

Bullitt County Public Schools


Instructional Technology

1040 Highway 44 East
Shepherdsville, Kentucky 40165
502-869-TECH



M E M O

To: Jesse Bacon, Superintendent

From: Jim Jackson, District Technology Coordinator 

Date: Monday, March 25, 2019

Re: Wiring upgrades with Erate funding

Our Erate funding for infrastructure improvements is winding down. The upcoming 2019-2020 school year is the final year for funding with this 5-year cycle. In the past 4-years we have upgraded nearly all network switches, network cabling, WiFi access points for dense wireless coverage to meet the demands of our 1:1 initiative, UPS battery backups for wiring closets, and our data center. We still have approximately \$234,192.64 in funding left, so I have filed for wiring upgrades additional network switches for schools with significant budget amounts left.


The cost for the additional switches will be \$144,224.64, and the cost for the wiring will be \$62,308.00 or a total combined cost of \$206,532.64. This will leave an unspent balance of \$27,660.00, for which we will relinquish these funds since we have purchased everything that we feel is currently needed for the district. There were restrictions on what we could purchase, and based on the allowable products we chose (wiring, switches, access points, cabling, connectivity equipment and UPS backup systems).

The Erate program will reimburse us for 80% of the \$206,532.64, less deductions for preschool students of \$949.10. District costs will be approximately \$42,255.63 with the balance of \$164,277.01 to be paid by Erate.

I received wiring proposals from four companies listed on the attachment "price comparisons". The lowest proposal was Business Cabling Systems, LLC (BCS) which has performed most of our recent cable installs for Mt. Washington Elementary, Maryville, Bullitt Lick and Bullitt Central. Business Cabling System's price to wire four schools is \$62,308.00, with the next lowest price by KEDC of \$77,206.77. Based on price, I will declare Business Cabling Systems, LLC as the low bidder and recommend the Board approve them for the this Project. I have attached the simplified contract with BCS which needs to be signed by the Superintendent. Joe Mills has reviewed and approved this contract.

In addition, since network switches are being purchased from the state KETS Networking Contract, I sent our requirements to those vendors and choose (Extreme) formally Avaya as the vendor. Dell was offered an opportunity to bid, but could not provide an acceptable solution to our current network environment. If you have any questions, please let me know.

Equal Education and Employment Institution



FORM 470

190026880

BCPS CLASSROOM
WIRING UPGRADE

Records / FCC Forms 470

BCPS Classroom wiring upgrade - #190026880

Summary Generated Documents News Related Actions

Please note: The following fields pull the most current data from the Contact User Profile and Applicant Entity Profile: Recipient(s) of Service, Contact Name, and Contact Phone Number. If you would like to review this FCC Form 470 with the data that was present upon certification, please navigate to the Generated Documents related dashboard on the left-hand side and click the Original Version document link.

Application Information

Nickname BCPS Classroom wiring upgrade	Created Date 2/22/2019 12:10 PM EST
Application Number 190026880	Created By JIM JACKSON
Funding Year 2019	Certified Date 2/22/2019 1:17 PM EST
Status Certified	Certified By JIM JACKSON
Allowable Contract Date 3/22/2019	Last Modified Date 2/22/2019 1:17 PM EST
	Last Modified By JIM JACKSON

Billed Entity Information

Name BULLITT COUNTY SCHOOL DISTRICT **Billed Entity Number (BEN)** 128763

Application Type and Recipients of Service

Applicant Type School District **Number of Eligible Entities** 29

Recipient(s) of Service

- ☐ Public School
- ☐ Pre-K
- ☐ Head Start
- ☐ Juvenile Justice
- ☐ Public School District

Contact Information

Name JIM JACKSON **Phone Number** 502-869-8040

Email jim.jackson@bullitt.kyschools.us

Services Requested

There are no Services Requested For Category 1

Category 2: Internal Connections and Managed Internal Broadband Services

Type	Function	Number Entities	Quantity	Unit	Manufacturer	Manufacturer Other Description	Installation and Initial Configuration ?	Associated RFP
Internal Connections	Cabling	1	16000	Feet	Other	Hitachi CMR Riser Part # 30304-8-YL3 - Supra 10G-XE 6A (Yellow)	Yes	
Internal Connections	Cabling	1	18000	Feet	Other	Hitachi CMR Part # 30304-8-YL3 - Supra 10G-XE 6A (Yellow)	Yes	
Internal Connections	Cabling		24400	Feet	Other	Hitachi CMR Part # 30304-8-YL3 - Supra 10G-XE 6A (Yellow)	Yes	
Internal Connections	Cabling	1	4800	Feet	Other	Hitachi CMR Part # 30304-8-YL3 - Supra 10G-XE 6A (Yellow)	Yes	

Category Two Narrative

School district desires to seek pricing for replacing some classroom wiring with Cat6 cable for teacher workstations. Old Mill Elementary 80 drops, Bullitt East High School 90 drops, Pleasant Grove Elementary 122 drops, Bullitt Central High School 24 Drops. All drops are within 300' of the wiring closet. Use current cable pathways, and discard old cat 5e cable and replace with Cat6. Follow the wiring specifications at this link https://drive.google.com/open?id=13cm5luVHXuYKD4j57x4_jh7AV7XadR7F Please note the wiring types and end connectors for this project. Prints of the floor plan can be submitted upon request. Interested parties that would like to walk the buildings can arrange a site visit by contacting Jim Jackson.

Technical Contact Information

Name Jim Jackson

Phone Number 502-869-8000 x8040

Title District Technology Coordinator

Email jim.jackson@bullitt.kyschools.us

State or Local Procurement Requirements

APPLICANT ADHERES TO STATE AND/OR LOCAL PROCUREMENT CODES OR REGULATIONS

Service Type	Function	Manufacturer	Manufacturer Other Description	Entities	Quantity	Unit	Installation and Initial Configuration?	Associated RFPs
Internal Connections	Cabling	Other	3		24400	Feet	Yes	
Internal Connections	Cabling	Other	3	1	4800	Feet	Yes	

Description of Other Manufacturers

Id	Name
1	Hitachi CMR Riser Part # 30304-8-YL3 – Supra 10G-XE 6A (Yellow)
2	Hitachi CMR Part # 30304-8-YL3 – Supra 10G-XE 6A (Yellow)
3	Hitachi CMR Part # 30304-8-YL3 – Supra 10G-XE 6A (Yellow)
4	Hitachi CMR Part # 30304-8-YL3 – Supra 10G-XE 6A (Yellow)

Narrative

School district desires to seek pricing for replacing some classroom wiring with Cat6 cable for teacher workstations. Old Mill Elementary 80 drops, Bullitt East High School 90 drops, Pleasant Grove Elementary 122 drops, Bullitt Central High School 24 Drops. All drops are within 300' of the wiring closet. Use current cable pathways, and discard old cat 5e cable and replace with Cat6. Follow the wiring specifications at this link https://drive.google.com/open?id=13cm5IuVHXuYKD4J57x4_ih7AV7XadR7F Please note the wiring types and end connectors for this project. Prints of the floor plan can be submitted upon request. Interested parties that would like to walk the buildings can arrange a site visit by contacting Jim Jackson.

Technical Contact

Jim Jackson
District Technology Coordinator
502-869-8000 ext.8040
jim.jackson@bullitt.kyschools.us

State and Local Procurement Restrictions

APPLICANT ADHERES TO STATE AND/OR LOCAL PROCUREMENT CODES OR REGULATIONS

Billed Entities

Billed Entity Number	Billed Entity Name
128763	BULLITT COUNTY SCHOOL DISTRICT

Certifications

I certify that the applicant includes:

I certify that the applicant includes schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801 (18) and (38), that do not operate as for-profit businesses, and do not have endowments exceeding \$50 million.

Other Certifications

I certify that this FCC Form 470 and any applicable RFP will be available for review by potential bidders for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted will be carefully considered and the bid selected will be for the most cost-effective service or equipment offering, with price being the primary factor, and will be the most cost-effective means of meeting educational needs and technology goals.

I certify that I have reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that I have complied with them. I acknowledge that persons willfully making false statements on this form may be punished by fine or forfeiture, under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001.

Category Two

The second category of equipment and services eligible for E-Rate support, Category Two, includes the internal connections needed for broadband connectivity within schools and libraries. Support is limited to the internal connections necessary to bring broadband into, and provide it throughout, schools and libraries. These are broadband connections used for educational purposes within, between, or among instructional buildings that comprise a school campus (as defined below in the section titled "Eligibility Explanations for Certain Category One and Category Two Services") or library branch, and basic maintenance of these connections, as well as services that manage and operate owned or leased broadband internal connections (e.g., managed internal broadband services or managed Wi-Fi). Category Two support is subject to per-school or per-library budgets as set forth in 47 CFR § 54.502. The eligible components and services in Category Two are:

Eligible Broadband Internal Connections

- Antennas, connectors, and related components used for internal broadband connections
- Cabling
- Caching
- Firewall services and firewall components separate from basic firewall protection provided as a standard component of a vendor's Internet access service
- Racks
- Routers
- Switches
- Uninterruptible Power Supply (UPS)/Battery Backup
- Access points used in a local area network (LAN) or wireless local area network (WLAN) environment (such as wireless access points)
- Wireless controller systems
- Software supporting the components on this list used to distribute high-speed broadband throughout school buildings and libraries (applicants should request software in the same category as the associated service being obtained or installed)

Notes: (1) Functionalities listed above that can be virtualized in the cloud, and equipment that combines eligible functionalities, like routing and switching, are also eligible.

(2) A manufacturer's multi-year warranty for a period up to three years that is provided as an integral part of an eligible component, without a separately identifiable cost, may be included in the cost of the component.

(3) Caching is defined as a method that stores recently accessed information. Caching stores information locally so that the information is accessible more quickly than if transmitted across a network from a distance. A caching service or equipment that provides caching, including servers necessary for the provision of caching, is eligible for funding.

BUSINESS CABLING SYSTEMS LLC

PROPOSAL

Client Proposal

FROM: Business Cabling Systems, LLC
6812 Woodrow Way Louisville KY 40228
Office Phone: 502-409-5694
Mobile: 502-553-7104
E-mail: Paul@businesscablingsystems.com

Presented To: Jim Jackson

Firm: **Bullitt Co Public Schools**

Site: **Old Mill Elementary**

Proposal prepared by: Paul Hutchison

Date: 03-18-2019

Project: Upgrading Network Cabling to Category 6

Connectivity: Category 6
Hitachi/Panduit

Scope of Project & Description of Task: Business Cabling Systems will install a total of (80) Category 6 network cables to workstations needed for upgrade. Areas that may need additional above ceiling support will be added. After installation of Category 6 cabling the existing category 5e cables will be removed from above ceiling. All cables will be labeled, terminated, and certified tested to ensure the performance of each cable installed is within the TIA-568B.2 cabling standards.

Project Cost

Materials: \$5,992.00
Labor: \$9,448.00
Project Total: **\$15,440.00**

We look forward to working with you. Upon receipt of a signed proposal we will contact you to schedule the above project. You can email your approval to Paul@businesscablingsystems.com

Approved By: _____ Title: Superintendent Date: 3/25/19

THIS PROPOSAL IS VALID THROUGH 04-18-2019

Client Proposal

FROM: Business Cabling Systems, LLC
6812 Woodrow Way Louisville KY 40228
Office Phone: 502-409-5694
Mobile: 502-553-7104
E-mail: Paul@businesscablingsystems.com

Presented To: Jim Jackson

Firm: Bullitt Co Public Schools

Site: Bullitt Central High School

Proposal prepared by: Paul Hutchison

Date: 03-18-2019

Project: Upgrading Network Cabling to Category 6

Connectivity: Category 6
Hitachi/Panduit

Scope of Project & Description of Task: Business Cabling Systems will install a total of (24) Category 6 network cables to workstations needed for upgrade. Areas that may need additional above ceiling support will be added. After installation of Category 6 cabling the existing category 5e cables will be removed from above ceiling. All cables will be labeled, terminated, and certified tested to ensure the performance of each cable installed is within the TIA-568B.2 cabling standards.

Project Cost

Materials: \$2,317.00
Labor: \$2,195.00
Project Total: **\$4,512.00**

We look forward to working with you. Upon receipt of a signed proposal we will contact you to schedule the above project. You can email your approval to Paul@businesscablingsystems.com.

Approved By: _____ Title: Superintendent Date: 3/25/19

THIS PROPOSAL IS VALID THROUGH 04-18-2019

Client Proposal

FROM: Business Cabling Systems, LLC
6812 Woodrow Way Louisville KY 40228
Office Phone: 502-409-5694
Mobile: 502-553-7104
E-mail: Paul@businesscablingsystems.com

Presented To: Jim Jackson

Firm: **Bullitt Co Public Schools**

Site: **Bullitt East High School**

Proposal prepared by: Paul Hutchison

Date: 03-18-2019

Project: Upgrading Network Cabling to Category 6

Connectivity: Category 6
Hitachi/Panduit

Scope of Project & Description of Task: Business Cabling Systems will install a total of **(90)** Category 6 network cables to workstations needed for upgrade. Areas that may need additional above ceiling support will be added. After installation of Category 6 cabling the existing category 5e cables will be removed from above ceiling. All cables will be labeled, terminated, and certified tested to ensure the performance of each cable installed is within the TIA-568B.2 cabling standards.

Project Cost

Materials: \$9,268.00
Labor: \$9,542.00
Project Total: **\$18,810.00**

We look forward to working with you. Upon receipt of a signed proposal we will contact you to schedule the above project. You can email your approval to Paul@businesscablingsystems.com.

Approved By : _____ Title: Superintendent Date: 3/25/19



THIS PROPOSAL IS VALID THROUGH 04-18-2019

Client Proposal

FROM: Business Cabling Systems, LLC
6812 Woodrow Way Louisville KY 40228
Office Phone: 502-409-5694
Mobile: 502-553-7104
E-mail: Paul@businesscablingsystems.com

Presented To: Jim Jackson

Firm: Bullitt Co Public Schools

Site: Pleasant Grove Elementary

Proposal prepared by: Paul Hutchison

Date: 03-18-2019

Project: Upgrading Network Cabling to Category 6

Connectivity: Category 6
Hitachi/Panduit

Scope of Project & Description of Task: Business Cabling Systems will install a total of (122) Category 6 network cables to workstations needed for upgrade. Areas that may need additional above ceiling support will be added. After installation of Category 6 cabling the existing category 5e cables will be removed from above ceiling. All cables will be labeled, terminated, and certified tested to ensure the performance of each cable installed is within the TIA-568B.2 cabling standards.

Project Cost

Materials: \$8,806.00
Labor: \$14,740.00
Project Total: **\$23,546.00**

We look forward to working with you. Upon receipt of a signed proposal we will contact you to schedule the above project. You can email your approval to Paul@businesscablingsystems.com.

Approved By: _____ Title: Superintendent Date: 3/25/19

THIS PROPOSAL IS VALID THROUGH 04-18-2019

PRICE EVALUATIONS

Bullitt County Public Schools (Technology)
Bid Evaluation Matrix for Network Wiring
eRate Form 470# 190026880

No	Factors	Business Cabling Systems	KEDC	Strategic Communications	CyTranet	Vendor 5	Vendor 6	Vendor 7
1	<i>Cost of the Eligible Goods and Services *</i>	\$62,308.00	\$77,206.67	\$86,605.41	Incomplete			

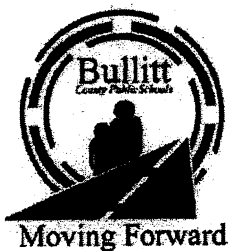
Lowest bid

Business Cabling Systems, LLC

Disqualified Bidders:

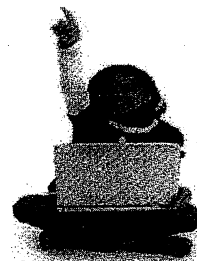
Bidder Reason for Disqualification

CONTRACT AWARDED TO
LOWEST BIDDER
BUSINESS CABLING SYSTEMS, LLC



Bullitt County Public Schools Instructional Technology

1040 Highway 44 East
Shepherdsville, Kentucky 40165
502-869-TECH



March 22, 2019

Mr. Paul Hutchinson
Business Cabling Systems, LLC
6812 Woodrow Way
Louisville, KY 40228

Dear Paul,

This letter will confirm our decision to purchase and accept the proposal from Business Cabling Systems, LLC (BCS) in response to our Form 470 #190026880. This purchase will be for funding year 2019-2020 which begins July 1, 2019 and extends to June 30, 2020.

Business Cabling Systems will install Category 6 cabling (Plenum and non-plenum drops) as specified below, at a total pre-discount price of \$62,308.00. The installation shall be provided with a lifetime warranty from the manufacturer.

Old Mill Elementary 80 Drops
Bullitt Central High School 24 Drops
Bullitt East High School 90 Drops
Pleasant Grove Elementary 122 Drops

BCS will perform all work in accordance with specifications that were included in our Form 470. BCS will separately bill USAC their portion and Bullitt County for their portion according to the FCDL issued from USAC. As an eRate vendor, BCS will adhere to and follow all conditions imposed by the eRate program and the Kentucky Education Technology System (KETS).

This Agreement may be renewed by both parties in 1-year increments, 12 months after the execution date above.

All documents relating to this Agreement shall be kept on file by both parties for the period of 10 years after the project completion in accordance with USAC rules.

The procurement of these products will be dependent upon the following conditions:

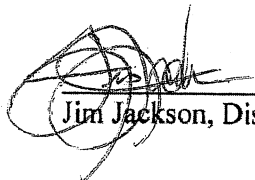
Final approval of next year's fiscal budget and award of associated E-rate funding commitment (FCDL)

To accept these terms and conditions, please sign below and return by email to:
jim.jackson@bullitt.kyschools.us or fax to 502-869-8240.

Equal Education and Employment Institution

We look forward to working with Business Cabling Systems, LLC on this project.

Sincerely,

 3/22/19
Jim Jackson, District Technology Coordinator

Bullitt County Board of Education
Jesse Bacon, Superintendent
Date: March 25, 2019

Vendor Agreement

By Paul Hutchison
Paul Hutchison
Business Cabling Services

Date: 03/22/2019

Attachments: Proposals from BCS

LOSING PROPOSALS

KEDC

PROPOSAL

CONTRACT FOR TECHNICAL SERVICES

BETWEEN THE

KENTUCKY EDUCATIONAL DEVELOPMENT CORPORATION (KEDC)

AND

BULLITT COUNTY PUBLIC SCHOOLS

The Kentucky Educational Development Corporation, herein after KEDC, and Bullitt County Public Schools, herein after District, agree to enter into this contract for Technical Services of eligible items as determined by the Eligible Services List for Funding Year 2019. The District's eligible systems includes, but is not limited to, local area networks (LANs), wireless local area networks, routers, uninterruptible power supplies, network switches, access points, wireless LAN controllers, cabling, racks, caching servers, firewalls, system improvements and upgrades, managed internal broadband services, etc. The Technical Services shall be provided on contractual and/or time and materials basis.

KEDC agrees to provide the following services to the District:

Basic Maintenance Services

- KEDC will provide Technician(s) for the repair and upkeep of eligible hardware, wire and cable maintenance, basic technical support, and configuration changes. See below for an itemized list of covered products.

Installation Services

- KEDC will provide Technician(s) for installation and initial configuration of the eligible products listed below.

Applicable To All Services

- KEDC agrees to provide liability insurance for the KEDC employee working in the district.
- KEDC agrees to invoice the Schools and Libraries Corporation for the discounted amount of services provided and bill the District for their portion of services.

The District agrees to:

Basic Maintenance Services

- Pay KEDC rates listed below for 8 hours of billable time for Basic Maintenance Services as needed. (Billable time includes travel time to and from the district and on-site time.)
- Provide a minimum of 6 hours of billable time per technician, per trip on-site.
- Pay KEDC the SLC discounted amount of the invoice in the event the Schools and Libraries Corporation denies payment of a funding commitment after service is rendered (Net 30).
- Pay KEDC invoices Net 30.

Installation Services

- Purchase materials necessary to complete the project.
- Pay KEDC upon completion of the project installation.
- Pay KEDC the SLC discounted amount of the invoice in the event the Schools and Libraries Corporation denies payment of a funding commitment after service is rendered (Net 30).
- Pay KEDC invoices Net 30.

This term of this contract may be extended by mutual agreement of both parties. KEDC agrees to allow SPIN changes in the event KEDC no longer provides the services requested in this contract. This contract is contingent upon funding approval from the Schools and Libraries Universal Service Fund (E-Rate).

Therefore the parties agree to the cost summary as follows:

Installation Services:

Installation of Category 6A structured cabling data distribution system with 90 drops at Bullitt East High School.
Total Cost \$23,334.33


Installation of Category 6A structured cabling data distribution system with 80 drops at Old Mill Elementary School.
Total Cost \$20,779.93

Installation of Category 6A structured cabling data distribution system with 122 drops at Pleasant Grove Elementary School.
Total Cost \$26,614.39

Installation of Category 6A structured cabling data distribution system with 24 drops at Bullitt Central High School.
Total Cost \$6,478.02

Superintendent

Date



Jerry C. Prince, Director of Technology Services

22 March 2019

Date

Contract Number – KEDC-22-071-1

Contract Award Date – 3/22/2019

Services Start Date – 7/1/2019

Contract Expiration Date – 9/30/2020

KEDC Spin Number – 143002859

**Bullitt Central High School
Materials Totals List**

MANUFACTURER NAME	MANUFACTURER PART NUMBER	DISTRIBUTOR PART NUMBER	ITEM DESCRIPTION	QUANTITY	UNIT COST	TOTAL COST
PANDUIT	CPPL24WBLY	224234	24 PORT UNLOAD BLANK PANEL SNAP IN 4 PORT FACEPLATE	1	\$21.25	\$21.25
COMPU-LINK	T3S3S-BOS6A06-BAS-03	N/S	MOD 2-PR STRAND CATA 1P T568 A/S 3FT YELLOW TX6A 10GIG ROHS MUST BUY 50 OR \$2.00 MORE	48	\$6.00	\$288.00
HITACHI	30304-B-YL3		CABLE 23-4P UTP-CMP CAT6A YELLOW REEL SUPRA 10MTP RISER	5400	\$0.160	\$864.00
PANDUIT	CJ6X88TGEI	307319	CAT 6 10 GIG MODULAR JACK T568A/B INSERT IVORY	48	\$9.65	\$463.20
PANDUIT	CFPE4EI	174007	MODULAR OUTLET FACEPLATE - QUADPLEX	12	\$1.65	\$19.80
			MATERIALS TOTAL			\$1,656.25
			LABOR TOTAL			\$4,821.77
			GRAND TOTAL			\$6,478.02

Old Mill Elementary School
Materials Totals List

MANUFACTURER NAME	MANUFACTURER PART NUMBER	DISTRIBUTOR PART NUMBER	ITEM DESCRIPTION	QUANTITY	UNIT COST	TOTAL COST
PANDUIT	CPPL24WBLY	224234	24 PORT UNLOAD BLANK PANEL SNAP IN 4 PORT FACEPLATE	4	\$21.25	\$85.00
COMPU-LINK	T3S3S-BOS6A06-BAS-03	N/S	MOD 2-PR STRAND CATA 1P T568 A/S 3FT YELLOW TX6A 10GIG ROHS MUST BUY 50 OR \$2.00 MORE	160	\$6.00	\$960.00
HITACHI	30304-8-YL3		CABLE 23-4P UTP-CMP CAT6A YELLOW REEL SUPRA 10MTP RISER	16600	\$0.160	\$2,656.00
PANDUIT	CJ6X88TGEI	307319	CAT 6 10 GIG MODULAR JACK T568A/B INSERT IVORY	160	\$9.65	\$1,544.00
PANDUIT	CFPE4EI	174007	MODULAR OUTLET FACEPLATE - QUADPLEX	40	\$1.65	\$66.00
			MATERIALS TOTAL			\$5,311.00
			LABOR TOTAL			\$15,468.93
			GRAND TOTAL			\$20,779.93

Bullitt East High School
Materials Totals List

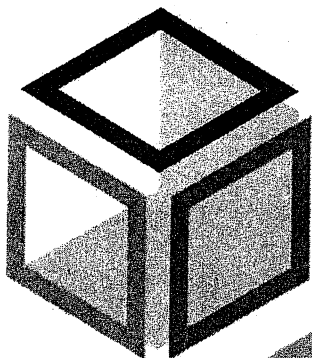
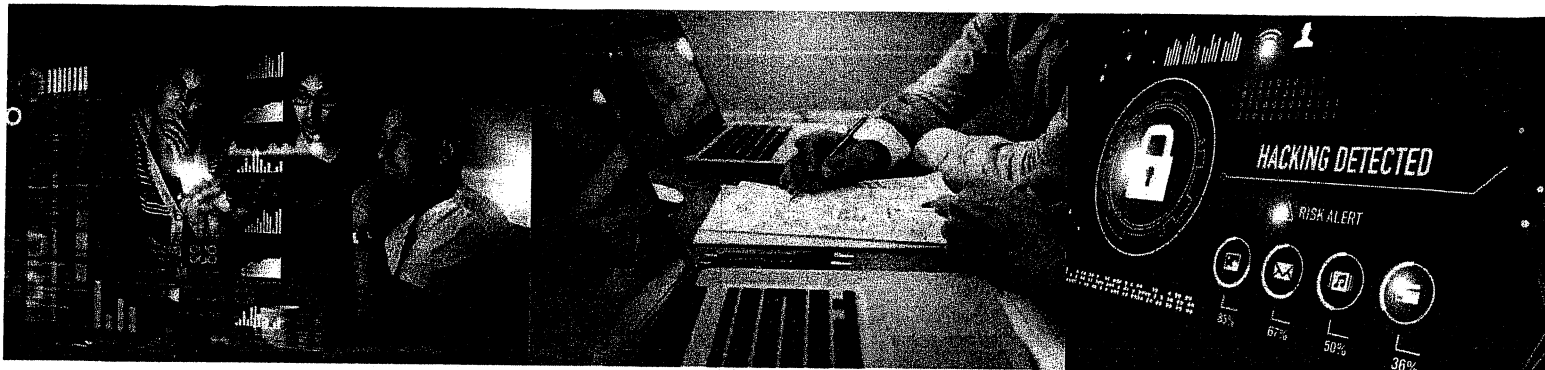
MANUFACTURER NAME	MANUFACTURER NUMBER	PART PART NUMBER	ITEM DESCRIPTION	QUANTITY	UNIT COST	TOTAL COST
PANDUIT	CPPL24WBLY	224234	24 PORT UNLOAD BLANK PANEL SNAP IN 4 PORT FACEPLATE	4	\$21.25	\$85.00
COMPU-LINK	T3S3S-BOS6A06-BAS-03	N/S	MOD 2-PR STRAND CATA 1P T568 A/S 3FT YELLOW TX&A 10GIG ROHS MUST BUY 50 OR \$2.00 MORE	180	\$8.00	\$1,080.00
HITACHI	30304-8-YL3		CABLE 23-4P UTP-CMP CAT6A YELLOW REEL SUPRA 10MTP RISER	18600	\$0.160	\$2,976.00
PANDUIT	CJ6X88TGEI	307319	CAT 6 10 GIG MODULAR JACK T568A/B INSERT IVORY	180	\$9.65	\$1,737.00
PANDUIT	CFPE4EI	174007	MODULAR OUTLET FACEPLATE - QUADPLEX	45	\$1.65	\$74.25
			MATERIALS TOTAL			\$5,952.25
			LABOR TOTAL			\$17,372.08
			GRAND TOTAL			\$23,324.33

Pleasant Grove Elementary School
Materials Totals List

MANUFACTURER NAME	MANUFACTURER NUMBER	PART	DISTRIBUTOR PART NUMBER	ITEM DESCRIPTION	QUANTITY	UNIT COST	TOTAL COST
PANDUIT	CPPL24WBLY		224234	24 PORT UNLOAD BLANK PANEL SNAP IN 4 PORT FACEPLATE	6	\$21.25	\$127.50
COMPU-LINK	T3S3S-BOS6A06-BAS-03		N/S	MOD 2-PR STRAND CATA 1P T568 A/S 3FT YELLOW TX&A 10GIG ROHS MUST BUY 50 OR \$2.00 MORE	244	\$6.00	\$1,464.00
HITACHI	30304-8-YL3			CABLE 23-4P UTP-CMP CAT6A YELLOW REEL SUPRA 10MTP RISER	25000	\$0.160	\$4,000.00
PANDUIT	CJ6X88TGEI		307319	CAT 6 10 GIG MODULAR JACK T568A/B INSERT IVORY	244	\$9.65	\$2,354.60
PANDUIT	CFPE4EI		174007	MODULAR OUTLET FACEPLATE - QUADPLEX	61	\$1.65	\$100.65
				MATERIALS TOTAL			\$8,046.75
				LABOR TOTAL			\$18,567.64
				GRAND TOTAL			\$26,614.39

STRATEGIC COMMUNICATIONS

PROPOSAL



STRATEGIC COMMUNICATIONS

IT SERVICES • CLOUD • AUDIO / VIDEO

BCPS Classroom wiring upgrade

March 22, 2019

Bullitt County School District

Presented to:

Jim Jackson

1040 Highway 44 East

Shepherdsville, Ky 40165

Presented by:

Austin Risher

arisher@yourstrategic.com

502-657-6907



March 18, 2019
Bullitt County School District
Jim Jackson
1040 Highway 44 East
Shepherdsville, KY 40165

To Jim Jackson;

Strategic Communications (Strategic) is pleased to submit our proposal for **product and installation**. Headquartered in Louisville, Kentucky and established in 1994, Strategic is a Woman Owned Small Business (WOSB) and a Minority Owned Small Business (MOSB). Strategic is a key supporter of other small businesses and has partnerships in place with several Veteran Owned Small Businesses (VOSBs) and Service Disabled Veteran Owned Small Businesses (SDVOSBs), as well as a Joint Venture (JV) partnership with Advanced Communications Cabling, a Small Business Association (SBA) certified 8a WOSB.

Strategic offers 25 years of exceptional experience in the IT and Value-Added Re-Seller (VAR) space. Our aggregate of over \$339M in sales since targeting the Federal sector in 2008 places Strategic as one of the top vendors in the industry. Strategic's preferred Original Equipment Manufacturer (OEM)s make available products that are not only on the leading edge but are also highly relevant. Strategic constantly adds new OEMs to our portfolio based on the changing demands of our customers and technological advances. Each year, Strategic has increased our OEM and supplier partners we support by thirty percent. With this substantial volume of business comes valuable and relevant perspective on how Strategic defines VAR expertise in delivering robust and scalable solutions to our customers. Strategic defines this expertise as a vetted ability to unite qualified resources, proven business processes, engineering excellence, (OEM) coordination, and supply chain management ability.

In addition, Strategic leads the market in staying abreast of emerging technologies by consistently participating in industry forums and conferences. We exert leadership by contributing to relevant industry standards via identification and plan implementation for emerging technology needs, trends, and solutions. As an example; Strategic has attained Cisco Gold Certified Partner status, this certification signifies that we provide broad expertise across enterprise network, collaboration, data center, and IP next-generation networks. As a Gold Certified Partner, we demonstrate a measurably elevated level of customer service and lifecycle management services to our customers.

Strategic is honored to continually service customers in virtually every state in the United States ranging from small, mid-size, and large businesses, from SLED organizations such as, Jefferson County Public Schools and the University of Louisville, to DoD Agencies such as, the Department of Navy, and the United States Special Operations Command (USSOCOM), MacDill AFB. We strive to define the best possible service and solutions offerings for our customers. The cumulative knowledge and expertise of our Account Managers, Engineers and Technicians in consulting, selling, designing and servicing our customized implemented secure technology solutions allow our end users to maintain the highest level of end-user satisfaction. Strategic appreciates consideration for this opportunity.

Any question you may have regarding this proposal should be directed to Austin Risher, Account Manager, (502) 657-6907 or arisher@yourstrategic.com. The secondary point of contact for this proposal is Chris Mills, Director of Sales, (502) 657-3437 or cmills@yourstrategic.com.

COMPANY INFORMATION:

Federal Tax Identification Number: **61-1271313**

SPIN Number: **143029015**

Proposal Validity: **offer valid through June 2019**

Respectfully,

Austin Risher
Account Manager
Strategic Communications
310 North Evergreen Road
Louisville, Ky 40243
502-657-6907

Enclosures:

Cover Letter

Panduit Certification

Cost Proposal

Pricing Contract



hereby recognizes

Strategic Communications

Louisville, KY (United States)

As a Silver Enterprise Structured Cabling Certified Company, authorized to Deploy Panduit® Enterprise Structured Cabling Systems,

Partner Since: 2013-01-10

Valid Through: 2020-01-24





STRATEGIC COMMUNICATIONS
IT SERVICES • CLOUD • AUDIO / VIDEO

Strategic Communications LLC
310 Evergreen Road
Louisville, KY 40243
502-493-7234 - Phone
502-657-6512 - Fax

Prime Contractor Info:
DUNS #: 878933845
TAX ID #: 61-1271313
CAGE CODE: 3BGB4
SPIN #: 143029015

Representative Info:
POC: Austin Risher
PHONE: 502-657-6907
EMAIL: arisher@yourstrategic.com
WEB: www.yourstrategic.com

QUOTE NO: 47874

Strategic Communications is a SBA Certified Women-Owned Small Business (WOSB)


CUSTOMER: Bullitt County School District
REQUEST ID: 190026880
DESCRIPTION: ERATE Cabling
SHIP TO: FOB DESTINATION

QUOTE DATE: 3/22/2019
QUOTE VALID: 30 Days
TERMS: NET 30
COMMENTS:

Cisco Gold Certified Partner
Dell Premier Certified Partner
AWS Federal Authorization
All products include manufacturer warranty
SEWP V, CIO-CS, & SPAWAR Prime Contract Holder

LINE ITEM	MFG	OEM PART NUMBER/MODEL #	DESCRIPTION	QTY	LIST PRICE	UNIT PRICE	EXTENDED PRICE	LEAD-TIME
Pleasant Grove Elementary								
1	General	6P4P24-YL-P-GCC-TP	7131902 - GenSPEED® 6000 Enhanced Cat 6 Plenum Cable, Yellow, 1000 Ft Box	21	\$ 480.96	\$ 330.66	\$ 6,943.86	Days ARO
2	Panduit	CJ688TGYL	Mini-Com® TX6™ PLUS TG Style UTP Jack Module, Yellow	244	\$ 8.69	\$ 5.97	\$ 1,456.68	Days ARO
3	Panduit	CFPL2EY	Mini-Com® Classic Series, 1 Gang, Vertical Faceplate, 2-Port, Electric Ivory	61	\$ 2.21	\$ 1.52	\$ 92.72	Days ARO
4	Panduit	CPP48FMWBLY	Mini-Com® Flush Mount Empty Patch Panel, 48-Port, 2 RU	3	\$ 62.58	\$ 43.02	\$ 129.06	Days ARO
5	Panduit	CMBBL-X	Mini-Com® 1-Port Blank Module, Black - 10 pack	3	\$ 2.72	\$ 1.87	\$ 5.61	Days ARO
6	Panduit	UTPSP10YLY	TX6™ PLUS UTP Patch Cords, 10 FT, Yellow	122	\$ 12.18	\$ 8.37	\$ 1,021.14	Days ARO
7	Panduit	UTPSP7YLY	TX6™ PLUS UTP Patch Cords, 7 FT, Yellow	122	\$ 11.07	\$ 7.61	\$ 928.42	Days ARO
8	Panduit	C252X030FJJ	Patch Panel Laser/Ink Jet Component Label	1	\$ 169.39	\$ 116.46	\$ 116.46	Days ARO
9	Panduit	C195X040Y1J	Faceplate Laser/Ink Jet Component Label	1	\$ 124.32	\$ 85.47	\$ 85.47	Days ARO
10	3M	MP+1.4X11	3M™ Fire Barrier Moldable Putty Stix MP+, 1.4 in. x 11 in.	10	\$ 30.83	\$ 21.20	\$ 212.00	Days ARO
11	Strategic	CAB-TECH	Cabling Technician: Hang Pathways, Rough in cabling, Terminate cables at user, install plate and label 10 mins per cable, Install patch panels and wire managers dress in cables, Terminate cables at patch panels, Label patch panels, Test cables, Demo Existing cables	1	\$ 19,600.00	\$ 16,888.50	\$ 16,888.50	Days ARO
12	Strategic	MISCELLANEOUS HARDWARE	Miscellaneous Hardware	1	\$ 640.00	\$ 440.00	\$ 440.00	Days ARO
13	Strategic	FREIGHT CHARGE TO CUSTOMER	Freight/Shipping Cost	1	\$ 160.00	\$ 110.00	\$ 110.00	Days ARO

Bullitt East High School								
14	General	6P4P24-YL-P-GCC-TP	7131902 - GenSPEED® 6000 Enhanced Cat 6 Plenum Cable, Yellow, 1000 Ft Box	20	\$ 480.96	\$ 330.66	\$ 6,613.20	Days ARO
15	Panduit	CJ688TGYL	Mini-Com® TX6™ PLUS TG Style UTP Jack Module, Yellow	180	\$ 8.69	\$ 5.97	\$ 1,074.60	Days ARO
16	Panduit	CFPL2EIY	Mini-Com® Classic Series, 1 Gang, Vertical Faceplate, 2-Port, Electric Ivory	90	\$ 2.21	\$ 1.52	\$ 136.80	Days ARO
17	Panduit	CPP48FMWBLY	Mini-Com® Flush Mount Empty Patch Panel, 48-Port, 2 RU	2	\$ 62.58	\$ 43.02	\$ 86.04	Days ARO
18	Panduit	CMBBL-X	Mini-Com® 1-Port Blank Module, Black - 10 pack	1	\$ 2.72	\$ 1.87	\$ 1.87	Days ARO
19	Panduit	UTPSP10YLY	TX6™ PLUS UTP Patch Cords, 10 FT, Yellow	90	\$ 12.18	\$ 8.37	\$ 753.30	Days ARO
20	Panduit	UTPSP7YLY	TX6™ PLUS UTP Patch Cords, 7 FT, Yellow	90	\$ 11.07	\$ 7.61	\$ 684.90	Days ARO
21	3M	MP+1.4X11	3M™ Fire Barrier Moldable Putty Stix MP+, 1.4 in. x 11 in.	10	\$ 30.83	\$ 21.20	\$ 212.00	Days ARO
22	Strategic	CAB-TECH	Cabling Technician: Hang Pathways, Rough in cabling, Terminate cables at user, install plate and label 10 mins per cable, Install patch panels and wire managers dress in cables, Terminate cables at patch panels, Label patch panels, Test cables, Demo Existing cables	1	\$ 20,650.00	\$ 16,902.50	\$ 16,902.50	Days ARO
23	Strategic	MISCELLANEOUS HARDWARE	Miscellaneous Hardware	1	\$ 640.00	\$ 440.00	\$ 440.00	Days ARO
24	Strategic	FREIGHT CHARGE TO CUSTOMER	Freight/Shipping Cost	1	\$ 80.00	\$ 55.00	\$ 55.00	Days ARO
Old Mill Elementary								
25	General	6P4P24-YL-P-GCC-TP	7131902 - GenSPEED® 6000 Enhanced Cat 6 Plenum Cable, Yellow, 1000 Ft Box	18	\$ 480.96	\$ 330.66	\$ 5,951.88	Days ARO
26	Panduit	CJ688TGYL	Mini-Com® TX6™ PLUS TG Style UTP Jack Module, Yellow	160	\$ 8.69	\$ 5.97	\$ 955.20	Days ARO
27	Panduit	CFPL2EIY	Mini-Com® Classic Series, 1 Gang, Vertical Faceplate, 2-Port, Electric Ivory	80	\$ 2.21	\$ 1.52	\$ 121.60	Days ARO
28	Panduit	CPP48FMWBLY	Mini-Com® Flush Mount Empty Patch Panel, 48-Port, 2 RU	3	\$ 62.58	\$ 43.02	\$ 129.06	Days ARO
29	Panduit	CMBBL-X	Mini-Com® 1-Port Blank Module, Black - 10 pack	3	\$ 2.72	\$ 1.87	\$ 5.61	Days ARO
30	Panduit	UTPSP10YLY	TX6™ PLUS UTP Patch Cords, 10 FT, Yellow	80	\$ 12.18	\$ 8.37	\$ 669.60	Days ARO
31	Panduit	UTPSP7YLY	TX6™ PLUS UTP Patch Cords, 7 FT, Yellow	80	\$ 11.07	\$ 7.61	\$ 608.80	Days ARO
32	3M	MP+1.4X11	3M™ Fire Barrier Moldable Putty Stix MP+, 1.4 in. x 11 in.	10	\$ 30.83	\$ 21.20	\$ 212.00	Days ARO
33	Strategic	CAB-TECH	Cabling Technician: Hang Pathways, Rough in cabling, Terminate cables at user, install plate and label 10 mins per cable, Install patch panels and wire managers dress in cables, Terminate cables at patch panels, Label patch panels, Test cables, Demo Existing cables	1	\$ 18,725.00	\$ 15,439.50	\$ 15,439.50	Days ARO
34	Strategic	MISCELLANEOUS HARDWARE	Miscellaneous Hardware	1	\$ 640.00	\$ 440.00	\$ 440.00	Days ARO
35	Strategic	FREIGHT CHARGE TO CUSTOMER	Freight/Shipping Cost	1	\$ 80.00	\$ 55.00	\$ 55.00	Days ARO
Bullitt Central High School								
36	General	6P4P24-YL-P-GCC-TP	7131902 - GenSPEED® 6000 Enhanced Cat 6 Plenum Cable, Yellow, 1000 Ft Box	4	\$ 480.96	\$ 330.66	\$ 1,322.64	Days ARO
37	Panduit	CJ688TGYL	Mini-Com® TX6™ PLUS TG Style UTP Jack Module, Yellow	48	\$ 8.69	\$ 5.97	\$ 286.56	Days ARO

38	Panduit	CFPL2EIY	Mini-Com® Classic Series, 1 Gang, Vertical Faceplate, 2-Port, Electric Ivory	24	\$	2.21	\$	1.52	\$	36.48	Days ARO
39	Panduit	CPP48FMWBLY	Mini-Com® Flush Mount Empty Patch Panel, 48-Port, 2 RU	1	\$	62.58	\$	43.02	\$	43.02	Days ARO
40	Panduit	CMBBL-X	Mini-Com® 1-Port Blank Module, Black - 10 pack	3	\$	2.72	\$	1.87	\$	5.61	Days ARO
41	Panduit	UTPSP10YLY	TX6™ PLUS UTP Patch Cords, 10 FT, Yellow	24	\$	12.18	\$	8.37	\$	200.88	Days ARO
42	Panduit	UTPSP7YLY	TX6™ PLUS UTP Patch Cords, 7 FT, Yellow	24	\$	11.07	\$	7.61	\$	182.64	Days ARO
43	3M	MP+1.4X11	3M™ Fire Barrier Moldable Putty Stix MP+, 1.4 in. x 11 in.	1	\$	30.83	\$	21.20	\$	21.20	Days ARO
44	Strategic	CAB-TECH	Cabling Technician: Hang Pathways, Rough in cabling, Terminate cables at user, install plate and label 10 mins per cable, Install patch panels and wire managers dress in cables, Terminate cables at patch panels, Label patch panels, Test cables, Demo Existing cables	1	\$	4,987.50	\$	4,390.50	\$	4,390.50	Days ARO
45	Strategic	MISCELLANEOUS HARDWARE	Miscellaneous Hardware	1	\$	160.00	\$	110.00	\$	110.00	Days ARO
46	Strategic	FREIGHT CHARGE TO CUSTOMER	Freight/Shipping Cost	1	\$	40.00	\$	27.50	\$	27.50	Days ARO
							Total Price:	\$	86,605.41		
<p align="center">PLEASE COPY AWARDS@YOURSTRATEGIC.COM ON ALL ORDERS TO ENSURE TIMELY PROCESSING</p> <p align="center">Strategic Communications is a SBA Certified Women-Owned Small Business (WOSB), 8(a) JV, and MBE/WBE Certified</p> <div align="center">  </div> <p align="center">**This quote is NOT inclusive of applicable Sales Tax. If applicable, sales tax will be added to the confirmed sales order and invoice. **</p>											

March 22, 2019

Bullitt County School District
Jim Jackson
1040 Highway 44 E
Shepherdsville, Ky 40165



To Jim Jackson;

Strategic Communications (Strategic) is pleased to present this contract proposal for ERATE opportunity 190026880 for customer: Bullitt County School District. Please reference the Strategic Quote numbered 47874 for the final agreed upon parts list and pricing. The pricing is good for the new funding year and is contingent upon USAC approval. The delivery time for the quoted equipment is 30 days or less, subject to manufacturer availability at time the order is received.

Strategic Communications is an IT Solutions and Managed Services Provider (MSP) located in Louisville, KY. Strategic was established in 1994 and has quickly become one of the leading Minority and Woman Business Enterprise (MBE/WBE) headquartered in Kentucky. We offer our IT and Audio/Video design, engineering, and installation services to commercial clients, federal government, and SLED (State/Local/Education) customers. Strategic has over 25 years of exceptional performance in the IT and Value-Added Re-Seller (VAR) space with an aggregate of over \$300M in sales since 2014.

COMPANY INFORMATION:


Federal Tax Identification Number: 61-1271313

SPIN Number: 143029015

Proposal Validity: **offer valid until June 30th, 2019. Manufacturer may decide to end of life certain parts during the proposal validity period. Pricing may need to be adjusted for parts that are End of Life prior to issuance of purchase order.**

Company Address: 310 Evergreen Road, Louisville, KY 40243

Any question you may have regarding this proposal should be directed to Austin Risher, Account Executive, (502) 657-6907 or arisher@yourstrategic.com. The secondary point of contact for this proposal is Chris Mills, Director of Sales, (502) 657-3437 or cmills@yourstrategic.com.

Strategic Communications
Company

Signature
Austin Risher, Account Manager
Name and Title
Friday, March 22, 2019
Date

Company

Signature

Name and Title

Date

CYTRANET

PROPOSAL

YOUR CUSTOM PROPOSAL

1400 Montlimar Drive
Suite A
Mobile, Alabama 36609
Tel: 251-308-5000
Fax: 251-308-1333
www.cytranet.com
info@cytranet.com



Cytranet is honored to be given the opportunity to present this proposal to your organization. We have reviewed and accept all the terms and conditions of the request.

Cytranet is in the business of making connections. We recognize the value of matching the right people with the right company, and we take the same approach with our communication service. There are many companies that can provide a dial-tone, but we believe that you deserve a partner that takes your agency as seriously as you do, and that starts with the right connection.

Having read and evaluated your Request for Proposal, we are confident that Cytranet cannot only meet your requirements but also exceed your expectations in multiple areas — ranging from communication infrastructure and carrier-grade quality of service to technical support and customer service. We call it Amazing Support and we look forward to delivering it to you.

We started this company to provide what we call Amazing Support to our customers, and we have spent the last ten years building a culture around that concept. We knew early on that the only way to become a leader in the Unified Communications industry is to provide the best service possible to our customers. Technical innovation features, and ancillary services are very important in this industry, and we devote a large amount of resources to R & D. We believe that innovation within the service part of our organization is equally as important. In fact, by applying the concept of Amazing Support to all parts of the business, we have been able to create a company that puts the needs of our customers ahead of anything else.

Naturally, Amazing Support means that our customer service and support departments are second to none. But we take Amazing Support much further than that. In our Infrastructure and IT department, Amazing Support means only using Tier 1 class telecommunications hardware and software from vendors including Acme Packet, Oracle, Cisco, HP and Brocade. It also means co-locating our platform in Carrier-Class data centers that are geographically protected from natural disasters, located on multiple power grids, have provided 99.999% uptime for at least five years, and served by at least ten diverse fiber providers.

Please review the pricing information we provide below. If you have any questions about this response, the company Cytranet, or the services we provide, please do not hesitate to contact me directly.

Very truly yours,

C. Chase Nelson
Director

CYTRANET



COMPANY HISTORY

Cytranet is one of the leading providers of voice, data, cloud, and managed IT services in the Southeast, as well as having a nationwide reach. Supporting over 1,000 businesses, nonprofits, and government agencies of all sizes, Cytranet is the most experienced provider of technology services in the region. Based in Mobile, AL and Phoenix, AZ, we offer single-source solutions that support the latest in Voice and IT Services. We serve our clients' local to global locations. Our technology experts design, deliver, and manage end-to-end solutions. For example phone service, fiber internet, networks, equipment, data centers, monitoring, managed Wi-Fi and support.

For over 10 years, Cytranet has provided personalized support, and we take great pride in our clients' testimonials. Our experienced staff is accredited by leading technology providers, and our on-time delivery and 24x7 support consistently earn accolades from our customers. We are focused on your success.

Cytranet specializes in a wide range of services, including tailored voice and data networks, and IT services and solutions for medium size businesses and enterprises nationwide. We are committed to providing each and every one of our clients with high quality service and support. Our unique team is incredibly friendly and can help you every step of the way in growing your business. We expertly combine our services in order to provide you with customized help and support, so you only get what you need and what you want. Our innovative approach starts with a thorough investigation of your company's needs to succeed so that we can ensure a perfect fit with you and our services.

Cytranet's clients benefit greatly when they choose to partner with us. Not only will you have more energy and time to focus on your business while we handle your voice, data, and IT needs, but you will experience happier and more productive employees, too. Let us help you open the doors to more technology so that your network will always perform to your standards and that your company will be able to outperform its competitors with ease. Rest assured knowing that your voice and data services are optimized, maintained, and protected – because guaranteeing your business's technology runs smoothly is our top priority.

Managed Network

Gigabit Router with Integrated Firewall

\$299/month - \$349 installation

48-port Gigabit PoE+ Switch with 4 SFP ports

\$199/month - \$249 installation

802.11ac Wave 2 Cloud-Managed WiFi Access Point

\$39/month - \$149 installation

Gigabit Router with Integrated Firewall with Unlimited LTE Backup Plan

\$399/month - \$349 installation

SD-WAN Appliance with Traffic Shaping & Failover

\$199/month - \$149 installation

Managed 12-port Auto-Reboot Power Appliance

\$99/month - \$149 installation

Cable Drop CAT6 (Labor Only)

\$149 installation

Data Center/Cloud Services

42U Full Rack, 15A Power, 1000M Internet, 64 Public IPs

\$1999/month - \$599 installation

21U Half Rack, 15A Power, 1000M Internet, 64 Public IPs

\$999/month - \$399 installation

Exchange-compatible Email Mailbox with 25GB Storage

\$9.99/month - \$25 installation

Data Backup of VMware or Hyper-V Servers with 60 Day Retention

\$2/GB/month - \$999 installation

Data Backup of Files with 60 Day Retention

\$1/GB/month - \$499 installation

Web Content Filtering

DNS-Based CIPA compliant filter

\$0.09/student/month - \$499 installation