

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:           AWARD BID NO. 018-JJ04 – NETWORK-CONNECTIVITY  
DEVICES**

**COMMITTEE:       INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS**

**LINK TO DISTRICT  
STRATEGIC PLAN: EVALUATE AND REDESIGN INTERNAL BUSINESS  
OPERATIONS**

The purpose of this bid is to furnish, at firm unit prices, quantities, as may be required, of network-connectivity devices, which includes internetworking devices (i.e. bridges, routers, repeaters, switches, gateways, multiplexers, hubs, concentrators etc.) and network-adaptor 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. Sixteen (16) vendors responded to this advertised solicitation.

Inasmuch as award methodology for Items 1C, 2K, 3D, 4K, 5C, 6E, 7G, 8F, 9E and Group 10 may not insure the best pricing to the District, it is recommended that these items be rejected, to allow rebidding using revised specifications. Additionally, no bids were received for Items 9A through 9D, the recommendation reflects that these items be rejected as well. Competitive prices will be solicited for the latter mentioned items, as the need arises, pursuant to Board Rule 6GX13- 3C-1.111 – Bidding Process – Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure.

Information Technology Services will utilize this bid to support E-Rate applications.

Fund Source  
Various

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 018-JJ04 – NETWORK-CONNECTIVITY DEVICES, to furnish, at firm unit prices, quantities, as may be required, of network-connectivity devices, which includes internetworking devices (i.e. bridges, routers, repeaters, switches, gateways, multiplexers, hubs, concentrators etc.) and network-adaptor cards for all current network topologies and bus architectures, for Information Technology Services, during the term of the bid, effective July 1, 2009, through December 30, 2011, as follows:

**Total Low Meeting Specifications: Group 1 APC**

1. DELL MARKETING, L.P.  
ONE DELL WAY, RR8-06  
ROUND ROCK, TX 78682  
OWNER: MICHAEL DELL, CHAIRMAN/C.E.O.  
  
Item 1A - APC BK500 Backup UPS CS @ \$100.50 each.  
Item 1B - APC Smart UPS-1000 VA @ \$245.60 each.
2. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 TERRACE  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, PRESIDENT/C.E.O.  
  
Item 1A - APC BK500 Backup UPS CS @ \$109 each.  
Item 1B - APC Smart UPS-1000 VA @ \$391 each.
3. GRAYBAR  
11250 N.W. 91 STREET  
MEDLEY, FL 33178  
OWNER: ROBERT REYNOLDS, PRESIDENT/C.E.O.  
  
Item 1A - APC BK500 Backup UPS CS @ \$110.93 each.  
Item 1B - APC Smart UPS-1000 VA @ 415.85 each.
4. PROSYS INFORMATION SYSTEMS  
13876 S.W. 119 AVENUE  
MIAMI, FL 33186  
OWNER: MICHELLE CLERY, PRESIDENT  
  
Item 1A - APC BK500 Backup UPS CS @ \$104.90 each.  
Item 1B - APC Smart UPS-1000 VA @ \$436 each.

5. ATC INTERNATIONAL, INC.  
1270 N.W. 165 STREET  
MIAMI, FL 33169  
OWNER: VINCENT VENTO  
C.E.O./PRESIDENT/SECRETARY

Item 1A - APC BK500 Backup UPS CS @ \$137.50 each.  
Item 1B - APC Smart UPS-1000 VA @ \$531.25 each.

**Total Low Meeting Specifications: Group 2 Cisco Systems**

6. ATC INTERNATIONAL, INC.  
1270 N.W. 165 STREET  
MIAMI, FL 33169  
OWNER: VINCENT VENTO  
C.E.O./PRESIDENT/SECRETARY

Item 2A - Cisco 2811 @ \$3,581.25 each.  
Item 2B - Cisco 2821 @ \$912.50 each.  
Item 2C - WIC-1DSU-T1-V2 @ \$893.75 each.  
Item 2D - WS-C3560G-24TS-S @ \$6,512.50 each.  
Item 2E - WS-C3560G-48TS-S @ \$362.50 each.  
Item 2F - WS-C3560E-24TD-S @ \$697.50 each.  
Item 2G - X2-10GB-LRM @ \$3,235 each.  
Item 2H - WS-C3750G-24T-S @ \$2,187.50 each.  
Item 2I - WS-C3560-48TD-S @ \$343.75 each.  
Item 2J - WS-C3560G-48TS-E @ \$550 each.

7. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 STREET  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, PRESIDENT

Item 2A - Cisco 2811 @ \$1,572 each.  
Item 2B - Cisco 2821 @ \$2,454 each.  
Item 2C - WIC-1DSU-T1-V2 @ \$570 each.  
Item 2D - WS-C3560G-24TS-S @ \$2,733 each.  
Item 2E - WS-C3560G-48TS-S @ \$4,557 each.  
Item 2F - WS-C3560E-24TD-S @ \$3,417 each.  
Item 2G - X2-10GB-LRM @ \$852 each.  
Item 2H - WS-C3750G-24T-S @ \$3,417 each.  
Item 2I - WS-C3560-48TD-S @ \$6,597 each.  
Item 2J - WS-C3560G-48TS-E @ \$6,700 each.

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

Item 2A - Cisco 2811 @ \$1,472.05 each.  
Item 2B - Cisco 2821 @ \$2,298.05 each.  
Item 2C - WIC-1DSU-T1-V2 @ \$590 each.  
Item 2D - WS-C3560G-24TS-S @ \$2,829.05 each.  
Item 2E - WS-C3560G-48TS-S @ \$4,717.05 each.  
Item 2F - WS-C3560E-24TD-S @ \$3,537.05 each.  
Item 2G - X2-10GB-LRM @ \$882.05 each.  
Item 2H - WS-C3750G-24T-S @ \$3,537.05 each.  
Item 2I - WS-C3560-48TD-S @ \$7,077.05 each.  
Item 2J - WS-C3560G-48TS-E @ \$7,074.10 each.

9. PROSYS INFORMATION SYSTEMS  
13876 S.W. 119 AVENUE  
MIAMI, FL 33186  
OWNER: MICHELLE CLERY, PRESIDENT

Item 2A - CISCO2811 @ \$2,442.60 each.  
Item 2B - CICS02821 @ \$2,323.35 each.  
Item 2C - WIC-1DSU-T1-V2 @ \$596.50 each.  
Item 2D - WS-C3560G-24TS-S @ \$2,860.20 each.  
Item 2E - WS-C3560G-48TS-S @ \$4,769 each.  
Item 2F - WS-C3560E-24TD-S @ \$3,576 each.  
Item 2G - X2-10GB-LRM @ \$891.75 each.  
Item 2H - WS-C3750G-24T-S @ \$3,576 each.  
Item 2I - WS-C3560-48TD-S @ \$7,155 each.  
Item 2J - WS-C3560G-48TS-E @ \$7,152 each.

10. DIGITAL INTELLEGENCE SYSTEMS CORP. (DISYS)  
4151 LAFAYETTE CENTER DRIVE, SUITE 600  
CHANTILLY, VA 20151  
OWNER: ATUL BHATIA, C.E.O.

Item 2A - CISCO2811 @ \$1,509.48 each.  
Item 2B - CICS02821 @ \$2,356.48 each.  
Item 2C - WIC-1DSU-T1-V2 @ \$605 each.  
Item 2D - WS-C3560G-24TS-S @ \$2,900.98 each.  
Item 2E - WS-C3560G-48TS-S @ \$4,836.98 each.  
Item 2F - WS-C3560E-24TD-S @ \$3,626.98 each.  
Item 2G - X2-10GB-LRM @ \$904.48 each.

Item 2H - WS-C3750G-24T-S @ \$4,534.48 each.  
Item 2I - WS-C3560-48TD-S @ \$7,256.98 each.  
Item 2J - WS-C3560G-48TS-E @ \$7,253.95 each.

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

Item 2A - Cisco 2811 @ \$1,691.05 each.  
Item 2B - Cisco 2821 @ \$2,639.94 each.  
Item 2C - WIC-1DSU-T1-V2 @ \$677.78 each.  
Item 2D - WS-C3560G-24TS-S @ \$3,249.91 each.  
Item 2E - WS-C3560G-48TS-S @ \$5,418.83 each.  
Item 2F - WS-C3560E-24TD-S @ \$4,063.27 each.  
Item 2G - X2-10GB-LRM @ \$1,013.28 each.  
Item 2H - WS-C3750G-24T-S @ \$4,063.27 each.  
Item 2I - WS-C3560-48TD-S @ \$8,129.94 each.  
Item 2J - WS-C3560G-48TS-E @ \$8,126.56 each.

Total Low Meeting Specifications: Group 3 Fortinet

12. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 STREET  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, PRESIDENT

Item 3A - FC-10-03600-065 @ \$41,102 each.  
Item 3B - Software (NO PART#) @ \$6,234 each.  
Item 3C - Software (NO PART#) @ \$14,996 each.

**Total Low Meeting Specifications:  
Group 4 Hewlett Packard**

13. P.M.E., INC.  
10800 N.W. 21 STREET  
DORAL, FL 33172  
OWNER: MIGUEL FERNANDEZ

Item 4A - J4839A @ \$779 each.  
Item 4B - J4820B @ \$1,628.10 each.  
Item 4C - J4821A @ \$770 each.  
Item 4D - J4848B @ \$4,965 each.  
Item 4E - J4858B @ \$294 each.

Item 4F - J4861A @ \$3,559 each.  
Item 4G - J4862B @ \$896 each.  
Item 4H - J4863A @ \$750 each.  
Item 4I - J4878B @ \$920 each.  
Item 4J - J4889B @ \$2,065 each.

14. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 STREET  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, PRESIDENT

Item 4A - J4839A @ \$572 each.  
Item 4B - J4820B @ \$1,237 each.  
Item 4C - J4821A @ \$572 each.  
Item 4D - J4848B @ \$3,707 each.  
Item 4E - J4858B @ \$218 each.  
Item 4F - J4861A @ \$1,673 each.  
Item 4G - J4862B @ \$623.50 each.  
Item 4H - J4863A @ \$519.50 each.  
Item 4I - J4878B @ \$675.50 each.  
Item 4J - J4889B @ \$7,100 each.

15. JDL TECHNOLOGIES, INC.  
10900 RED CIRCLE DRIVE  
MINNETONKA, MN 55343  
OWNER: CURTIS J. SAMPSON, BOARD CHAIR

Item 4A - J4839A @ \$672 each.  
Item 4B - J4820B @ \$1,455 each.  
Item 4C - J4821A @ \$672 each.  
Item 4D - J4848B @ \$4,361 each.  
Item 4E - J4858B @ \$267 each.  
Item 4F - J4861A @ \$3,199 each.  
Item 4G - J4862B @ \$734 each.  
Item 4H - J4863A @ \$611 each.  
Item 4I - J4878B @ \$795 each.  
Item 4J - J4889B @ \$8,124 each.

16. ATC INTERNATIONAL, INC.  
1270 N.W. 16 STREET  
MIAMI, FL 33169  
OWNER: VINCENT VENTO  
C.E.O./PRESIDENT/SECRETARY

Item 4A - J4839A @ \$943.75 each.  
Item 4B - J4820B @ \$2,368.75 each.  
Item 4C - J4821A @ \$296.25 each.  
Item 4D - J4848B @ \$5,963.75 each.  
Item 4E - J4858B @ \$158.75 each.  
Item 4F - J4861A @ \$1,493.75 each.  
Item 4G - J4862B @ \$1,025 each.  
Item 4H - J4863A @ \$852.50 each.  
Item 4I - J4878B @ \$1,300 each.  
Item 4J - J4889B @ \$11,532.47 each.

**Total Low Meeting Specifications: Group 5 ONEAC**

17. ONEAC  
27944 N. BRADLEY ROAD  
LIBERTYVILLE, IL 60048  
OWNER: CHORIDE GROUP, PLC

Item 5A - ON1500XAU-SN4 @ \$3,252.60 each.  
Item 5B - ON600XA-WSNK5 @ \$2,314.20 each.

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

Item 5A - ON1500XAU-SN4 @ \$3,954.14 each.  
Item 5B - ON600XA-WSNK5 @ \$2,813.34 each.

19. ATC INTERNATIONAL, INC.  
1270 N.W. 165 STREET  
MIAMI, FL 33169  
OWNER: VINCENT VENTO  
C.E.O./PRESIDENT/SECRETARY

Item 5A - ON1500XAU-SN4 @ \$5,181.25 each.  
Item 5B - ON600XA-WSNK5 @ \$3,687.50 each.

**Total Low Meeting Specifications:  
Group 6 Tools/Specialty Tools**

20. P.M.E., INC.  
10800 N.W. 21 STREET  
DORAL, FL 33172  
OWNER: MIGUEL FERNANDEZ

Item 6A - PC Repair Kit @ \$499.99 each.  
Item 6B - Telecom Installation Kit @ \$675 each.  
Item 6C - A high torque tool @ \$185 each.

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

Item 6A - PC Repair Kit @ \$940.48 each.  
Item 6B - Telecom Installation Kit @ \$718.31 each.  
Item 6C - A high torque tool @ \$242.07 each.

**Total Low Meeting Specifications: Group 7 Fluke**

22. P.M.E., INC.  
10800 N.W. 21 STREET  
DORAL, FL 33172  
OWNER: MIGUEL FERNANDEZ, PRESIDENT

Item 7A - Model GLD-OPVS2 Item 3116257 @ \$3,114 each.  
Item 7B - Model OPVS2-BP Item 2134834 @ \$650 each.  
Item 7C - Model OPVS3-GIG/PSVSW Item 2823281 @ \$33,311 each.  
Item 7D - Model OPVS3-WLESS Item 2823289 @ \$11,429 each.  
Item 7E - Model Analyzeair Item 2583778 @ \$3,660 each.  
Item 7F - INTAIR-LAP 2535868 @ \$3,175 each.

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

Item 7A - Model GLD-OPVS2 Item 3116257 @ \$3,233.33  
each.

Item 7B - Model OPVS2-BP Item 2134834 @ \$673.61  
each.

Item 7C - Model OPVS3-GIG/PSVS/W Item 2823281 @  
\$33,445 each.

Item 7D - Model OPVS3-WLESS Item 2823289 @  
\$11,475 each.

Item 7E - Model Analyzeair Item 2583778 @ \$3,639.88  
each.

Item 7F - INTAIR-LAP 2535868 @ \$3,093.22 each.

24. ATC INTERNATIONAL, INC.  
1270 N.W. 165 STREET  
MIAMI, FL 33169  
OWNER: VINCENT VENTO  
C.E.O./PRESIDENT/SECRETARY

Item 7A - Model GLD-OPVS2 Item 3116257 @ \$4,041.25  
each.

Item 7B - Model OPVS2-BP Item 2134834 @ \$842 each.

Item 7C - Model OPVS3-GIG/PSVS/W Item 2823281 @  
\$40,500 each.

Item 7D - Model OPVS3-WLESS Item 2823289 @  
\$14,000 each.

Item 7E - Model Analyzeair Item 2583778 @ \$4,716.25  
each.

Item 7F - INTAIR-LAP 2535868 @ \$4,007.50 each.

**Total Low Meeting Specifications: Group 8 United Data**

25. P.M.E., INC.  
10800 N.W. 21 STREET  
DORAL, FL 33172  
OWNER: MIGUEL FERNANDEZ, PRESIDENT
- Item 8A - Model A4030 AirMagnet Spectrum Analyzer @  
\$3,054 each.
- Item 8B - Model A1354 AirMagnet Laptop @ \$2,450 each.
- Item 8C - Model A1356 AirMagnet WI/FI Bundle @  
\$9,158 each.
- Item 8D - Model A1150 AirMagnet Laptop Pro @ \$3,054  
each.
- Item 8E - Model C1060 NA 802.11 @ \$213.99 each.
26. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 TERRACE  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, PRESIDENT
- Item 8A - Model A4030 AirMagnet Spectrum Analyzer @  
\$3,148.97 each.
- Item 8B - Model A1354 AirMagnet Laptop @ \$2,488.42  
each.
- Item 8C - Model A1356 AirMagnet WI/FI Bundle @  
\$9,395.71 each.
- Item 8D - Model A1150 AirMagnet Laptop Pro @ \$3,133.12  
each.
- Item 8E - Model C1060 NA 802.11 @ \$189.55 each.
27. PROSYS INFORMATION SYSTEMS  
13876 S.W. 119 AVENUE  
MIAMI, FL 33186  
OWNER: MICHELLE CLERY, PRESIDENT
- Item 8A - Model A4030 AirMagnet Spectrum Analyzer @  
\$3,201.90 each.
- Item 8B - Model A1354 AirMagnet Laptop @ \$5,854.95  
each.
- Item 8C - Model A1356 AirMagnet WI/FI Bundle @  
\$8,916.60 each.

Item 8D - Model A1150 AirMagnet Laptop Pro @ \$3,201.90 each.

Item 8E - Model C1060 NA 802.11 @ \$160.30 each.

28. GRAYBAR

11250 N.W. 91 STREET

MEDLEY, FL 33178

OWNER: ROBERT REYNOLDS, PRESIDENT/C.E.O.

Item 8A - Model A4030 AirMagnet Spectrum Analyzer @ \$3,223.33 each.

Item 8B - Model A1354 AirMagnet Laptop @ \$5,893.15 each.

Item 8C - Model A1356 AirMagnet WI/FI Bundle @ \$9,666.37 each.

Item 8D - Model A1150 AirMagnet Laptop Pro @ \$3,223.33 each.

Item 8E - Model C1060 NA 802.11 @ \$254.90 each.

29. Authorize Procurement Management Services to purchase up to the total estimated amount of \$22,000,000.

RHH/ae