

Financial Affairs  
Eduardo A. Alfaro, Interim Chief Financial Officer

**SUBJECT:           AWARD BID NO. 154-CC04 - NETWORK-CONNECTIVITY  
DEVICES**

**COMMITTEE:       BUSINESS AND FINANCIAL SERVICES**

The purpose of this bid, opened on July 15, 2003, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of network-connectivity devices, for Information Technology Services. This is a term bid which states that the Board may purchase quantities, as may be required, at firm discounts, but is not obligated to purchase any guaranteed amount. Of 540 vendors sent bid forms or card notices of this advertised bid, 23 responded, with 14 bids meeting specifications (not all vendors bid all items), 2 bids not meeting specifications (no manufacturer certifications), 3 non-responsive bids (no price lists, no Format B) and 4 no bids.

Fund Source  
0100 - General

M/WBE Eligibility  
None

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 154-CC04 - NETWORK-CONNECTIVITY DEVICES, to purchase, at firm discounts, quantities, as may be required, of network-connectivity devices, for Information Technology Services, during the term of the bid, effective August 20, 2003, through June 30, 2005, as follows:

1.     ALLTEL COMMUNICATIONS PRODUCTS, INC.  
      13560 MORRIS ROAD  
      ALPHARETTA, GA 30004  
      OWNER: KEITH KOSTUCH, SENIOR VICE PRESIDENT

Item 1 - 3Com @ 31% discount.

2. AMERTEK NETWORKS  
D.B.A AMER.COM  
7259 BRYAN DAIRY ROAD  
LARGO, FL 33777  
OWNER: SCOTT BARRETT, PRESIDENT

Item 19 - Amer.Com @ 35% discount.

3. DALY COMPUTERS  
22521 GATEWAY CENTER DRIVE  
CLARKSBURG, MD 20871  
OWNER: RYAN T. YU, PRESIDENT

Item 1 - 3Com @ 30% discount.  
Item 2 - Belden @ 25% discount.  
Item 3 - Belkin @ 30% discount.  
Item 4 - Cabletron @ 30% discount.  
Item 5 - Cisco @ 25% discount.  
Item 6 - Digi @ 37% discount.  
Item 7 - D-Link @ 20% discount.  
Item 9 - IBM @ 10% discount.  
Item 10 - Intel @ 27% discount.  
Item 11 - Iomega @ 15% discount.  
Item 12 - Kensington @ 35% discount.  
Item 13 - Linksys @ 37% discount.  
Item 16 - Seagate @ 10% discount.  
Item 17 - US Robotics @ 20% discount.  
Item 18 - Western Digital @ 30% discount.

4. INSIGHT PUBLIC SECTOR, INC.  
218 EAST ORANGE AVENUE  
LAKE WALES, FL 33853  
OWNER: COMARK, INC.

Item 7 - D-Link @ 20% discount.  
Item 8 - Hewlett Packard @ 35% discount.  
Item 10 - Intel 15% discount.

5. MICROWAREHOUSE GOV/ED, INC.  
535 CONNECTICUT AVENUE  
NORWALK, CT 06854  
OWNER: JERRY YORK, C.E.O.

Item 2 - Belden @ 30% discount.  
Item 3 - Belkin @ 25% discount.  
Item 4 - Cabletron @ 20% discount.  
Item 9 - IBM @ 25% discount.  
Item 11 - Iomega @ 30% discount.  
Item 12 - Kensington @ 30% discount.  
Item 16 - Seagate @ 25% discount  
Item 17 - US Robotics @ 20% discount.  
Item 18 - Western Digital @ 25% discount.

6. NORTEL NETWORKS  
980 S.E. 6 TERRACE  
POMPANO BEACH, FL 33060  
OWNER: FRANK DUNN, PRESIDENT/C.E.O.

Item 15 - Nortel @ 38% discount.

7. POMEROY IT SOLUTIONS  
5773 N.W. 158 STREET  
MIAMI LAKES, FL 33014  
OWNER: DAVID B. POMEROY, C.E.O.

Item 5 - Cisco @ 40.6% discount.  
Item 6 - Digi @ 30% discount.  
Item 8 - Hewlett Packard @ 36% discount.  
Item 10 - Intel @ 30% discount.

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

Item 5 - Cisco @ 38.2% discount.

9. TECH DEPOT  
6 CAMBRIDGE DRIVE  
TRUMBULL, CT 06611  
OWNER: OFFICE DEPOT

Item 2 - Belden @ 18% discount.  
Item 9 - IBM @ 10% discount.  
Item 11 - Iomega @ 15% discount.  
Item 15 - Nortel @ 16% discount.  
Item 17 - US Robotics @ 7% discount.

10. TELECOM ENGINEERING CONSULTANTS, INC.  
9400 N.W. 25 STREET  
MIAMI, FL 33172  
OWNER: VALENTINE SELLATI, C.O.B.

Item 1 - 3Com @ 50% discount.  
Item 3 - Belkin @ 40% discount.  
Item 6 - Digi @ 60% discount.  
Item 7 - D-Link @ 40% discount.  
Item 12 - Kensington @ 24% discount.  
Item 13 - Linksys @ 40% discount.  
Item 14 - Netgear @ 35% discount.  
Item 15 - Nortel @ 30% discount.  
Item 16 - Seagate @ 40% discount.  
Item 18 - Western Digital @ 15% discount.

11. UNITED DATA TECHNOLOGIES  
7212 N.W. 56 STREET  
MIAMI, FL 33166  
OWNER: GERARD AMARO, PRESIDENT

Item 8 - Hewlett Packard @ 37% discount.  
Item 14 - Netgear @ 35% discount.

12. WYSIWYG ENTERPRISES, INC.  
7260 N.W. 58 STREET  
MIAMI, FL 33166  
OWNER: MARGARET MORRIS, PRESIDENT

Item 13 - Linksys @ 44% discount.

Item 14 - Netgear @ 39% discount.

13. Authorize Procurement Management Services to purchase up to the total estimated amount of \$1,600,000.

EAA/lja