

SOUTH PASADENA UNIFIED SCHOOL DISTRICT
Business Services Office



TO: Board of Education

FROM: Dave Lubs, Assistant Superintendent of Business Services

PREPARED BY: Derek Aoki, Director of Technology

DATE: March 14, 2017

SUBJECT: Approval to Award NIC Partners the E-Rate RFP – Core Switch Project

Background

South Pasadena Unified School District filed for three RFP's under the USAC (Universal Service Administrative Co.) E-Rate Program for Year 20 (2017-2018). Among these proposals was a project to upgrade the layer 3 Core Networking Switch at the District Office.

Discussion

USAC E-Rate is a federal program that provides schools and libraries funding for eligible products and services based on NSLP (National School Lunch Program) percentages. While SPUSD is currently only 18%, there is a chance that we may receive partial funding. The funding levels depend on the number and amount of applications that USAC receives, with higher NSLP entities getting priority.

Layer 3 Core Network Switches have replaced the traditional router due to their ability to provide the same dynamic routing at a lower cost. The core switch inspects and routes data throughout the WAN (Wide Area Network), which includes the District Office and all five schools.

Currently we have a Cisco Catalyst 4506 that was released in 2007. It is now end of life without the option of SmartNET, which means we no longer have a repair contract available to us. The Cisco Catalyst 6824-X is a robust layer 3 switch which will replace the 4506, and offer greater packet processing, as well as 10G links between sites (when paired with new edge switches). Currently we are capped at 1G between the District Office and schools. The expectations are that this switch will service the district for seven to ten years. The Request

for Proposal included the switch, a one year warranty, installation/configuration, modules, and cables.

Five vendors responded to our Core Switch RFP. Of all five vendors, NIC Partners offered the lowest price. SPUSD has done business with NICP in the past. Selection was based on a matrix (attached) that was completed by three members of the SPUSD Technology Department. The matrix was weighted most heavily on price, while other factors were included.

Although this upgrade is necessary, we have the right to withdraw from the contract whether we are approved by USAC or not. This clause was written into the CMAS RFO (attached).

Fiscal Impact

\$31,911.17 for the completed project. Recurring annual costs of \$4150 (first year included) for Advanced Enterprise Services, formally known as SmartNet. USAC will refund a portion of this total based on approval. Because this device will service the District Office as well as the schools, an exact number for the refund cannot be given at this time. We expect it to be approximately 25% (\$6300).

Recommendation

Dave Lubs, Assistant Superintendent of Business Services, recommends that the Board of Education approve the award to NIC Partners for the E-Rate Core Switch Project.