

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:                   AWARD BID NO. 016-PP04 – NETWORK-CONNECTIVITY  
DEVICES**

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

**LINK TO STRATEGIC  
FRAMEWORK:               FINANCIAL EFFICIENCY/STABILITY**

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. Information Technology Services will utilize this bid to support E-Rate applications, and support the current network topologies and bus architectures. This bid has vendors, who will be contacted to submit competitive quotes for specific scopes of work.

This is a term bid which states that the Board may purchase quantities, as may be required, at firm prices, but is not obligated to purchase any guaranteed amount. Thirteen (13) vendors responded to this advertised solicitation.

The term of the bid shall be for two (2) years, effective July 1, 2014, through June 30, 2016, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the awardees, be extended for three (3) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

Attempts were made to benchmark against the School Boards of Broward and Palm Beach Counties, however, the terms and conditions are not similar, so benchmarking could not be performed.

Strategies were employed to increase M/WBE & SBE/MBE participation. One (1) M/WBE vendor responded to this solicitation.

Fund Source  
Various

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 016-PP04 - 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, 2014, through June 30, 2016, including extensions thereto, as follows:

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 1 – APC**

1. PC SOLUTIONS & INTEGRATION, INC.  
4937 S.W. 75 AVENUE  
MIAMI, FL 33155  
OWNER: MICHELLE RUDNICK, PRESIDENT
2. ZONES, INC.  
1102 15 STREET S.W., SUITE 102  
AUBURN, WA 98001- 6524  
OWNER: FIROZ LALJI, CHAIRMAN
3. TIGER DIRECT, INC.  
7795 WEST FLAGLER STREET  
MIAMI, FL 33144  
OWNER: RICHARD LEEDS, C.E.O.
4. PROSYS INFORMATION SYSTEMS  
9725 N.W. 117 AVENUE, SUITE 420  
MIAMI, FL 33178  
OWNER: MICHELLE CLERY, PRESIDENT
5. INTERMARK INDUSTRIES, INC.  
2980 N.W. 74 AVENUE  
MIAMI, FL 33122  
OWNER: BERNARD KREMEN, PRESIDENT
6. STORSOFT TECHNOLOGY CORP.  
P.O. BOX 297666  
PEMBROKE PINES, FL 33029  
OWNER: JOHN L. EVANS, PRESIDENT

7. JDL TECHNOLOGIES, INC.  
5450 N.W. 33 AVENUE, SUITE 106  
FORT LAUDERDALE, FL 33309  
OWNER: CURTIS SAMPSON, CHAIRMAN

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 2 – Cisco**

8. STRUCTURED CABLING SOLUTIONS  
5632 N.W. 161 STREET  
MIAMI GARDENS, FL 33014  
OWNER: SYED A. SHAH, PRESIDENT M/WBE

9. PROSYS INFORMATION SYSTEMS  
9725 N.W. 117 AVENUE, SUITE 420  
MIAMI, FL 33178  
OWNER: MICHELLE CLERY, PRESIDENT

10. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 TERRACE  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, C.E.O.

11. CDW GOVERNMENT, LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, IL 60061  
OWNER: THOMAS E. RICHARDS, CHAIRMAN/C.E.O.

12. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 3 – Charging Stations**

13. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 TERRACE  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, C.E.O.

14. INTERMARK INDUSTRIES, INC.  
2980 N.W. 74 AVENUE  
MIAMI, FL 33122  
OWNER: BERNARD KREMEN, PRESIDENT
  15. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.
  16. CDW GOVERNMENT, LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, IL 60061  
OWNER: THOMAS E. RICHARDS, CHAIRMAN/C.E.O.
  17. JDL TECHNOLOGIES, INC.  
5450 N.W. 33 AVENUE, SUITE 106  
FORT LAUDERDALE, FL 33309  
OWNER: CURTIS SAMPSON, CHAIRMAN
  18. STRUCTURED CABLING SOLUTIONS  
5632 N.W. 161 STREET  
MIAMI GARDENS, FL 33014  
OWNER: SYED A. SHAH, PRESIDENT M/WBE
  19. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT
- Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 4 – Hewlett Packard**
20. UNITED DATA TECHNOLOGIES  
8825 N.W. 21 TERRACE  
DORAL, FL 33172  
OWNER: ENRIQUE FLECHES, C.E.O.
  21. STORSOFT TECHNOLOGIES CORP.  
P.O. BOX 297666  
PEMBROKE PINES, FL 33029  
OWNER: JOHN L. EVANS, PRESIDENT

22. PC SOLUTIONS & INTEGRATION, INC.  
4937 S.W. 75 AVENUE  
MIAMI, FL 33155  
OWNER: MICHELLE RUDNICK, PRESIDENT
23. JDL TECHNOLOGIES, INC.  
5450 N.W. 33 AVENUE, SUITE 106  
FORT LAUDERDALE, FL 33309  
OWNER: CURTIS SAMPSON, CHAIRMAN
24. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT
25. ZONES, INC.  
1102 15 STREET S.W., SUITE 102  
AUBURN, WA 98001-6524  
OWNER: FIROZ LALJI, CHAIRMAN
26. CDW GOVERNMENT, LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, IL 60061  
OWNER: THOMAS E. RICHARDS, CHAIRMAN/C.E.O.

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 5 – PowerVar**

27. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.
28. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT
29. STRUCTURED CABLING SOLUTIONS  
5632 N.W. 161 STREET  
MIAMI GARDENS, FL 33014  
OWNER: SYED A. SHAH, PRESIDENT M/WBE

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 6 – Specialty Tools**

- 30. CDW GOVERNMENT, LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, IL 60061  
OWNER: THOMAS E. RICHARDS, CHAIRMAN/C.E.O.
- 31. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.
- 32. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 7 – Fluke**

- 33. ZONES, INC.  
1102 15 STREET S.W., SUITE 102  
AUBURN, WA 98001-6524  
OWNER: FIROZ LALJI, CHAIRMAN
- 34. PC SOLUTIONS & INTEGRATION, INC.  
4937 S.W. 75 AVENUE  
MIAMI, FL 33155  
OWNER: MICHELLE RUDNICK, PRESIDENT
- 35. JDL TECHNOLOGIES, INC.  
5450 N.W. 33 AVENUE, SUITE 106  
FORT LAUDERDALE, FL 33309  
OWNER: CURTIS SAMPSON, CHAIRMAN
- 36. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.

37. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT
38. CDW GOVERNMENT, LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, IL 60061  
OWNER: THOMAS E. RICHARDS, CHAIRMAN/C.E.O.

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 8 – IP Based Intercom System**

39. JDL TECHNOLOGIES, INC.  
5450 N.W. 33 AVENUE, SUITE 106  
FORT LAUDERDALE, FL 33309  
OWNER: CURTIS SAMPSON, CHAIRMAN
40. PC SOLUTIONS & INTEGRATION, INC.  
4937 S.W. 75 AVENUE  
MIAMI, FL 33155  
OWNER: MICHELLE RUDNICK, PRESIDENT
41. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: WINDSTREAM HOLDINGS, INC.
42. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.

**Low Meeting Specifications and Percentage Discount  
Off Manufacturer's Balance of Line Items: Group 9 –  
Netscout**

43. ZONES, INC.  
1102 15 STREET S.W., SUITE 102  
AUBURN, WA 98001-6524  
OWNER: FIROZ LALJI, CHAIRMAN

44. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: WINDSTREAM HOLDINGS, INC.

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 10 – Distributed Antenna System**

45. JDL TECHNOLOGIES, INC.  
5450 N.W. 33 AVENUE, SUITE 106  
FORT LAUDERDALE, FL 33309  
OWNER: CURTIS SAMPSON, CHAIRMAN

46. STRUCTURED CABLING SOLUTIONS  
5632 N.W. 161 STREET  
MIAMI GARDENS, FL 33014  
OWNER: SYED A. SHAH, PRESIDENT M/WBE

47. TROPICAL COMMUNICATIONS, INC.  
6937 N.W. 82 AVENUE  
MIAMI, FL 33166  
OWNER: WILLIAM F. DEVIerno, PRESIDENT

48. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT

49. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 11 – Climate Controlled Data Center Cabinet**

50. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.

51. STRUCTURED CABLING SOLUTIONS  
5632 N.W. 161 STREET  
MIAMI GARDENS, FL 33014  
OWNER: SYED A. SHAH, PRESIDENT M/WBE
52. WINDSTREAM  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: WINDSTREAM HOLDINGS, INC.
53. CDW GOVERNMENT, LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, IL 60061  
OWNER: THOMAS E. RICHARDS, CHAIRMAN/C.E.O.
54. JDL TECHNOLOGIES, INC.  
5450 N.W. 33 AVENUE, SUITE 106  
FORT LAUDERDALE, FL 33309  
OWNER: CURTIS SAMPSON, CHAIRMAN

**Total Low Meeting Specifications and Percentage  
Discount Off Manufacturer's Balance of Line Items:  
Group 12 – Data Center Backup Power**

55. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT
56. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.

**Group 13 – Balance of Catalog Offering**

57. GRAYBAR ELECTRIC COMPANY, INC.  
11250 N.W. 91 STREET  
MIAMI, FL 33178  
OWNER: KATHY MAZZARELLA, PRESIDENT/C.E.O.

58. INTERMARK INDUSTRIES, INC.  
2980 N.W. 74 AVENUE  
MIAMI, FL 33122  
OWNER: BERNARD KREMEN, PRESIDENT
59. PC SOLUTIONS & INTEGRATION, INC.  
4937 S.W. 75 AVENUE  
MIAMI, FL 33155  
OWNER: MICHELLE RUDNICK, PRESIDENT
60. STORSOFT TECHNOLOGY CORP.  
P.O. BOX 297666  
PEMBROKE PINES, FL 33029  
OWNER: JOHN L. EVANS, PRESIDENT
61. TIGER DIRECT, INC.  
7795 WEST FLAGLER STREET  
MIAMI, FL 33144  
OWNER: RICHARD LEEDS, C.E.O.
62. WINDSTREAM CORPORATION  
4001 RODNEY PARHAM ROAD  
LITTLE ROCK, AR 72212  
OWNER: JEFFERY R. GARDNER, PRESIDENT
63. Authorize Procurement Management Services to purchase up to the total estimated amount of \$30,000,000, for the initial contract term, and an amount not to exceed \$15,000,000, for each additional one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

RHH/mh