

Business Operations
Ofelia San Pedro, Deputy Superintendent

SUBJECT: AWARD BID NO. 021-FF04 – NETWORK CONNECTIVITY DEVICES

COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS

The purpose of this bid, opened on January 3, 2006, is to establish a contract, to purchase, at firm unit prices, quantities, as may be required, of network connectivity devices, which includes i.e. bridges, routers, repeaters, switches, gateways, multiplexers, hubs, concentrators, etc. and network adapter cards for all current network topologies and bus architectures, for Information Technology Services. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 159 vendors sent bid forms or card notices of this advertised bid, 29 responded, with 19 regular bids, 2 non-responsive bids and 8 no bids.

This bid has pre-approved vendors who will be contacted to submit competitive solicitations for specific equipment as the need arises, on all requests over the quotation threshold. Information Technology Services will utilize this bid to support E-Rate applications. Additionally, it is used to maintain the network.

This bid was benchmarked against the current bid awarded by The School Boards of Broward and West Palm Beach Counties, Florida, and the District is receiving better pricing.

Fund Source

Various

M/WBE Eligibility

Female

African American Male

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 021-FF04 – NETWORK CONNECTIVITY DEVICES, to purchase, at firm unit prices, quantities, as may be required, of network connectivity devices, which includes i.e. bridges, routers, repeaters, switches, gateways, multiplexers, hubs, concentrators, etc. and network adapter cards for all current network topologies and bus architectures, for Information Technology Services, during the term of the bid, effective July 1, 2006, through June 30, 2008, as follows:

Total Low Meeting Specifications: Group 1 8E6 Technologies.

1. COMPUTER ASSET MANAGEMENT, INC.
7418 S.W. 48 STREET
MIAMI, FL 33155
OWNER: DANIEL SCIPIONE, PRESIDENT

Item 1A - Content filtering device @ \$5,950 each.
Item 1B - Balance of line @ 15% discount off manufacturer's price list.

2. SECURIANT, INC.
6190 POWERS FERRY ROAD, SUITE 290
ATLANTA, GA 30339
OWNER: RICHARD CAMPBELL, PRESIDENT

Item 1A - Content filtering device @ \$12,249.50 each.
Item 1B - Balance of line @ 50% discount off manufacturer's price list.
Item 1C - Balance of line @ 50% discount off catalog price list.

Total Low Meeting Specifications: Group 2 APC.

3. PROSYS INFORMATION SYSTEMS
13876 S.W. 119 AVENUE
MIAMI, FL 33186
OWNER: MICHELLE CLERY, PRESIDENT (WF)

Item 2A - APC BK500 Backup UPS @ \$99.85 each.
Item 2B - APC Smart UPS-1000 VA @ \$297.40 each.
Item 2C - Balance of line @ 5% discount off manufacturer's price list.

4. SOLUTIONS4SURE.COM, INC.
D.B.A. TECH DEPOT
6 CAMBRIDGE DRIVE
TRUMBULL, CT 06611
OWNER: KARIM HADCHITI, C.O.O.

Item 2A - APC BK500 Backup UPS @ \$83.39 each.
Item 2B - APC Smart UPS-1000 VA @ \$339.65 each.

Item 2C - Balance of line @ 10% discount off
manufacturer's price list.
Item 2D - Balance of line @ 10% discount off catalog price
list.

5. INSIGHT PUBLIC SECTOR, INC.
218 EAST ORANGE AVENUE
LAKE WALES, FL 33853
OWNER: RICHARD FENNESSY, C.E.O.

Item 2A - APC BK500 Backup UPS @ \$101.24 each.
Item 2B - APC Smart UPS-1000 VA @ \$376.34 each.
Item 2C - Balance of line @ 23% discount off
manufacturer's price list.
Item 2D - Balance of line @ 5% discount off catalog price
list.

6. ADVANCED BUSINESS COMPUTERS, INC.
1523 N.W. 89 COURT
MIAMI, FL 33172
OWNER: VIVIAN KLEIN, C.E.O.

Item 2A - APC BK500 Backup UPS @ \$107 each.
Item 2B - APC Smart UPS-1000 VA @ \$387 each.
Item 2C - Balance of line @ 10% discount off
manufacturer's price list.
Item 2D - Balance of line @ 18% discount off catalog price
list.

7. STORSOFT TECHNOLOGY LIMITED COMPANY
2120 BAHIA LANE
FORT LAUDERDALE, FL 33327
OWNER: JONATHAN EVANS, PRESIDENT (AM)

Item 2A - APC BK500 Backup UPS @ \$90.73 each.
Item 2B - APC Smart UPS-1000 VA @ \$469.86 each.
Item 2C - Balance of line @ 10% discount off
manufacturer's price list.
Item 2D - Balance of line @ 10% discount off catalog price
list.

Total Low Meeting Specifications: Group 3 Cisco Systems.

8. COLEMAN TECHNOLOGIES
20 NORTH ORANGE AVENUE
ORLANDO, FL 32801
OWNER: BENJAMIN PATZ, PRESIDENT/C.E.O.
- Item 3A - High Perf Dual 10/100 Modular RTR w/Cisco IOS IP @ \$2,223.35 each.
 - Item 3B - Cisco 2600 Ser IOS Advanced Security @ \$530 each.
 - Item 3C - Updated 1-Port T1 Fractional T1DSU/CSU WAN Interface Card @ \$530 each.
 - Item 3D - 48-10/100 +2 GBIC Ports: SMI @ \$2,497.50 each.
 - Item 3E - GBIC's @ \$197.50 each.
 - Item 3F - 8 10/100 Ethernet ports and 1 100 Base/FX Ethernet port @ \$497.50 each.
 - Item 3G - 2821 w/AC PWR @ \$2,064.35 each.
 - Item 3H - 2800 IOS Advanced Enterprises Services @ \$1,272 each.
 - Item 3I - 2821/51 AC power supply @ \$185.50 each.
 - Item 3J - 256MB DDR DRAM memory @ \$477 each.
 - Item 3K - Balance of line @ 47% discount off manufacturer's price list.
 - Item 3L - Balance of line @ 35% to 70% discount off catalog price list.
9. PROSYS INFORMATION SYSTEMS
13876 S.W. 119 AVENUE
MIAMI, FL 33186
OWNER: MICHELLE CLERY, PRESIDENT (WF)
- Item 3A - High Perf Dual 10/100 Modular RTR w/Cisco IOS IP @ \$2,139.45 each.
 - Item 3B - Cisco 2600 Ser IOS Advanced Security @ \$510.20 each.
 - Item 3C - Updated 1-Port T1 Fractional T1DSU/CSU WAN Interface Card @ \$510 each.

- Item 3D - 48-10/100 +2 GBIC Ports: SMI @ \$2,397.60 each.
- Item 3E - GBIC's @ \$189.60 each.
- Item 3F - 8 10/100 Ethernet ports and 1 100 Base/FX Ethernet port @ \$477.60 each.
- Item 3G - 2821 w/AC PWR @ \$1,986.45 each.
- Item 3H - 2800 IOS Advanced Enterprise Services @ \$1,224.49 each.
- Item 3I - 2821/51 AC power supply @ \$182 each.
- Item 3J - 256MB DDR DRAM memory @ \$468 each.
- Item 3K - Balance of line @ 38% discount off manufacturer's price list.

10. SOLUTIONS4SURE.COM, INC.
 D.B.A. TECH DEPOT
 6 CAMBRIDGE DRIVE
 TRUMBULL, CT 06611
 OWNER: KARIM HADCHITI, C.O.O.

- Item 3A - High Perf Dual 10/100 Modular RTR w/Cisco IOS IP @ \$2,614.27 each.
- Item 3B - Cisco 2600 Ser IOS Advanced Security @ \$634.20 each.
- Item 3C - Updated 1-Port T1 Fractional T1DSU/CSU WAN Interface Card @ \$625.77 each.
- Item 3D - 48-10/100 +2 GBIC Ports: SMI @ \$3,112.83 each.
- Item 3E - GBIC's @ \$246.16 each.
- Item 3F - 8 10/100 Ethernet ports and 1 100 Base/FX Ethernet port @ \$620.07 each.
- Item 3G - 2821 w/AC PWR @ \$2,427.31 each.
- Item 3H - 2800 IOS Advanced Enterprise Services @ \$1,501.84 each.
- Item 3I - 2821/51 AC power supply @ \$220 each.
- Item 3J - 256MB DDR DRAM memory @ \$564.92 each.
- Item 3L - Balance of line @ 11% discount off catalog price list

11. IT SOLUTIONS (WYSIWYG)
7276 N.W. 58 STREET
MIAMI, FL 33166
OWNER: MARGARET MORRIS, PRESIDENT

Item 3A - High Perf Dual 10/100 Modular RTR w/Cisco IOS
IP @ \$2,834.53 each.
Item 3B - Cisco 2600 Ser IOS Advanced Security
@ \$668 each.
Item 3C - Updated 1-Port T1 Fractional T1DSU/CSU WAN
Interface Card @ \$670 each.
Item 3D - 48-10/100 +2 GBIC Ports: SMI @ \$3,325 each.
Item 3E - GBIC's @ \$269 each.
Item 3F - 8 10/100 Ethernet ports and 1 100 Base/FX
Ethernet port @ \$670 each.
Item 3G - 2821 w/AC PWR @ \$2,318 each.
Item 3H - 2800 IOS Advanced Enterprise Services
@ \$1,591 each.
Item 3I - 2821/51 AC power supply @ \$234 each.
Item 3J - 256MB DDR DRAM memory @ \$269 each.

12. CDW GOVERNMENT, INC.
230 NORTH MILWAUKEE AVENUE
VERNON HILLS, IL 60061
OWNER: JAMES R. SHANKS, PRESIDENT

Item 3A - High Perf Dual 10/100 Modular RTR w/Cisco IOS
IP @ \$2,795 each.
Item 3B - Cisco 2600 Ser IOS Advanced Security
@ \$679 each.
Item 3C - Updated 1-Port T1 Fractional T1DSU/CSU WAN
Interface Card @ \$669 each.
Item 3D - 48-10/100 +2 GBIC Ports: SMI @ \$3,389 each.
Item 3E - GBIC's @ \$265 each.
Item 3f - 8 10/100 Ethernet ports and 1 100 Base/FX
Ethernet port @ \$669 each.
Item 3G - 2821 w/AC PWR @ \$2,645 each.
Item 3H - 2800 IOS Advanced Enterprise Services
@ \$679 each.
Item 3I - 2821/51 AC power supply @ \$238 each.
Item 3J - 256MB DDR DRAM memory @ \$1,289 each.

Item 3K - Balance of line @ 5% discount off
manufacturer's price list.

Item 3L - Balance of line @ 5% discount off catalog price
list.

Total Low Meeting Specifications: Group 4 Fortinet.

13. UNITED DATA TECHNOLOGIES
D.B.A. UDTPROTIA
8825 NW 21 TERRACE
DORAL, FL 33172
OWNER: ENRIQUE FLECHES, PRESIDENT

Item 4A - Firewall Devices Fortigate - 3600 @ \$4,574 each.

Item 4B - Fortinet Reporter Software @ \$2,006 each.

Item 4C - Fortinet Manager Software @ \$16,089 each.

Item 4D - Balance of line @ 13% discount off
manufacturer's price list.

Item 4E - Balance of line @ 13% discount off catalog price
list.

14. THE PRESIDIO CORPORATION
7601 ORA GLEN DRIVE, SUITE 100
GREENBELT, MD 20770
OWNER: RUDY CASASOLA, PRESIDENT (WF)

Item 4A - Firewall Devices Fortigate - 3600 @ \$21,027.42
each.

Item 4B - Fortinet Reporter Software @ \$627.42 each.

Item 4C - Fortinet Manager Software @ \$13,316.08 each.

Item 4E - Balance of line @ 30% discount off catalog price
list.

15. COMPUTER ASSET MANAGEMENT, INC.
7418 S.W. 48 STREET
MIAMI, FL 33155
OWNER: DANIEL SCIPIONE, PRESIDENT

Item 4A - Firewall Devices Fortigate - 3600 @ \$29,995
each.

Item 4B - Fortinet Reporter Software @ \$895 each.

Item 4C - Fortinet Manager Software @ \$18,995 each.

Item 4D - Balance of line @ 23% discount off
manufacturer's price list.

Total Low Meeting Specifications: Group 5 Hewlett Packard.

16. STORSOFT TECHNOLOGY LIMITED COMPANY
2120 BAHIA LANE
FORT LAUDERDALE, FL 33327
OWNER: JONATHAN EVANS, PRESIDENT (AM)

Item 5A - Redundant Power Supply for 4108 @ \$819 each.

Item 5B - ProCurve Switch XL 10/100 TX-Module @ \$1729 each.

Item 5C - ProCurve Switch XL 10/100 T-Module @ \$799 each.

Item 5D - ProCurve Switch 5372XL @ \$5,312 each.

Item 5E - ProCurve Gigabyte-SX-LC Mini GBIC @ \$319 each.

Item 5F - ProCurve Switch 4108GL Bundle @ \$3,899 each.

Item 5G - ProCurve Switch GL 10/100 TX-Module @ \$850 each.

Item 5H - ProCurve Switch GL 10/100 T-Module @ \$749 each.

Item 5I - Procurve Switch XL Mini-GBIC @ \$939 each.

Item 5J - Procurve Switch 9300 EP 48p 10/100-TX RJ21 @ \$969 each.

Item 5K - Balance of line @ 15% discount off manufacturer's price list.

Item 5L - Balance of line @ 15% discount off catalog price list.

17. UNITED DATA TECHNOLOGIES
D.B.A. UDTPROTIA
8825 N.W. 21 TERRACE
DORAL, FL 33172
OWNER: ENRIQUE FLECHES, PRESIDENT

Item 5A - Redundant Power Supply for 4108 @ \$638 each.

Item 5B - ProCurve Switch XL 10/100 TX-Module @ \$1,380 each.

Item 5C - ProCurve Switch XL 10/100 T-Module @ \$638 each.

Item 5D - ProCurve Switch 5372XL @ \$4,135 each.

Item 5E - ProCurve Gigabyte-SX-LC Mini GBIC @ \$243 each.

- Item 5F - ProCurve Switch 4108GL Bundle @ \$3,138 each.
- Item 5G - ProCurve Switch GL 10/100 TX-Module @ \$720 each.
- Item 5H - ProCurve Switch GL 10/100 T-Module @ \$600 each.
- Item 5I - Procurve Switch XL Mini-GBIC @ \$754 each.
- Item 5J - Procurve Switch 9300 EP 48p 10/100-TX RJ21 @ \$7,436 each.
- Item 5L - Balance of line @ 40% discount off catalog price list.

18. OFFICE MANAGEMENT SYSTEMS, INC.
 D.B.A. LOGISTA
 750 SOUTH NORTHLAKE BOULEVARD, SUITE 1012
 ALTAMONTE SPRINGS, FL 32701
 OWNER: RON HARPER, PRESIDENT/C.E.O.

- Item 5A - Redundant Power Supply for 4108 @ \$647.31 each.
- Item 5B - ProCurve Switch XL 10/100 TX-Module @ \$1,401.23 each.
- Item 5C - ProCurve Switch XL 10/100 T-Module @ \$647.31 each.
- Item 5D - ProCurve Switch 5372XL @ \$4,198.98 each.
- Item 5E - ProCurve Gigabyte-SX-LC Mini GBIC @ \$246.79 each.
- Item 5F - ProCurve Switch 4108GL Bundle @ \$3,079.88 each.
- Item 5G - ProCurve Switch GL 10/100 TX-Module @ \$706.21 each.
- Item 5H - ProCurve Switch GL 10/100 T-Module @ \$588.41 each.
- Item 5I - Procurve Switch XL Mini-GBIC @ \$765.11 each.
- Item 5J - Procurve Switch 9300 EP 48p 10/100-TX RJ21 @ \$7,821.33 each.
- Item 5K - Balance of line @ 41.1% discount off manufacturer's price list.
- Item 5L - Balance of line @ 0% discount off catalog price list.

19. VIRTUCOM, INC.
2060 EAST EXCHANGE PLACE, SUITE 228
TUCKER, GA 30084
OWNER: JENNY TANG, C.E.O.

Item 5A - Redundant Power Supply for 4108 @ \$672.92 each.
Item 5B - ProCurve Switch XL 10/100 TX-Module @ \$1,471.82 each.
Item 5C - ProCurve Switch XL 10/100 T-Module @ \$679.92 each.
Item 5D - ProCurve Switch 5372XL @ \$4,410.52 each.
Item 5E - ProCurve Gigabyte-SX-LC Mini GBIC @ \$263 each.
Item 5F - ProCurve Switch 4108GL Bundle @ \$3,235.04 each.
Item 5G - ProCurve Switch GL 10/100 TX-Module @ \$741.79 each.
Item 5H - ProCurve Switch GL 10/100 T-Module @ \$618.05 each.
Item 5I - Procurve Switch XL Mini-GBIC @ \$803.66 each.
Item 5J - Procurve Switch 9300 EP 48p 10/100-TX RJ21 @ \$8,215.35 each.
Item 5K - Balance of line @ 28% discount off manufacturer's price list.

20. INSIGHT PUBLIC SECTOR, INC.
218 EAST ORANGE AVENUE
LAKE WALES, FL 33853
OWNER: RICHARD FENNESSY, C.E.O.

Item 5A - Redundant Power Supply for 4108 @ \$692.37 each.
Item 5B - ProCurve Switch XL 10/100 TX-Module @ \$1498.77 each.
Item 5C - ProCurve Switch XL 10/100 T-Module @ \$692.37 each.
Item 5D - ProCurve Switch 5372XL @ \$4,491.27 each.
Item 5E - ProCurve Gigabyte-SX-LC Mini GBIC @ \$263.97 each.

- Item 5F - ProCurve Switch 4108GL Bundle @ \$3,294.27 each.
- Item 5G - ProCurve Switch GL 10/100 TX-Module @ \$755.37 each.
- Item 5H - ProCurve Switch GL 10/100 T-Module @ \$629.37 each.
- Item 5I - Procurve Switch XL Mini-GBIC @ \$818.37 each.
- Item 5J - Procurve Switch 9300 EP 48p 10/100-TX RJ21 @ \$8,365.77 each.
- Item 5K - Balance of line @ 37% discount off manufacturer's price list.
- Item 5L - Balance of line @ 5% discount off catalog price list.

Total Low Meeting Specifications: Group 6 Oneac.

- 21. ONEAC CORPORATION
27944 NORTH BRADLEY ROAD
LIBERTYVILLE, IL 60048-9700
OWNER: CHLORIDE GROUP, PLC

- Item 6A - ON1500XAU-SN4 Series Power Condition UPS @ \$2,284.51 each.
- Item 6B - ON6000XA-WSNK5 Series Power Condition UPS @ \$1,677.40 each.
- Item 6C - Balance of line @ 0% discount off manufacturer's price list.
- Item 6D - Balance of line @ 0% discount off catalog price list.

- 22. BELL SOUTH
7650 NW 19 STREET, SUITE 600
MIAMI, FL 33126
OWNER: F. DUANE ACKERMAN, CHAIRMAN/C.E.O.

- Item 6A - ON1500XAU-SN4 Series Power Condition UPS @ \$1,594.14 each.
- Item 6B - ON6000XA-WSNK5 Series Power Condition UPS @ \$2,478.60 each.
- Item 6C - Balance of line @ 40% discount off manufacturer's price list.

23. THE PRESIDIO CORPORATION
7601 ORA GLEN DRIVE, SUITE 100
GREENBELT, MD 20770
OWNER: RUDY CASASOLA, PRESIDENT (WF)

Item 6A - ON1500XAU-SN4 Series Power Condition UPS
@ \$2,900 each.

Item 6B - ON6000XA-WSNK5 Series Power Condition UPS
@ \$1,850 each.

Item 6D - Balance of line @ 0% discount off
manufacturer's price list.

24. SOUTHERN ELECTRIC SUPPLY
D.B.A. REXEL
2131 PARK CENTRAL BOULEVARD
POMPANO BEACH, FL 33064
OWNER: DICK WATERMAN
EXECUTIVE VICE PRESIDENT, C.O.O.

Item 6A - ON1500XAU-SN4 Series Power Condition UPS
@ \$3,472 each.

Item 6B - ON6000XA-WSNK5 Series Power Condition UPS
@ \$2,184 each.

Item 6D - Balance of line @ 10% discount off catalog price
list.

25. GRAYBAR
11250 N.W. 91 STREET
MEDLEY, FL 33178
OWNER: ROBERT REYNOLDS, PRESIDENT/C.E.O.

Item 6A - ON1500XAU-SN4 Series Power Condition UPS
@ \$3,008 each.

Item 6B - ON6000XA-WSNK5 Series Power Condition UPS
@ \$2,960.17 each.

Item 6C - Balance of line @ 10% discount off
manufacturer's price list.

Item 6D - Balance of line @ 5% discount off catalog price
list.

Total Low Meeting Specifications: Group 7 Specialized Products.

26. COMPUTER ASSET MANAGEMENT, INC.
7418 S.W. 48 STREET
MIAMI, FL 33155
OWNER: DANIEL SCIPIONE, PRESIDENT
- Item 7A - Complete Tool kit @ \$771 each.
Item 7B - 18 volt Hammer Drill @ \$366 each.
Item 7C - ITC 3002 Test-All IV @ \$247 each.
Item 7D - TC-TCK1 Test Kit @ \$425 each.
Item 7E - Balance of line @ 0% discount off
manufacturer's price list.
27. GRAYBAR
11250 N.W. 91 STREET
MEDLEY, FL 33178
OWNER: ROBERT REYNOLDS, PRESIDENT/C.E.O.
- Item 7A - Complete Tool kit @ \$831.46 each.
Item 7B - 18 volt Hammer Drill @ \$369.66 each.
Item 7C - ITC 3002 Test-All IV @ \$277.53 each.
Item 7D - TC-TCK1 Test Kit @ \$453.65 each.
Item 7E - Balance of line @ 10% discount off
manufacturer's price list.
Item 7F - Balance of line @ 5% discount off catalog price
list.
28. Authorize Procurement Management Services to purchase
up to the budgeted amount of \$2,415,369.19.

OSP/lja