

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

SUBJECT: AWARD INVITATION TO BID NO. ITB-19-001-DP – NETWORK CONNECTIVITY

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

LINK TO STRATEGIC BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES

Procurement Management Services, at the request of Information Technology Services, released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to establish contracts with preapproved vendors for the purchase of network connectivity devices for Miami-Dade County Public Schools. This is a term bid states that the Board may purchase services, as may be needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services and DemandStar websites. The solicitation was shared with District offices for additional community outreach, and its various media platforms, including but not limited to social media, local newspapers, local radio stations, and prior bid forecasting lists.

The initial term of the bid shall be for a period of three (3) years, commencing July 1, 2020, through June 30, 2023, and may, by mutual agreement between the School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year periods. At the time of contract extension, additional vendors may be added and/or removed, at the discretion of the District.

Strategies were employed to increase SBE/MBE/VBE (Small/Micro Business Enterprise/Veteran Business Enterprise) participation. The Goal Setting Committee recommended that this solicitation be open with a 5% SBE/MBE preference rate.

Ten (10) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract will be awarded to six (6) vendors of which two (2) are SBE/MBE certified.

In Fiscal Year 2018-2019, the District spent \$750,174 on Network Connectivity contracts.

M-DCPS OEO staff verified the SBE/MBE certification status of the prime firms and all subcontractors.

Fund Source
Various

E-141

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

1. **AWARD INVITATION TO BID NO. ITB-19-001-DP – NETWORK CONNECTIVITY**, to establish contracts with preapproved vendors for the purchase of network connectivity devices for Miami-Dade County Public Schools, during the term of the bid, with an effective date of July 1, 2020, through June 30, 2023, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year extension periods thereto, as follows:

A. **CONVERGED NETWORKS, LLC**
2 STILL SHADOW DRIVE, SUITE G
CHARLESTON, SC 29414
OWNER/OFFICER: MIKE DUCK, PRESIDENT

SUB-CONTRACTOR:

GLOBALXNET TECHNOLOGIES, LLC
660 NW 119TH STREET
MIAMI, FL 33168
OWNER/OFFICER: MACK SAMUEL, MGR
AFRICAN AMERICAN

MBE/MWBE

B. **ELECTRONACA, INC**
16621 GERMAIN DRIVE
DELRAY BEACH, FL 33433
OWNER/OFFICER: JHONATTAN NAVAS, VP

SBE

SUB-CONTRACTOR:

GREYSON TECHNOLOGIES, INC
6350 N ANDREWS AVENUE, SUITE 200
FORT LAUDERDALE, FL 33309
OWNER/OFFICER: GREG NORDONE, CEO

C. **PC SOLUTIONS & INTEGRATION, INC**
4937 SW 75TH AVENUE
MIAMI, FL 33155
OWNER/OFFICER: DAVID RUDNICK, VP

D. **SOFTCHOICE CORPORATION**
173 DUFFERIN STREET, SUITE 200
TORONTO, ON M6K3H-7, CANADA
OWNER/OFFICER: VINCE DE PALMA, CEO

SUB-CONTRACTOR:

TRIORB SOLUTIONS, LLC
7457 ALOMA AVENUE, SUITE 305
WINTER PARK, FL 32792
OWNER/OFFICER: JOSEPH I. HALL II, CEO

E. UNITED DATA TECHNOLOGIES, INC
DBA UDT
2900 MONARCH LAKES BOULEVARD, SUITE 300
MIRAMAR, FL 33027
OWNER/OFFICER: ENRIQUE FLECHES, CEO
HISPANIC AMERICAN

MWBE

ADDITIONAL/OPTIONAL (OEM)

F. SMOOTHWALL, INC
212 SOUTH TRYON STREET, SUITE 1000
CHARLOTTE, NC 28281
OWNER/OFFICER: RICH DIMEZZO, MGR

2. **AUTHORIZE** Procurement Management Services to purchase up to the total estimated amount of \$21,000,000 for the initial contract term and an amount not to exceed \$7,000,000 for each subsequent one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.