

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