DATE:
02/20/2025

AGENDA ITEM (ACTION ITEM):
Consider/Approve awarding the KCSD Wireless and Switching Mini-Bid dated 02.18.2025 to SJN Data Center, LLC dba Encore Technologies for Fortinet Networking Equipment as part of the District's 10-year Technology Plan leveraging the E-Rate Program.

APPLICABLE BOARD POLICY:
Fiscal Management 04.32 AP.1

HISTORY/BACKGROUND:
The KCSD Technology Team forecasts District technology needs on a ten (10) year plan. To help offset costs associated with this plan, the District utilizes the E-Rate Program (Schools and Libraries Program of the Universal Service Fund, which is administered by the Universal Service Administrative Company (USAC) under the direction of the Federal Communications Commission (FCC)). This is the final year of the 5-Year Category 2 E-Rate Funding Cycle, which provides the District with up to $2,296,250 in available funds for eligible equipment and services. Since the District is only responsible for 20% of the available fund total, the maximum out of pocket investment is $459,250. This amount is already budgeted into the Technology General Fund for the current fiscal year. This is the current Director of Technology's first opportunity to utilize the E-Rate program with his's team's 10-year plan. Following this plan calls for replacement of switches and access points that were purchased and installed by the previous Director of Technology. Some of the equipment due to be replaced is beyond useful life, as detailed on the attached table, and some of the items have not yet reached end of life. All replaced equipment will go through the District's surplus process. The proceeds of any items sold will go to the General Fund. To bring consistency, stability, and reliability to the District network over the next 10 year cycle, this request is for the replacement of core, top of stack, and edge switches as well as wireless access points. The Kentucky Department of Education establishes networking E-Rate contracts and the District can leverage these by conducting a mini-bid as part of the E-Rate process. The District sent out request for quotes on 2/5/2025 and received 10 quotes from 6 different vendors. SJN Data Center, LLC dba Encore Technologies with E-Rate SPIN number 143049494 provided an evaluated bid for Fortinet equipment, as show on the attached tabulation table. The cost to purchase this equipment is $381,439.14 against the available $459,250. The overall benefits with this 10-year plan include: a subscription-free management model saving the District nearly $90,000 over the next 5 years, reduced long-term operational costs, alignment of manufacturer equipment for a seamless end user and management experience, an equitable and improved experience for all students and staff at each campus including the addition of NKYDC, speed increases up to 2.5 times faster than current network speeds and predictable, long-term future network replacement cycles.

FISCAL/BUDGETARY IMPACT:

$381,439.14 from the Technology General Fund. The Vendor (SJN) will contribute $1,525,756.57 through the E-Rate program on the District's behalf for a total value of $1,907,195.71.

RECOMMENDATION:

Approval to   award the KCSD Wireless and Switching Mini-Bid dated 02.18.2025 to SJN Data Center, LLC dba Encore Technologies for Fortinet Networking Equipment as part of the District's 10-year Technology Plan leveraging the E-Rate Program.

CONTACT PERSON:

Matthew Winkler, Director of Technology; Jenny Weis-Smith, Procurement Coordinator

Principal/Administrator   _District Administrator_   _Superintendent_

Use this form to submit your request to the Superintendent for items to be added to the Board Meeting Agenda. Principal –complete, print, sign and send to your Director. Director –if approved, sign and put in the Superintendent's mailbox.

	Manufacturer	Model	Quantity	Date Purchase	Age (Years)	Recommended Replacement Timeline ****	End of Sale Date (EOS)	End of Software Maintenance (EOSM)
Core Switch	Extreme	VSP-8404C	2	2/10/2020	5.04	5-10 Years	10/20/2023	10/20/2025
Core Switch	Avaya	VSP7024XLS	2	7/1/2016	8.66	5-10 Years	8/29/2016	8/29/2022
Core Switch	Avaya	VSP7024XT	2	7/1/2016	8.66	5-10 Years	8/29/2016	8/29/2022
Top of Stack Switch	Extreme	VSP7254XSQ	15	2/10/2020	5.04	5-10 Years	4/29/2022	4/29/2024
Top of Stack Switch	Extreme	VSP4900	3	2/10/2020	5.04	5-10 Years	7/15/2022	7/15/2024
Top of Stack Switch	Avaya	VSP4850GTS	1	7/1/2016	8.66	5-10 Years	11/30/2019	11/30/2021
Edge Switch *	Extreme	X450	348	7/5/2017	7.64	5-8 Years	5/31/2025 ***	10/31/2026
Access Point **	Extreme	AP510C	1005	3/3/2022	2.98	5-6 Years	Nearing	
Access Point	Extreme	AP4000	375	3/3/2022	2.98	5-6 Years		

* Bulk of Switches purchased in 2017 / Additional Purchases in 2020

** Access Points started under ERate 2020

*** EOS extended more than 3 times but EOSM has remained constant

**** Recommended Replacement takes into account EOS, EOSM, and other enviromental factors

KCSD Mini-Bid Request for Quotes Tabulation - 02/21/2025

VENDOR		PCS	PCS		RTI	STEP CG	Trace3	Encore	Converge One	Converge One		STEP CG	STEP CG
MANUFACTURER		Juniper	Juniper		Aruba/HP	Fortinet	Fortinet	Fortinet	Extreme	Extreme		Extreme	Extreme
	Points Possible												
Prices/Charges of Eligible Products/Services (1)	40	30.18	30.63		26.68	37.53	33.89	40.00	23.58	20.25		26.40	21.38
(1)		Per E-Rate Rules, Price of Eligible Products/Services must be the Primary Factor. Switch, Wireless, Management, and Install were used in this calculation. Patch Cables were excluded due to inconsistent responses. Formula: (1 - ((Response Total - Low Value) / Low Value) x Points)											
Adequacy of the Response to the Mini Bid (2)	25	25	25		25	25	5	25	5	5		25	25
(2)	5 Points: Response had items that were incorrect or missing | 15 Points: Response included all requested items but breakout was missing or incorrect | 25 Points: Response included all items and breakout was accurate												
ERATE - SPI vs BEAR Reimbursement (3)	15	5	5		15	15	5	15	5	5		15	15
(3)		5 Points: Response did not mention SPI or BEAR | 10 Points: Response required BEAR | 15 Points: Response allowed for SPI or BEAR											
Management Capability (On-Prem vs Cloud) (4)	10	10	10		10	5	5	5	10	10		10	10
(4)		5 Points: Response included On-Prem Solution Only | 10 Points: Response included Cloud and/or On-Prem Solutions											
Prior Experience (5)	5	1	1		3	5	1	3	1	1		5	5
(5)		1 Point: KCSD has not worked with Vendor in past 5 years | 3 Points: KCSD has worked with Vendor with items other than Networking in past 5 years 5 Points: KCSD has worked with Vendor in Networking during the past 5 years											
Overall Network Design (As Proposed or Improved) and Compatibility with Existing Resources (6)	5	3	3		3	5	3	5	3	3		5	5
(6)		1 Point: Response did not meet the proposal | 3 Points: Response met the design proposal | 5 Points: Response enhanced the design proposal											
Total	100.00	74.18	74.63		82.68	92.53	52.89	93.00	47.58	44.25		86.40	81.38