

Financial Services  
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD INVITATION TO BID NO. ITB-16-011-DW -  
NETWORK CONNECTIVITY**

**COMMITTEE: FISCAL ACCOUNTABILITY**

**LINK TO STRATEGIC  
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of the Office of Academic Transformation, specifically Information Technology Services, released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to establish a list of pre-approved vendors to furnish network connectivity devices, which includes internetworking devices and network adapter cards for various departments servicing the District. This is a term bid which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services' website, the Demandstar website, BidNet, Florida Bid, *The Miami Times* and the *Diario Las Americas* newspapers, as well as e-mailed to 1,096 potential bidders, which included 19 Small Business/Micro Business Enterprise (SBE/MBE) certified vendors that are registered to the IT computer peripheral commodity codes.

The initial term of the bid shall be for a two (2) year period, commencing July 1, 2017 through June 30 2019 and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for three (3) additional one (1) year periods.

Strategies were employed to increase SBE/MBE participation. The Goal Setting Committee recommended that this solicitation be open with a 25% SBE/MBE participation rate and a 10% local preference participation rate.

Seven (7) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract shall be awarded to all seven (7) vendors, of which four (4) of the awarded vendors are SBE/MBE and Minority/Women Business Enterprise (M/WBE) certified. The SBE/MBE goal was exceeded by 29%, and the local preference goal was exceeded by 57%.

Fund Source

Various

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD** Invitation To Bid No. ITB-16-011-DW – NETWORK CONNECTIVITY, to establish a contract, for a list of pre-approved vendors to provide, network connectivity devices, which includes internetworking devices and network adapter cards for The School Board of Miami-Dade County during the term of the bid, with an initial effective date of July 1, 2017 through June 30, 2019 and may, by mutual agreement between The School Board of Miami-Dade County, Florida and the successful bidder, be extended for three (3) additional one (1) year extension periods thereto, as follows:

- A. CDW GOVERNMENT LLC  
230 NORTH MILWAUKEE AVENUE  
VERNON HILLS, ILLINOIS 60061  
OWNER/OPERATOR: THOMAS RICHARDS
- B. DADE TECHNOLOGY SOLUTIONS, INC. SBE  
4805 NW 79 AVE, SUITE #10  
MIAMI, FL 33166  
OWNER/OFFICER: ALEXIS PEREZ, PRESIDENT  
**HISPANIC-AMERICAN**
- C. ELECTRONACA, INC.  
7000 W. PALMETTO PARK ROAD, SUITE 210  
BOCA RATON, FL 33433  
OWNER/OFFICER: IRENE SULBARAN, PRESIDENT
- D. GLOBALXNET TECHNOLOGIES, LLC. MBE  
9101 NW 7<sup>TH</sup> AVENUE, B21  
MIAMI, FL 33150  
OWNER/OFFICER: MACK SAMUEL, PRESIDENT  
**AFRICAN-AMERICAN**
- E. SHI INTERNATIONAL CORPORATION  
290 DAVIDSON AVENUE  
SOMERSET, NJ 08873  
OWNER/OFFICER: TED GOROSPE, ACCOUNT EXECUTIVE
- F. UNITED DATA TECHNOLOGIES, INC. M/WBE  
8825 NW 21ST TERRACE  
MIAMI, FL 33172  
OWNER/OFFICER: JOE MONTESINOS, ACCOUNT MANAGER  
**HISPANIC-AMERICAN**

G. STRUCTURED CABLING SOLUTIONS, INC.  
5632 NW 161 STREET  
MIAMI GARDENS, FL 33014  
OWNER/OFFICER: SYED SHAH, PRESIDENT  
ASIAN-AMERICAN

M/WBE

2. **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 subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amount shown will be expended.

RYS/hws