider of the Year



HPE Federal Excellence in Partnership Award



Systems Contractor News (SCN) 2020 Top 50



CRN Fast Growth 150



CRN Managed Service Provider



CRN Solution Provider 500



CRN Tech Elite 250



CRN Triple Crown Award



I PROJECT MANAGEMENT STRATEGY

With a defined project course, our seasoned project management team takes the helm. We assign a dedicated project manager for each client, in this case, El Camino Real Charter High School, to ensure seamless communication and personalized service.

At GST, we recognize that timing is often crucial and may supersede all other priorities. Our Project Management team, therefore, diligently progresses the projects in adherence to a pre-determined schedule, ensuring deadlines are consistently met.

Our project managers engage closely with your staff on a daily or weekly basis to:

- Act as the primary contact for all project-related communications.
- Ensure end-to-end project completion with attention to detail.
- Facilitate scheduling and formal communication among all parties involved.
- Serve as the main escalation point for any project issues.
- Oversee GST's resource allocation and staff deployment for the project.

In addition to these responsibilities, our project managers collaborate closely with our on-site implementation team to ensure the smooth execution of the tasks. This holistic approach to project management ensures that each project phase is monitored and executed excellently.

I SERVICES AND SUPPORT TEAM

Part of our key to success is that we believe in continuous support for our customers. At GST, we have a dedicated Technical Services and Support Team ready to offer assistance across a wide array of areas.

GST provides full end-to-end IT (Networking, Servers, Storage, and Peripheral Equipment) services and support services for other held contracts. Services include:

- Design & Solutions Architect
- Assessment & Site Walk Services
- Data Center Engineers
- Systems Engineers
- Application and Software Engineers
- Network Engineers
- CAD Drawings
- Structured Cabling Services
- Installation & Implementation Services
- Configuration & Integration
- Project Management Services



- Post-Project Support Services
- Quality Assurance services
- Help Desk Services
- Warranty Services

For most IT service projects, GST does the project assessment to integration to post-project support. GST performs the design and scope-of-work based on the client's needs, best practices, and GST's assessment of the infrastructure. GST ensures that the SOW and expectations are clearly defined before the project begins.

For the wireless and networking project for Cerritos College, GST performed the following tasks:

- Heat Map Assessment (where to place the access points)
- Network Assessment (evaluate existing networking infrastructure)
- Created scope-of-work and bills-of-material
- Cabling and installation of access points
- Racking of networking switches
- Configuration and implementation of access points and networking switches
- Quality check of the entire solution
- Customer hands-on training of the solution
- Project sign-off



I REFERENCES

Client: Bellflower Unified School District

Contact: Deana Sabala – Director of IT /Email: dsabala@busd.k12.ca.us

Comparable services Provided: Procure 1500-2000 Chromebooks each year / Google Domain registration / Assemble carts / white glove delivery service.

Client: Rancho Santa Margarita Catholic High School

Contact: Peter Leonard – Director of IT /Email: leonardp@smhs.org

Comparable services Provided: GST provides procurement services including 550 laptops for students.

Client: Long Beach Unified School District

Contact: Brian Jackson / brianjackson@lbschools.net

Comparable services Provided: over 50k Chromebooks / Google Domain registration / Assemble carts / white glove delivery service

Client: Mountain View School District (El Monte)

Contact: Isyair Ramirez / i.ramirez@mtviewschools.net

Comparable services Provided: over 5k Chromebooks / Google Domain registration / Assemble carts / white glove delivery service.

Client: Los Angeles Public Library

Contact: Alex Mui / Director of IT

Comparable services Provided: Help procure 2000 Chromebooks for patrons along with staggered delivery services.



| PROPOSED PRICING



IT & AV Solutions for a Connected World

GST SOLUTION PROPOSAL

GST STATEMENT OF WORK:

OP149906 RFP_Lenovo 300w Gen 4_2024

El Camino Real Charter High School

Ryan Guinto

r.guinto@ecrchs.net

Quote # 141312

Version 1

Friday, February 09, 2024

Golden Star Technology

Min Joo

Email: mjoo@gstinc.com

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12881 166th Street

Cerritos, CA 90703

OP149906 RFP_Lenovo 300w Gen 4_2024



Prepared by:

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 Min Joo
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Prepared for:

El Camino Real Charter High School
 Ryan Guinto
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 5440 Valley Circle Blvd
 Woodland Hills, CA 91367

Quote Information:

Quote #: 141312
 Version: 1
 Quote Date: 02/09/2024
 Expiration Date: 03/07/2024

Hardware

Item	Description	Qty	Price	Ext Price	Tax
1	82VNS03100 Notebook Lenovo 300w Yoga Gen 4_WIN11 Pro 64 DG WIN10 Pro 64_4GB_128SSD	830	\$399.38	\$331,485.40	9.5%
2	82VNS0L700 Lenovo 300w G4, Intel® N100 (0.80GHz, 6MB), 11.6 1366 x 768 Touch, Windows 11 Pro 64 (preinstalled with Windows 10 Pro 64 Downgrade), 8.0GB, 1x128GB UFS 3.1, Intel® UHD Graphics, BT 5.1 or above,WiFi6	830	\$523.12	\$434,189.60	9.5%
3	5PS0N75694 Lenovo Depot Repair + Accidental Damage Protection - Extended Service - 4 Year - Service - Service Depot - Maintenance - Parts & Labor - Physical	830	\$133.00	\$110,390.00	9.5%
4	78410854 INFOCASE RUGGED SNAP ON CASE FOR LENOVO (Included w/5PS0N75694)	830	\$0.00	\$0.00	0%

Lenovo: Referenced Contract: CMAS 3-18-70-3569A. Exp: 8/20/2026

Subtotal: \$876,065.00
Tax Subtotal: \$83,226.17

E-Waste

Item	Description	Qty	Price	Ext Price	Tax
1	E-Waste-4-14 More than 4 inches but less than 15 inches	1680	\$4.00	\$6,720.00	0%

Subtotal: \$6,720.00
Tax Subtotal: \$0.00



Quote Summary

Description	Amount
Hardware	\$876,065.00
E-Waste	\$6,720.00
Subtotal:	\$882,785.00
Estimated Tax:	\$83,226.17
Total:	\$966,011.17