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THE DOVER SCHOOL DISTRICT
SCHOOL ADMINISTRATIVE UNIT #11
McCONNELL CENTER
61 LOCUST STREET SUITE 409
DOVER, NEW HAMPSHIRE 03820-4132
TEL (603) 516-6800
FAX (603) 516-6809

TO: Members Joint Building Committee
FROM: Libby M. Simmons, Business Administrator
DATE: May 22, 2018
RE: Wireless Access Points Bid Award

On April 25, 2018, the District solicited a public bid requesting proposals for wireless access points at Garrison Elementary School. To maintain consistency throughout the District and to align with the new high school, Aruba wireless points were the only considered product. Two vendors submitted their proposals on May 15th. The bid results are as follows:

Vendor	Required Product Aruba WAPs
<i>Optiv Security Inc.</i> 1144 15th St., Suite 2900 Denver, CO	\$15,334.48 - Equipment \$9,400.00 - Consulting, project management, programming Total: \$24,734.48
<i>ECI Systems</i> 68 Stiles Road, Unit C Salem, NH	Equipment, installation labor, new wiring & programming Total: \$34,856.05

Beth Dunton, Garrison School Principal, has assisted in the review of the bid results. We request that the Joint Building Committee proceed with an award to **Optiv Security, Inc. in the amount of \$24,734.48.**



Quote#: 1011731-2
Payment Terms: Net 30
Federal ID Number: 43-1806449

Date: 5/15/2018
Expiration: 5/12/2018

To:
Dover High School
John Valvanis
61 LOCUST ST
McConnell Center Suite 409
Dover School Administrative Unit 11
DOVER, NH 03820-3753
(603) 516-6900
j.valvanis@dover.k12.nh.us

From:
Saeger Fischer
(603) 610-8660 x8660
saeger.fischer@optiv.com

Inside Sales:
Jordan Lenos
(978) 270-4485
jordan.lenos@optiv.com

Remit Payment:
PO Box 28216 Network Place

Chicago, IL 60673-1282

Wireless (1 Year Support)					
Line #	Product Description	Product Code	Quantity	Customer Price	Customer Extended Price
1	HPE Aruba : Aruba IAP-305 (US) Instant 2x/3x 11ac AP	JX946A	35.00	USD 272.79	USD 9,547.65
2	HPE Aruba : IAP-315 INSTANT WIRELESS AP US	JW813A	6.00	USD 390.54	USD 2,343.24
3	Aruba AW-K12-1 AirWave K-12 Bundle 1 Device License E-LTU (includes 1 Year FC support)	JW605AAE	41.00	USD 19.23	USD 788.43
4	Aruba LIC-K12-1 1 Addl AP Lic for Policy Enforcement FW and RF Protect for K-12 Bundle E-LTU (Adds one each of LIC-AP, LIC-PEF and LIC-RFP license to any K-12 bundle. Includes 1 Year FC support.)	JW619AAE	41.00	USD 64.76	USD 2,655.16
Wireless (1 Year Support) TOTAL:					USD 15,334.48

Subtotal: USD 15,334.48
Estimated Tax: USD 0.00
Estimated Shipping: USD 0.00
Grand Total: USD 15,334.48

Sales Quote Terms and Conditions

This sales quote, and the hardware, appliances, equipment, software, support, maintenance, services, and other products set forth in this sales quote, are subject to, and will be governed by, the terms and conditions available at <http://www.optiv.com/agreements>. These commodities, technology or software were exported from the U.S. in accordance with the Export Administration Regulations (EAR). Diversion contrary to U.S. Law is prohibited.

Pricing, Payment, and Expenses

Pricing provided within this Draft is for budgetary use only and may vary based on changes to scope. Invoicing Terms, Payment Terms, and Expenses have been included for informational purposes and should not be considered for contractual review. This document is not an executable contract.

Time-and-Materials Services

The service(s) detailed in the table below shall be performed on a time-and-materials basis as time allows, up to the Estimated Price listed below.

Service	Description	Estimated Price
Aruba Services	Estimated cost for Aruba Services, including:	
	Consulting Rate: \$200/Hour – Capped at 44 Hours	
	Project Management Rate: \$150/Hour – Capped at four (4) Hours	
	Estimated Cost – Phase 1 (June 2018)	\$5,500
	Estimated Cost – Phase 2 (January 2019)	\$1,950
	Estimated Cost – Phase 3 (May 2019)	\$1,950
Total		\$9,400

Invoicing Terms

- Invoice monthly for hours utilized.

Rates for Non-Standard Hours

- After Hours to be billed at one-and-a-half (1.5) times the standard billing rate
- Holiday Hours to be billed at two (2) times the standard billing rate

Additional Payment Terms

- All pricing is in U.S. Dollars (USD).

Expenses

- Travel and expenses are not included in the price and will be invoiced monthly as incurred.
- Meals and Incidentals (M&I) are calculated as a daily rate and adhere the GSA website: www.gsa.gov/perdiem
- Travel: Any flight segment exceeding eight (8) hours will be booked at Business Class.



ECI Systems
Phone: 1.800.639.2086
Fax: 1.603.894.4324
68 Stiles Rd, Unit C
Salem, NH 03079

Quote
No.: **10599**
Date: 5/14/2018

Prepared for:

Location:

Garrison Elementary School
50 Garrison Rd
Dover, NH 03820 USA

Garrison Elementary School
50 Garrison Rd
Dover, NH 03820 USA

<u>Prepared By</u>	<u>Account No.</u>	<u>Account Phone</u>	<u>Account Fax</u>	<u>Job</u>
James Willoughby	10451			

ECI Systems is pleased to provide a quote for the following solution(s):

Quantity	Item ID	Description
35	JX946A	Aruba IAP-305 Instant 2X/3X 11ac AP
6	JW813A	IAP-315 US Instant 2X/4X 11ac AP
41	JW605AAE	AirWave K-12 Bundle
41	JW619AAE	Lic-K-12-1 Additional AP Lic for policy enforcement
1.00	INL	Installation Labor of WAP, new wiring and programming

Your Price: **\$34,856.05**

Total: **\$34,856.05**

Prices are valid for 60 days. Terms: Net 30