

**OAK PARK UNIFIED SCHOOL DISTRICT
5801 E. CONIFER STREET
OAK PARK, CALIFORNIA 91377
(818) 735-3206**

ADDENDUM #2 BOARD MEETING – AGENDA #894

DATE: Tuesday, June 17, 2014
TIME: 6:00 p.m. Open Session
PLACE: Oak Park High School
Presentation Room-G9
899 Kanan Road
Oak Park, CA 91377

ACTION

C.2.i. Approve Award of Contract for District-Wide Wireless Network Installaton
Board Policy 3312 required Board approval for contracts for services

Date: June 13, 2014

Anthony W. Knight, Ed.D.
Superintendent and Secretary to the
Board of Education

TO: MEMBERS, BOARD OF EDUCATION
FROM: DR. ANTHONY W. KNIGHT, SUPERINTENDENT
DATE: JUNE 17, 2014
SUBJECT: C.2.1. APPROVE AWARD OF CONTRACT FOR DISTRICT-WIDE WIRELESS NETWORK INSTALLATION

ACTION

ISSUE: Shall the Board of Education approve the award of a contract for the installation of a district-wide wireless network?

BACKGROUND: In September 2013 the Board approved the OPUSD Technology Expenditures Roadmap, detailing a plan for acquiring a wireless network capable of servicing a 1-to-1 iPad deployment. This past spring, the Technology Department conducted an in-depth comparison between the latest generation Cisco wireless network offerings and a competing system provided by Ruckus Wireless. Test systems from both manufacturers were set up and configured by respective engineers from each manufacturer and placed into production in OPUSD during SBAC testing to gauge real world performance. Based on the results, the Technology Department is most confident that Ruckus will deliver the wireless performance needed. The Ruckus system also proved to be the lower cost solution. The following is a summary of the vendor's proposals:

Contractor	Proposal - Hardware	Proposal: Managed Services	Total Amount
Ruckus/CompuVision	\$161,953.00	\$18,375.00	\$180,328.00
Cisco/AllConnected	\$203,609.00	\$17,160.00	\$220,769.00

It is recommended that a contract be for the Ruckus wireless network system proposed by its authorized representative, CompuVision Communications, utilizing the piggyback provisions of the Pennsylvania Education Purchasing Program for Microcomputers (PEPPM) contract 2014. The cost, significantly less than the \$300,000 estimated in September's Technology Expenditures Roadmap, will be funded from the Measure C6 bond fund.

ALTERNATIVES:

1. Approve the award of contract for the installation and maintenance support of a district-wide wireless network, to Ruckus Wireless and its authorized representative CompuVision Communications, in the total amount of \$180,328.00, utilizing the piggyback provisions of the Pennsylvania Education Purchasing Program for Microcomputers (PEPPM) contract 2014
2. Do not approve the award of contract for this project.

RECOMMENDATION: Alternative No. 1

Prepared by: Enoch Kwok, Director, Educational Technology and Information
Martin Klauss, Assistant Superintendent, Business and Administrative Services

Respectfully submitted:

Anthony W. Knight, Ed.D.
Superintendent

Board Action: On motion of _____, seconded by _____, the Board of Education:

VOTE:	AYES	NOES	ABSTAIN	ABSENT
Laifman	_____	_____	_____	_____
Pallant	_____	_____	_____	_____
Rosen	_____	_____	_____	_____
Yeoh	_____	_____	_____	_____



Your Business. Connected.

1421 State St. Suite F Santa Barbara CA. 93101
www.visioncomms.com 800.404.9954

Proposal: Ruckus Wireless Proposal - R700 WAPS

Proposal #	Date
CVEQ8623-01	6/12/2014
Sales Rep	Phone
Tammy Gillian	805-690-4405

Customer:	Phone:	Fax:	Terms:
Oak Park USD Enoch Kwok 5801 East Conifer Street Oak Park, CA 91377 United States	(818) 735-3201		
Notes			

Qty	Description	Unit Price	Ext. Price
-----	-------------	------------	------------

This quote is for a an all inclusive Ruckus Wireless Solution at the Oak Park Unified School District. This proposal uses Ruckus R700 Wireless Access Points for the Indoor Units and ZoneFlex 7762 Access Points for Outdoor Units. It includes the installation & configuration of wireless equipment at the following locations:

1. District Office/Ocean View High School
2. Brookside Elementary School
3. Oak Hills Elementary School
4. Red Oaks Elementary School
5. Medea Creek Middle School
6. Oak Park High School

Also included is a 4 hour training. A 1-Year Managed Services Solution to be provided separately.

Please reference PEPPM 2014 on any Purchase Orders.

HARDWARE & SUPPORT CONTRACTS

1	Ruckus 3000 ZoneDirector, Supporting up to 50 ZoneFlex Access Points - Primary Controller	\$2,571.43	\$2,571.43
1	Ruckus End User Support Contract, 5-Year - Primary Controller Base License	\$4,371.43	\$4,371.43
1	Ruckus ZoneDirector Upgrade License, Adds 150 ZoneFlex Access Points	\$4,285.71	\$4,285.71
1	Ruckus End User Support Contract, 5-Year - 150 Additional Access Points License	\$7,285.71	\$7,285.71
153	Ruckus ZoneFlex R700 Dual Band 802.11 abgn/ac 3 x3:3 streams, BeamFlex+, Dual Ports, Wireless Access Point, Indoor	\$398.00	\$60,894.00
1	Ruckus ZoneFlex 7762-S Outdoor Access Point, 802.11n	\$1,028.06	\$1,028.06
14	Ruckus ZoneFlex 7762 Outdoor Access Point, 802.11n	\$1,028.06	\$14,392.84
1	Ruckus Wireless Bridge 7731, Pair, 802.11N Point to Point	\$1,233.26	\$1,233.26
1	Ruckus Premium Support for ZoneFlex 7731 Bridge, 5-Year	\$931.79	\$931.79
15	Ruckus Watch Advanced Hardware Replacement for ZoneFlex 7762, 7762-S, 5-Year	\$349.54	\$5,243.10
1	Ruckus ZoneDirector 3000 - Redundant Controller	\$1,714.29	\$1,714.29
1	Ruckus ZoneDirector Support Contract, 5-Year - Redundant Controller	\$1,665.31	\$1,665.31
235	Ruckus, Mounting Bracket for Indoor Access Point (For All Cable Drop Locations)	\$25.71	\$6,041.85
1	Miscellaneous Mounting Hardware for Wireless Bridges	\$197.50	\$197.50

Qty	Description	Unit Price	Ext. Price
1	FlexMaster Software to Manage upto 250 Access Points	\$400.00	\$400.00
1	FlexMaster End User Support - 5-Years	\$1,190.00	\$1,190.00
	SubTotal		\$113,446.28
WIRELESS CONFIGURATION LABOR			
10	Configuration of Ruckus Controller & Redundant Controller	\$195.00	\$1,950.00
25	Configuration of Access Points for 6 School Locations	\$195.00	\$4,875.00
4	Configuration of Wireless Bridge	\$195.00	\$780.00
4	On-Site Training - One (1) 4-Hour Training Session	\$195.00	\$780.00
12	Electronic Documentation of 6 Schools, Includes updated site building maps/drawings of the final deployment showing the device name/IP addresses of all WAPs	\$195.00	\$2,340.00
	SubTotal		\$10,725.00
PHYSICAL INSTALLATION LABOR			
76.5	Installation of Indoor Access Points with Brackets	\$125.00	\$9,562.50
15	Installation of Outdoor Access Points	\$125.00	\$1,875.00
33.5	Installation of Brackets in locations with no Wireless Access Points	\$125.00	\$4,187.50
4	Mounting & Positioning of Wireless Bridge (Pair)	\$125.00	\$500.00
	SubTotal		\$16,125.00
HEATMAPPING DOCUMENTATION			
24	Heatmapping Documentation - Walk each classroom, at each school/site to physically obtain heatmapping information, then produce an electronic document detailing this information. Use of iPad Application to obtain accurate results	\$195.00	\$4,680.00
	SubTotal		\$4,680.00
LABOR BOND			
1	Labor Bond, 50%	\$5,464.83	\$5,464.83
	SubTotal		\$5,464.83
TRAINING - 2 PEOPLE, SINGLE 2-DAY TRAINING - Training Only, Travel Expenses/Accommodations Not Included)			
2	Ruckus Wi-Fi Fundamentals - 2-day, Live Instructor Led Training, Per Person, At Ruckus Headquarters in Sunnyvale	\$925.71	\$1,851.42
	SubTotal		\$1,851.42

Assumptions & Exclusions:

1. Quote assumes that all necessary cabling is installed at equipment locations. Any additional cabling required would be charged separately on a time and materials basis.
2. All LAN, WAN & VLAN configuration is already in place. Any additional LAN, WAN & VLAN configuration would be charged separately on a time and materials basis.
3. Assumes that existing switching infrastructure is POE to support this equipment. Wireless Access Points do not include POE injectors or Power Supplies. If they are required, they would be charged separately.

Qty	Description	Unit Price	Ext. Price
	4. Assumes there will be an existing power source at the light pole by basketball court for the wireless bridges. This hardware will require an adequate power source.		
	5. If any electrical work is required it would be charged separately on a time and materials basis.		
	6. All additional services required due to inoperable or insufficient cabling would be charged separately on a time and materials basis.		
	7. Without the managed service solution, after the initial implementation all ongoing support needs would be provided on a time and materials basis.		
	8. The prices provided in this design proposal are based on the purchase of all products and services listed. CompuVision reserves the right to modify costs should the product or service needs be reduced.		

Thank you for the opportunity to provide you this quote

SubTotal	\$152,292.53
Sales Tax	\$9,661.00
Total	\$161,953.53

Proposal Terms & Conditions:

- This estimate is valid for 15 days from date of receipt.
- Manufacturer's equipment prices are subject to change without notice, thereby changing equipment prices.
- This proposal includes only the above listed equipment, material, and labor.
- Additional materials and labor may be required to complete the installation, and will be specified as Adds or Changes to this proposal.
- All applicable shipping and handling charges will be applied to product invoices.
- Shipping is estimated to be approximately 3% - 5% of equipment costs on complete system orders. Expedited shipping, bulky or heavy items, individual telephone instrument orders could significantly increase shipping costs.
- Product returns are at the sole discretion of CompuVision or Vision Communications. A 25% restocking fee will apply to product orders that are cancelled or returned.
- Proposal is designated above as either a Fixed Fee bid, or a Time and Materials bid. Labor for a Time & Materials bid can and will vary.
- Proposal assumes labor included will be performed during normal business hours (8AM-5PM, M-F). If labor is to be performed outside of normal business hours, Overtime Rates will be applied.
- Please note that with certain orders a Engagement Letter and/or a deposit may be required.

Authorized Client Signature

Date

By signing above, the client agrees to the above terms and conditions, and to the engagement agreement signed previously.



Your Business. Connected.

1421 State St. Suite F Santa Barbara CA. 93101
www.visioncomms.com 800.404.9954

Proposal: Managed Services Proposal -Wireless Support

Proposal #	Date
CVEQ8670	6/12/2014
Sales Rep	Phone
Tammy Gillian	805-690-4405

Customer:	Phone:	Fax:	Terms:
Oak Park USD Enoch Kwok 5801 East Conifer Street Oak Park, CA 91377 United States	(818) 735-3201		
Notes			

Qty	Description	Unit Price	Ext. Price
	This quote is for a Wireless Managed Services Proposal for the Oak Park Unified School District.		
	ONE TIME FEE - ONBOARDING		
1	Onboarding - One-Time Fee - (Based upon specifications provided in the wireless proposal)	\$795.00	\$795.00
	MONTHLY MONITORING FEE		
12	Monthly Monitoring Fee - Annual Contract Required - Can be billed monthly	\$295.00	\$3,540.00
	PREPAID SUPPORT HOURS		
72	Prepaid Support Hours - (6 hours per month for 1-Year) (\$1170.00 per month)	\$195.00	\$14,040.00
	Annual price listed here, but these hours can be charged monthly if client prefers. These hours are good for redemption anytime within a 5-year period, as directed by client. Some prepaid support hours should be used for bi-annual controller firmware updates to ensure support and wireless network stability.		

Benefits:

- " CompuVision would provide monitoring of the wireless access system as defined in our proposal.
- " Monitoring would be from (6:00am to 6:00pm) Monday through Friday.
- " CompuVision would alert and respond to standard (411) and mission critical (911) events.
- " CompuVision and Oak Park USD would determine the specifics of what encompasses an event.
- " CompuVision will provide a 1-800 phone number with live answering and escalation for your team to call in the event of emergency.
- " CompuVision will provide a full ticketing system and portal for both your internal use and our use in order to initiate and track all service requests.
- " CompuVision would attempt to first rectify the situation remotely. If it was necessary to respond with boots on the ground, CompuVision would first reach out to our emergency contact person for approval. If we cannot reach the contact, we would determine whether to go onsite based on the severity of the incident.
- " CompuVision would alert IT staff of all events and assist until the issue was resolved or we are requested to stand down.
- " CompuVision would be available during normal business hours for any support requests from Oak Park USD IT staff.

Qty	Description	Unit Price	Ext. Price
-----	-------------	------------	------------

Please Note: Upon quote approval, a formal contract will be issued to client for review and signature.

Thank you for the opportunity to provide you this quote.

SubTotal	\$18,375.00
Sales Tax	\$0.00
Total	\$18,375.00

Proposal Terms & Conditions:

- This estimate is valid for 15 days from date of receipt.
- Manufacturer's equipment prices are subject to change without notice, thereby changing equipment prices.
- This proposal includes only the above listed equipment, material, and labor.
- Additional materials and labor may be required to complete the installation, and will be specified as Adds or Changes to this proposal.
- All applicable shipping and handling charges will be applied to product invoices.
- Shipping is estimated to be approximately 3% - 5% of equipment costs on complete system orders. Expedited shipping, bulky or heavy items, individual telephone instrument orders could significantly increase shipping costs.
- Product returns are at the sole discretion of CompuVision or Vision Communications. A 25% restocking fee will apply to product orders that are cancelled or returned.
- Proposal is designated above as either a Fixed Fee bid, or a Time and Materials bid. Labor for a Time & Materials bid can and will vary.
- Proposal assumes labor included will be performed during normal business hours (8AM-5PM, M-F). If labor is to be performed outside of normal business hours, Overtime Rates will be applied.
- Please note that with certain orders a Engagement Letter and/or a deposit may be required.

Authorized Client Signature

Date

By signing above, the client agrees to the above terms and conditions, and to the engagement agreement signed previously.

Solution overview

This proposal contains the core hardware, software, and services required to deploy a complete 802.11 AC wireless network throughout the Oak Park Unified School District [OPUSD]. In addition, this proposal includes advanced network management tools to ensure that the network is healthy and available to the OPUSD community.

Cisco and ACI Value Proposition

CISCO WIRELESS

- 10+ years of market share and Gartner Magic Quadrant leadership
- 500,000+ Wireless LAN enterprise customers
- Largest Unified Access development team in the industry
- Largest Unified Access patent portfolio in the industry
- More credited innovation than the rest of the wireless industry combined
- Ongoing IEEE, IETF, and Wi-Fi Alliance leadership
- 95% of the Global 1000 have selected Cisco Unified Access Networking
- 95% of the Fortune 1000 have selected Cisco Unified Access Networking

CISCO MANAGEMENT

Unified Wireless and Wired Lifecycle and Assurance Management

Cisco Prime Infrastructure is the One Management solution for wireless and wired lifecycle management and application visibility. It brings device management capabilities into operational monitoring workflows to empower IT departments to more effectively manage their network as well as the services the network delivers.

Securing Access for Wired, Wireless, and VPN

Cisco Identity Services Engine (ISE) is a security policy management and control platform. It automates and simplifies access control and security compliance for wired, wireless, and VPN connectivity. Cisco ISE is primarily used to provide secure access and guest access, support BYOD initiatives, and enforce usage policies in conjunction with Cisco TrustSec.

Solve Business Problems with Network Intelligence

Many organizations want to use Wi-Fi not only as a connectivity vehicle but also as a platform to deliver innovative mobile services and improve business processes. Cisco Mobility Services Engine (MSE) is a platform that helps organizations increase visibility into the network, customize location-based mobile services, and strengthen security.

25% higher cost
than books

\$220,000

Product

QTY	PART #	DESCRIPTION	LIST PRICE	UNIT PRICE	EXT PRICE
Wireless Product and Software					
1	AIR-CT5508-HA-K9	Cisco 5508 Series HA Wireless Controller	20,000	6,480	6,480
209	AIR-CAP3702I-I-K9	802.11ac CAP w/CleanAir; 3x4:3SS; Int Ant;	1,495	484	101,156
1	L-LIC-CT5508-25A	25 AP Adder License for the 5508 Controller	12,495	4,048	4,048
14	AIR-CAP1532I-A-K9	802.11n Low-Profile Outdoor AP, Int Ant	2,495	808	11,312
8	AIR-ANT2547V-N=	2.4 GHz 4dBi/5 GHz 7dBi Dual Band OmniAnt	299	97	776
1	AIR-PWRADPT-1530=	Power Adapter (AC/DC) - Outdoor AP1530	249	81	81
2	AIR-CAP1532E-A-K9	802.11n Low-Profile Outdoor AP, Ext Ant	2,495	808	1,616
2	AIR-ACC1530-PMK1=	Standard Pole/Wall Mount Kit for AP1530	99	32	64
1	AIR-BAND-INST-TL=	1520 SeriesvPole Mount Kit	499	162	162
				Subtotal	\$125,695
Management Software Expansions					
2	R-ISE-VM-K9=	Cisco Identity Services Engine VM	5,990	2,338	2,338
1	ISE-W-5YR-2500	Cisco ISE 5-Yr 2500 EndPoint Wireless License	62,000	24,195	24,195
1	L-PI2X-LF-100	Prime Infrastructure 2.x - Lifecycle - 100	8,995	3,510	3,510
1	L-MSE-7.0-K9	MSE Virtual Appliance	4,995.00	3,401	3,401
225	PRO-L-LS-1AP	225 AP Base MSE Location Services Licenses	12,743	0	0
				Subtotal	\$31,992
Wireless Manufacturer Support (co-termed with existing SmartCare contract ending 19DEC2018)					
1	CON-SCN-CT5508HA	SmartCare Core 8X5XNBD covering 1 x AIR-CT5508-HA-K9, 1 x AIR-CAP3702I-I-K9, 1 x AIR-CAP1532I-A-K9	12,548	8,994	\$8,994
				Subtotal	\$8,994
Management Support (co-termed with existing SmartCare contract ending 19DEC2018)					
1	CON-SCU1-SM S-1000	SmartCare Service Core 24X7 covering 2xR-ISE-VM-K9	10,897	7,843	7,843
2	CON-ESW-SMS-1	SmartNet 24X7 covering L-PI2X-LF-100	5,310	3,823	3,823
				Subtotal	\$951.00

Hardware Subtotal	\$125,695
Software and Support Subtotal	\$41,937
Grand Subtotal	\$167,632
Tax (7.5)	\$9,427
Shipping	\$350
GRAND TOTAL	\$177,409

Professional Services
IMPLEMENTATION AND INTEGRATION SERVICES

1. Inventory, label and add AP's to OPUSD asset management system (SmartCare and as available)
2. Plan installation with OPUSD IT staff to maximize efficiency of deployment and minimize interruptions in network services
3. Install 209 internal APs
4. Install 16 external AP's and configure point to point
5. Add secondary controller and configure for high availability
6. Configure AP's for flex connect
7. Add AP's to Prime and configure
8. Add additional licensing to 5508 controllers
9. Create/Validate SSID configuration and policies
10. Test network.
11. Post implementation support and tuning
12. Solution Documentation

Estimated labor effort—3 weeks

Total \$26,200

OPERATIONS MANAGEMENT SERVICES

1. AP and 5508 firmware updates based on manufacturer recommendations
2. Monitoring and alerting on up time of APs
3. First year monthly support, training and tuning of system (4hrs month for the first 6 months)
4. Remediation administration
5. Manufacturer support and RMA administration
6. 5508 Controller Configuration backups
7. Quarterly IT Business Reviews

1 (one) Year Total \$17,160²

² Budgetary number. Requires further discussion on scope of service.

Product Terms: Invoiced in full upon ordering and due Net 30.

Project Professional Services Terms:

50% of the project cost is due Net 30 from signing. The remaining 50% is due Net30 from completion of each project in 25% increments. Completion of tasks is requisite for payment due regardless of the amount of time it takes to complete them.

Managed Services Terms: Invoiced monthly unless otherwise requested and due Net 30,

Travel: N/A

Product / Software:

ANY DELETIONS OR MODIFICATIONS TO QUANTITIES OR PRODUCTS ON THIS QUOTE REQUIRE REPRICING - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY THE MANUFACTURER FOR A LIMITED ONE YEAR WARRANTY, COVERING PARTS AND LABOR ON A DEPOT BASIS - WE SPECIFICALLY DISCLAIM ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. IF RETURNS ARE REQUIRED, ALL APPROVED PRODUCTS ARE SUBJECT TO AN RMA PROCESSING FEE. IN THE EVENT OF A CONFLICT BETWEEN THE MASTER SERVICE AGREEMENT ('AGREEMENT') AND THIS PROPOSAL, THE TERMS OF THE AGREEMENT SHALL CONTROL. UNLESS OTHERWISE INDICATED ALL QUOTES ARE VALID FOR THIS CALENDAR MONTH ONLY.

Out of Scope tasks will be billed on a T&M basis at the end of each month.

1. Any Item not explicitly listed in the in scope checklist. Uninstallation of any A/V applications that are discovered that are not listed above.

Assumptions / Limitations

1. All network drops are active and in place at time of deployment
2. Wireless network management does not include end-user support.
3. OPUSD will provide all physical and logical access necessary to complete the project
4. The product procurement is ready, all products and licenses will have been received when work commences.
5. Additional Cisco Prime per AP licensing may be needed.

Quote Approval/Purchase Order:

X _____ Date: _____

Please return this signed quote to us via fax at: 805-526-0717 or email to chrish@allconnected.com