

La Canada Unified

E-Rate Bid Assessment Worksheet

Funding Year

2017-2018

Page 1

Instructions:

*Cost of the Eligible Products and Service must be the most heavily weighted criterion. Cell C18 will turn red if it is not the most heavily weighted.

** Evaluated on a scale of 1 to 5: 1=worst, 5=best.

*** Lowest price will auto-populate based on Vendor's bid pricing.

**** Enter the bid prices being evaluated in Row 17

Fill out the rest of the criteria and insert their scores

Lowest Price***:

\$ 111,714.48

This field will auto-populate based on the lowest priced vendor:

Vendor Scoring (use additional worksheets if necessary)

Selection Criteria: Insert your own or select from dropdown menu	Weight*	Sky Technologies			Digital Synergy			CDW-G			Winning Vendor		
		Price:	Raw Score**	Weighted Score	Price:	Raw Score	Weighted Score	Price:	Raw Score	Weighted Score	Price:	Raw Score	Weighted Score
Price of the Eligible Products and Services	25%	3,806,202.52	4	19%	\$111,714.48	5	12.5%	3,268,952.198	4	16%	\$ 111,714.48	5	25%
Technical Specifications	15%			12%		4	12%					4	12%
Reference Check	10%		5	10%		5	10%		5	10%		5	10%
Prior Experience	20%		3	12%		3	12%		5	20%		3	12%
Timeframe	15%		5	15%		5	15%		5	15%		5	15%
Cost of ineligible services	15%		5	15%		5	15%		5	15%		5	15%

Overall Ranking	100%	83%	89%	88%	89%
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Vendor Selected: Digital Synergy
 Approved By: Jamie Lewisadder
 Title: CTO
 Date: April 28th, 2017

Bid Assessment Comments, if needed: CDW-G has prior experience with the district and therefore scored a 5 in that category. All of the vendors had inconsistencies in their technical specifications and therefore all received a 4 in that category. Digital Synergy had the most competitive price overall and is the winning bid due to price.

Vendor: CDW-6
 Reviewed by: Ernest Koeppe
 Date: 4/28/17

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	15
Technical Specifications Including adherence to district standards	15 points	5
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	20
Timeframe	15 points	15
Cost of Ineligible services Cost of equipment outside of category two	15 points	5
	Total Score:	70 / 100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LCUSD
 tech oversight
 sys admin
 committee
 member

Vendor: CDW-G
 Reviewed by: Mark Evans
 Date: 4/25/17

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	15
Technical Specifications Including adherence to district standards	15 points	12
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	20
Timeframe	15 points	15
Cost of ineligible services Cost of equipment outside of category two	15 points	15
	Total Score:	87/100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LCUSD CBOD
 sys admin

Vendor: CDW
 Reviewed by: J. Watts
 Date: 4-24-2017

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	25 10
Technical Specifications Including adherence to district standards	15 points	5
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	15
Timeframe	15 points	5
Cost of ineligible services Cost of equipment outside of category two	15 points	5
	Total Score:	45 / 100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LCUSD
sys admin

Vendor: Digital Synergy
 Reviewed by: Chris Koeppe
 Date: 4/28/17

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	25
Technical Specifications Including adherence to district standards	15 points	10
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	15
Timeframe	15 points	15
Cost of ineligible services Cost of equipment outside of category two	15 points	15
	Total Score:	90 / 100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

WUSD
 tech oversight
 committee
 member

Vendor: Digital Synergy
 Reviewed by: J. Watts
 Date: 4-24-2017

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	25
Technical Specifications Including adherence to district standards	15 points	10
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	10
Timeframe	15 points	10
Cost of ineligible services Cost of equipment outside of category two	15 points	15
	Total Score:	80 /100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LCUSD
 6800-545
 admin

Vendor: Digital Synergy
 Reviewed by: Mark Evans
 Date: 4/25/17

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	25
Technical Specifications Including adherence to district standards	15 points	12
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	15
Timeframe	15 points	15
Cost of ineligible services Cost of equipment outside of category two	15 points	15
	Total Score:	92 / 100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LCUSD
CB00

Vendor: Sky
 Reviewed by: Ernest Koeppe
 Date: 4/28/17

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	20
Technical Specifications Including adherence to district standards	15 points	5
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	15
Timeframe	15 points	15
Cost of ineligible services Cost of equipment outside of category two	15 points	10
	Total Score:	75 / 100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LCUSD
 Oversight
 committee
 tech member

Vendor: Sky
 Reviewed by: Mark Evans
 Date: 4/25/17

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	20
Technical Specifications Including adherence to district standards	15 points	10
Reference Check	10 points	10 9
Prior Experience (Including experience with the district)	20 points	10
Timeframe	15 points	15
Cost of ineligible services Cost of equipment outside of category two	15 points	15
	Total Score:	79 / 100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LC VSD
 CBOD

~~LC VSD~~
 Oversight
 Committee
 Tech member

Vendor: Sky Technologies
 Reviewed by: J. Watts
 Date: 4-24-2017

Criteria	Maximum Points	
Cost of eligible goods and services Cost of Equipment will be released at time of bid opening. Points will be awarded during the evaluation of the bid(s).	25 points	15
Technical Specifications Including adherence to district standards	15 points	15
Reference Check	10 points	10
Prior Experience (Including experience with the district)	20 points	5
Timeframe	15 points	10
Cost of ineligible services Cost of equipment outside of category two	15 points	10
	Total Score:	65 / 100

1. Cost of eligible goods and services: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support (the switches, APs, and new wiring for the APs)
2. Technical Specifications: Do the parts match our district specs and existing equipment?
3. Reference Check: Emails sent out, I'll share the results with you to review.
4. Prior Experience (Including experience with the district): Does the vendor have a history with the district?
5. Timeframe: Is the vendor able to meet the needed timeline of during the summer?
6. Cost of ineligible services Cost of equipment outside of category two: Looking at the proposal comparison chart, assign points based on pricing of units, labor, and support for non-eligible services (the rewiring of the existing drops, not APs)

LCUSD
 Sys admin

~~LCUSD~~
~~Accountant~~
~~Comptroller~~
~~Tech. Manager~~

Wendy K. Sinnette
Superintendent

Anais Wenn
Assistant Superintendent
Educational Services

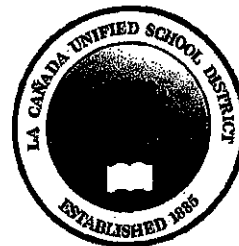
Mark Evans
Chief Business and
Operations Officer

Dr. Jeff Davis
Assistant Superintendent
Human Resources

Jamie Lewsadder
Chief Technology Officer

La Cañada Unified School District

...a learning community committed to personal growth and
academic excellence



May 3rd, 2017

Digital Synergy
15021 Ventura Blvd. #501
Sherman Oaks, CA 91403

Dear Ken Hagopian,

This letter will confirm our decision to complete the wireless upgrade, replacement, and installation project for the amount of \$111,714.48 from your company during the next E-rate funding year as specified in the attached specifications and price quotations. We expect to complete the work during the 2017 summer.

The procurement of the Ruckus wireless equipment, HP switches, and installation materials will be dependent upon the following conditions:

1. Contract confirmation at the next school board meeting;
2. Award of associated E-rate funding

To accept these terms and conditions, please sign below and return via email (jlewsadder@lcsd.net).

We look forward to working with Digital Synergy on this project.

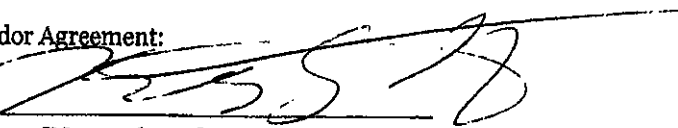
Sincerely,

A handwritten signature in black ink, appearing to read "Jamie Lewsadder".

Jamie Lewsadder
Chief Technology Officer

Vendor Agreement:

By:


[Name of Vendor Representative]

Date:

5/3/17
Attachments

RFP

LA CANADA UNIF SCHOOL DISTRICT

ATTN: Jamie Lee Lewsadder

470-Form #: 170063698

We appreciate the opportunity to bid on your wireless initiative. It's clear that La Canada USD is committed to creating a learning environment that best supports their students. We have the knowledge and experience to put in a wireless network that works within a budget that is affordable to the school.

SPIN # 143036385 – Digital Synergy Consulting, Inc.
FRN # 0024370165
DIR # 1000012855
CSLB C10 License # 1011924
CA Small Business Certification ID: 1757859
LA County Small Business Certification #: 1757859
City of Los Angeles Small Business Certification # SLB – 3155

Bidding Company:

Digital Synergy Consulting, Inc.
15021 Ventura Blvd #501
Sherman Oaks, CA 91403

Contact:

Ken Hagopian
818.647.9900 x210
ken@dsc.la

Bid Response For
RFP #2017-LCUSD Wireless E-RATE Proposal



DIGITAL SYNERGY
INFORMATION TECHNOLOGY
15021 Ventura Blvd. #501 Sherman Oaks, CA 91403

Capabilities Statement:

Digital Synergy is an IT consulting company located in Los Angeles, CA. We have implemented a number of high density multi-building and multi-floor wireless networks for both educational institutions and other enterprises. We have the experience to put in wireless networks that work, and the tools to validate the design. We are HP, Brocade, Cisco, Meraki, Aruba and Ruckus wireless partners. We also utilize specific tools such as Ekahau site survey to create a visual heat map of the floor, building or campus so the wireless network can be validated. In addition, we have other tools that assist us in seeing wireless interference in the air to help troubleshoot wireless issues.

We have spearheaded 1 to 1 initiatives for schools, and assist them in the design of their networks, wireless infrastructure, servers, and google apps.

We are a Brocade premier partner.

We have been providing network services since 2006

Project Scope and assumptions:

Replace 122 internal APs district wide, Replace 1 External AP district wide
Add 5 internal APs district wide, Add 1 external AP district wide.
Cabling and additional network components as requested.

LCHS

Add 27 internal APs
Replace 62 Internal APs
Replace 1 outdoor AP

PCR

Replace 14 internal APs
Add 3 internal APs (with drops)
1 24 port switch
1 24 port module

LCE

Replace 15 Internal APs
Add 1 External AP (with drops)
1 24 port Module

PCY

Replace 23 Internal APs
1 24 port Module

DO

Replace 8 internal APs
Add 2 internal APs



DIGITAL SYNERGY
INFORMATION TECHNOLOGY

15021 Ventura Blvd. #501 Sherman Oaks, CA 9140.

Digital Synergy Consulting Inc. Quote



DIGITAL SYNERGY

From: Ken Hagopian
Digital Synergy Consulting Inc.
15021 Ventura Blvd. #501
Sherman Oaks, CA 91403

(818) 647-9900
Ken@DigitalSynergyIT.com

Prepared for: Jamie Lee Lewsadder
La Canada School Unified School District
4490 Cornishon Drive
La Canada, CA 91011
United States

JLewsadder@lcsd.net

Quantity	Description	Unit Price	Ext. Price
1.00	Note: La Canada High School (LCHS)	\$0.00	\$0.00
89.00	E-rate - RUCKUS WIRELESS : ZoneFlex R710 US dual-band 802.11abgn/ac Wireless Access Point, 4x4:4 streams Wave 2, BeamFlex+, dual ports with link aggregation support, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	\$528.00	\$46,992.00
1.00	E-rate RUCKUS WIRELESS : ZoneFlex T710, omni, Outdoor, dual-band (5GHz and 2.4 GHz concurrent) Wave 2 802.11ac access point, 4x4:4 streams, adaptive antennas, dual-ports, PoE support includes adjustable acoustic drop ceiling bracket. Does not include power adapter. 1 year	\$1,620.00	\$1,620.00
90.00	Hang 27 New Access points, connect to existing drops. Replace 63 access points.	\$65.00	\$5,850.00
1.00	Note: PCR	\$0.00	\$0.00
17.00	E-rate - RUCKUS WIRELESS : ZoneFlex R710 US dual-band 802.11abgn/ac Wireless Access Point, 4x4:4 streams Wave 2, BeamFlex+, dual ports with link aggregation support, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	\$528.00	\$8,976.00
3.00	Cabling CAT6 Non-Plenum, basic drops assumptions: existing pathways, no conduit runs required or room in existing conduits, no surface raceway required. Per drop cost	\$175.00	\$525.00
1.00	E-rate: HP 2920-24G-POE+ Switch 24-port basic L3 10/100/1000 PoE+ switch with 2 slots for optional 10G modules, 1 slot for optional stacking module and a modular power supply 370 W PoE+ J9727A#ABA	\$1,220.00	\$1,220.00
1.00	HEWLETT PACKARD ENTERPRISE : HP 24-port Gig-T PoE+ v2 zl Module - J9534A	\$1,950.00	\$1,950.00
17.00	Hang 3 New Access points, connect to existing drops. Replace 14 access points.	\$65.00	\$1,105.00
1.00	Note: LCE	\$0.00	\$0.00
15.00	E-rate - RUCKUS WIRELESS : ZoneFlex R710 US dual-band 802.11abgn/ac Wireless Access Point, 4x4:4 streams Wave 2, BeamFlex+, dual ports with link aggregation support, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	\$528.00	\$7,920.00
1.00	E-rate RUCKUS WIRELESS : ZoneFlex T710, omni, Outdoor, dual-band (5GHz and 2.4 GHz concurrent) Wave 2 802.11ac access point, 4x4:4 streams, adaptive antennas, dual-ports, PoE support includes adjustable acoustic drop ceiling bracket. Does not include power adapter.	\$1,620.00	\$1,620.00
1.00	HEWLETT PACKARD ENTERPRISE : HP 24-port Gig-T PoE+ v2 zl Module - J9534A	\$1,950.00	\$1,950.00
1.00	Cabling CAT6 Non-Plenum, basic drops assumptions: existing pathways, no conduit runs required or room in existing conduits, no surface raceway required. Per drop cost. External rated Cable for external AP	\$450.00	\$450.00
16.00	Hang 1 New external Access points. Replace 15 access points.	\$65.00	\$1,040.00
1.00	Note: PCY	\$0.00	\$0.00
23.00	E-rate - RUCKUS WIRELESS : ZoneFlex R710 US dual-band 802.11abgn/ac Wireless Access Point, 4x4:4 streams Wave 2, BeamFlex+, dual ports with link aggregation support, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	\$528.00	\$12,144.00
1.00	HEWLETT PACKARD ENTERPRISE : HP 24-port Gig-T PoE+ v2 zl Module - J9534A	\$1,950.00	\$1,950.00
23.00	Replace 23 access points.	\$65.00	\$1,495.00

1.00 Note: DO	\$0.00	\$0.00
10.00 E-rate - RUCKUS WIRELESS : ZoneFlex R710 US dual-band 802.11abgn/ac Wireless Access Point, 4x4:4 streams Wave 2, BeamFlex+, dual ports with link aggregation support, 802.3af PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	\$528.00	\$5,280.00
✓ 2.00 Cabling CAT6 Non-Plenum, basic drops assumptions: existing pathways, no conduit runs required or room in existing conduits, no surface raceway required. Per drop cost	\$175.00	\$350.00
• 10.00 Hang 2 New Access points, connect to existing drops. Replace 8 access points.	\$65.00	\$650.00
70.00 Patch Cable CAT6 7 Ft.	\$5.00	\$350.00
Subtotal:		\$103,437.00
Sales Tax:		\$8,277.48
Total:		\$111,714.48

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Basic Maintenance of Internal Connections:

We have also attached an optional bid for Basic Maintenance of Internal Connections. This allows the District to utilize us as a technical support resource for both maintenance and troubleshooting if required. These hours would only get billed to the District and USAC if they are utilized.



DIGITAL SYNERGY
INFORMATION TECHNOLOGY

15021 Venture Blvd. #501 Sherman Oaks, CA 91403

Digital Synergy Consulting Inc.
Quote



DIGITAL SYNERGY

From:

Ken Hagopian
Digital Synergy Consulting Inc.
15021 Ventura Blvd. #501
Sherman Oaks, CA 91403

(818) 647-9900
Ken@DigitalSynergyIT.com

Prepared for:

Jamie Lee Lewsadder
La Canada School Unified School District
4490 Cornishon Drive
La Canada, CA 91011
United States

JLewsadder@lcusd.net

Quantity Description	Unit Price	Ext. Price
60.00 Basic Maintenance of internal connections estimated at 60 hours per year. Billed and utilized as required by the school. 186 APs, 5 Switches, Troubleshooting & Break Fix as required.	\$150.00	\$9,000.00
	Subtotal:	\$9,000.00
	Sales Tax:	\$0.00
	Total:	\$9,000.00

Thank you, We appreciate the opportunity to quote your business.
<http://www.dsc.la>

Signature: _____

Date: _____

Similar Project Experience:

1. **City of Inglewood** – City Libraries: Cabling and certification in all city libraries, installation of Ruckus Access points, HP Switches and SonicWALL firewall devices. Heatmaps, and testing of the entire environment. Project duration 3 weeks – 2016
2. **Oak Park Unified School District** – District wide replacement of access points with Ruckus equipment. Assistance in configuration. Project duration Compressed time table 2 weeks - 2016
3. **Sherman Indian High School – Bureau of Indian Education** – Campus wide cabling throughout 10 buildings. Network certification, Design and installation of wireless access points throughout the campus, including wireless support for outdoor gather areas. Installation and configuration of HP switches. Wireless heatmap and validation. Project compressed time frame 2 weeks – 2017
4. **The Archer School For Girls**: Project scope – cabling school wide, replace existing aging HP Switches with new HP switches, HP wireless controller, and HP Access points. Create VLANS as required, implement high density campus wide wireless network, test, validate, train. Project duration 3 months 2012
5. **The Wesley School**: Project scope – cabling school wide, replacing existing aging switches with new HP switches, Ruckus wireless controller, and Ruckus access points. Create VLANS as required, implement high density campus wide wireless network, test, validate, train. Project duration 3 months 2014
6. **The Frostig School**: Project scope – cabling school wide, replace existing aging HP switches with new HP switches, HP wireless controller and HP access points. Create VLANS, reconfigure network, implement high density campus wide wireless network, test, validate, train. Project duration 3 months 2012
7. **Our lady of Perpetual Help Catholic School**: Project Scope – cabling and fiber runs, implement new switches, replacing aging equipment with new HP switches, Ruckus wireless controller, and Ruckus access points. Create VLANS, reconfigure network, implement high density campus wide wireless network, test, validate, and train. Project duration 1 months 2015
8. **Multicultural Learning Center**: Project Scope – cabling site wide, replacing aging equipment with new HP switches, Ruckus wireless controller, and Ruckus access points. Create VLANS, reconfigure network, implement high density campus wide wireless network, test, validate, and train. Project duration 2 months 2015
9. **MEND**: Project Scope – Multiple projects over many years since 2008. Cabling site wide, replace network switches in multiple locations, implement new firewalls in multiple locations, virtualization of servers, implemented new phone system.



DIGITAL SYNERGY
INFORMATION TECHNOLOGY

15021 Venture Blvd. #501 Sherman Oaks, CA 9140

Digital Synergy will implement a robust, easy to manage wireless network. We will validate the design after implementation and provide training to on-site IT if required to allow the school to support the network. We will also be available as needed to support the wireless network in the future.

We look forward to providing your organization excellent service to aid in the stability and growth of your school.

We appreciate the opportunity to bid on your project.



Ken Hagopian
CEO
Digital Synergy Consulting, Inc.

Based on past experience we would recommend the following language be incorporated into any final agreement:

Service Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, invoicing and all other transactions associated with the project. The term of this contract shall commence on April 1, 2017 and shall terminate on September 30, 2018 for non-recurring services. This contract can be renewed for two additional 1 year terms.

The contract may be subject to the Owner receiving E-Rate funding in the form of a funding commitment decision letter in the amount requested. Prices must be held firm for the duration of the E-Rate Year 19 fiscal year ending September 30, 2018 or until all work associated with the project(s) are complete (including any SLD approved extensions) The work shall be subject to the following conditions:

- A. These services may depend on partial funding from the E-Rate program.
- B. Applicant expects Service Provider to make themselves thoroughly familiar with any rules or regulations regarding the E-Rate program.
- C. All contracts entered into as a result of this RFP may be contingent upon the specific funding of the FRN at the percentage rate submitted for.
- D. The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the form 471 Block 5. The Service Provider will be responsible for invoicing the Schools and Libraries Division for the funded amount unless the applicant elects to proceed without receipt of a Funding Commitment Decision letter.
- E. No E-Rate billing can take place before July 1, 2016. If customer elects to take delivery after April 1, 2016 but prior to Receipt of a Funding Commitment Decision letter then customer is liable for all amounts and agrees to pay progress payments and invoice USAC via the Billed Entity Application for Reimbursement (Form 472)
- F. No installation work can take place before April 1, 2016.
- G. In the event of questions during the E-Rate audit process, vendor is expected to reply within 3 business days to questions associated with their proposal.
- H. All work is subject to the 100% approval of the project or purchase by the FCC under the E-Rate discount program of the Telecommunications Act of 1996 unless otherwise approved by applicant.
- I. The Service Provider will be required to send copies of all forms and invoices submitted to SLD prior to invoicing the SLD to the Owner for our records.



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15021 Ventura Blvd. #501 Sherman Oaks, CA 9140

- J. Service Provider will be responsible for procuring the discounted amount from the SLD unless applicant elects otherwise.
- K. In addition, applicant reserves the right to fund, or partially fund (proceed with project or purchase) or not to fund regardless of E-Rate approval.
- L. It is understood that, subject to state and local law, this contract is for 3 years with 2 voluntary annual renewals (5 years)
- M. Applicant agrees to promptly file Form 486 - Receipt of Service Confirmation upon receipt of a Funding Commitment Decision Letter.
- N. The contractor will submit all pricing in the Form 471 Item 21 format found at <http://www.usac.org/sl/tools/forms/471-templates.aspx>

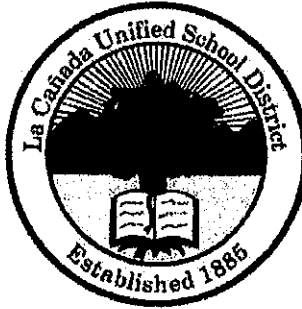
References

- 1) Multicultural Learning Center
 - a. Project description in section 6.
 - b. Saira Salazar-Martinez
 - c. saira@mlccharter.org
 - d. (818) 716-5783 ext. 222
- 2) The Frostig School
 - a. Project description in section 6.
 - b. Rick Benevides – IT
 - c. Rick.B@frostig.org
 - d. (626) 791-1255
- 3) The Archer School for Girls
 - a. Project description in section 6.
 - b. John Chen
 - c. johnchen@archer.org
 - d. (310) 873-7019
- 4) MEND Poverty - Meet Each Need with Dignity
 - a. Scott Mikels
 - b. Chief Financial Officer
 - c. scott@mendpoverty.org
 - d. (818) 686-7353



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INFORMATION TECHNOLOGY

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La Cañada Unified School District

4490 Cornishon Ave. La Cañada, CA 91011

E-Rate Year 20 (2017-18)

Request for Proposals

Wireless Equipment and Networking Supplies

RFP # 2017-LCUSD Wireless E-Rate

Prepared By:

Jamie Lewsadder, CTO

January 30th, 2017

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Timeline

RFP Issued	February 1st, 2017
Mandatory walkthrough	February 16th @9am Email and confirm attendance
Requests for Information Deadline	February 23rd, 2017
Proposals Deadline	March 23rd, 2017
Project Start Date	July 2017

E-RATE SUPPLEMENTAL TERMS AND CONDITIONS**Signed copy to be returned with bid response**

The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced price meals.

1. The project herein is contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate.
2. The District expects Service Providers to make themselves thoroughly familiar with and rules or regulations regarding the E-rate program.
3. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
4. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <http://www.usac.org/sl/providers/step01/>
5. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fialfoss.fcc.gov/coresWeb/publicHome.do>
6. Service Providers are responsible for maintaining evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status will be disqualified from participation in the bidding process and will be considered non-responsive. More information about FCC Red and Green Light Status may be found at this website: http://www.fcc.gov/debt_collection/welcome.html
7. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2017.
8. Prices must be held firm until September 30, 2018 or until all work associated with the project is complete (including any contract and USAC approved extensions).
9. The Service Provider agrees to bill and receive a portion of the payment for the

provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.

10. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.
11. Service provider shall retain all documentation related to the purchase, payment, delivery and/or installation, including Forms 474 and receipt of payment from USAC, for all products and services provided to the applicant. Related documentation must be retained for a period of 10 years from the last date of service.
12. Even after award of contract(s) and/or e-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.
13. **Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions.**
14. In the event of questions during an e-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
15. No change in the products and/or services specified in this document orders will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
16. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
17. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
18. This offer is in full compliance with USAC's Free Services Advisory <http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.
19. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an "Invoice Check" with the USAC <http://www.usac.org/sl/applicants/step07/invoice-check.aspx>
20. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx>

I, the undersigned, as an authorized agent of Digital Synergy Consulting, Inc. _____
(Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and
Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined
above.

Signature:  Title: CEO

Phone Number: 818.647.9900 Email: Ken@dsc.la

Service Provider Name: Ken Hagopian, Digital Synergy Consulting, Inc.

TRADE NAMES AND ALTERNATIVES

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. Burden of proof as to equality of any material, process or article shall rest with service provider. Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the response by the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time of bid response. Please note: All "or equal" components must not void and must be supported by corresponding manufacturer warranty.

All "or equal" components must meet the minimum requirements listed below.

The District retains the right to be sole judge as to whether equivalency has been proven and whether alternatives will be accepted.

SCOPE OF WORK

Currently, the District is equipped with Ruckus 7363 APs across 4 schools sites and 1 District Office. In an upgrade two years ago, Ruckus r710s were added in key buildings to support 1:1. The next phase of the upgrade project will be expanding 1:1 at the school campuses, refreshing the oldest access points, and adding access points to additional classrooms.

The District is requesting proposals to expand our district wide wireless networking system based on a (single source) Ruckus Wireless networking platform. Wireless network coverage needs to be sufficient to accommodate 90 concurrent mobile clients (such as iPads, Chromebooks, and laptops) in every classroom with 36 of those clients streaming video. Five sites will need expanded coverage: three elementary schools, one Jr/Sr high school campus and the district office. Proposals need to include the acquisition, installation and configuration of sufficient quantities of wave 2 AC Ruckus wireless access points or equivalent and with current controllers to provide coverage described below.

The selected vendor must be a certified sales and engineering partner of proposed equipment manufacturer. Selected vendor will be responsible for the programming and installation of said equipment and will supply all mounting hardware, screws, connectors, modules, fiber connections, cables as necessary to provide a fully functioning system when completed.

Vendor shall inventory and asset tags (District to provide asset tags) all equipment and provide the inventory of all equipment to the District. Inventory shall include, at a minimum, Brand, Model, Serial Number, District Asset Tag Number, installation location, installation date, and funding request number.

The district standard for network switches is HP. The district standard for Wireless Access Points units is Ruckus. While the E-rate rules do not allow the District to only consider proposals with that use our standard equipment, strong consideration will be given to proposals

that do align with our standards. Proposals may include equipment from other manufacturers if it is functionally equivalent.

No refurbished equipment is acceptable.

The quotes provided must include all materials, equipment and accessories required to furnish a complete working data electronics system without additional components as indicated on the parts list.

Service Provider must meet the following qualifications to be considered for award. Documentation regarding the following qualifications **MUST** be included in the Service Provider's proposal. Non-inclusion of applicable documents is basis for disqualification.

1. When providing electronic equipment quotes for switches/hubs/routers, Service Provider must have at least 1 Certified Engineer or equivalent on staff. 2. All proposals need to include tax and shipping as separate items in the response.

Prospective Service Providers are required to submit the following:

1. Three (3) references describing Service Provider's portfolio experience with comparable projects within a K-12 customer market
2. Service Provider's SPIN number
3. Service Provider's FCC Registration Number (FRN).
4. "Equipment list" completely filled in

Failure by Service Provider to supply these documents shall be considered grounds for disqualification.

Ken Hagopian

From: Jamie Lewsadder <jlewsadder@lcusd.net>
Sent: Tuesday, February 28, 2017 12:55 PM
To: JL@lcusd.net; Jessica J. Olsen
Subject: LCUSD Erate update #1

Hi Everyone,

I would like to make the following amendment to our RFP. Original language included adding APs and wiring to all elementary sites. Below are the changes:

Paradise Canyon: Replace current access points only, no new wiring or access points

La Canada Elementary: Replace current access points only, no new wiring or access points in classrooms. Request is still to add the outdoor AP.

Palm Crest: Replace current access points and only add to modular classrooms #'s 28, 32, and 34

Thank you everyone!

Jamie Lewsadder

Equipment List and Locations

(scope of work includes replacing existing APs, adding new APs with wiring, and additional switch gear)

La Canada High School (LCHS)	
Admin office	Replace 3 APs
A Building	Replace 20 APs, add 13 APs
B Building	Replace 21 APs, add add 8 APs
801	Replace 2 APs, one indoor, one outdoor
North Gym	Replace 3 APs
South Gym	Replace 2 APs
Information Resource Center (IRC)	Replace 3 Aps
600 Building	Replace 9APs, add 5 APs
500 Building	Add 1 AP to room 519

Palm Crest Elementary (PCR)	
Kinder Building	Add 1AP
First Grade Building	Add 2 APs
Second Grade Building	Add 2 APs
Office/SPED	Replace 3 APs
MPR/CPU Lab/Library	Replace 4 APs
Upper Bungalows	Replace 7 APs, add 7 APs
Switch	1 24 port switch
Core Switch	Add 1 24 port module

La Cañada Elementary (LCE)	
Office	Replace 4 APs, add 1 external AP
200 Building	Replace 2 APs, add 2 APs
300 Building	Replace 2 APs, add 2 APs
400 Building	Replace 2 APs, add 2 APs
500 Building	Replace 2 APs, add 2 APs
600 Building	Replace 2 APs, add 2 APs
Bungalows	Replace 1 AP, add 1 AP
Core Switch	Add 1 24 port module

Paradise Canyon Elementary (PCY)	
Office	Replace 2 APs
MPR	Replace 2 APs
Cafe/Library	Replace 2 APs
Kinder Buildings	Replace 4 APs, relocate 1 AP
2nd Grade Building	Replace 3 APs, add 1 AP
Bungalows (3rd and 1st grade)	Replace 5 APs, Add 6 APs
Bungalows (4th grade and specials)	Replace 5 APs and add 4 APs
Core Switch	Add 1 24 port module

District Office (DO)	
Professional Development Center	Replace 1 AP
Admin Building	Replace 2 APs
Business Office	Replace 1 AP
Auditorium	Replace 1 AP, add 1 AP
Board Room	Replace 1 AP
Maintenance	Replace 1 AP, add 1 AP

Ed Foundation Office	Replace 1 AP
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Summary:

1. Replace 123 Ruckus 7363 access points with Ruckus r710 or equivalent
2. Add 63 Ruckus r710 or equivalent access points
3. Replace 1 outdoor access point (LCHS)
4. Add one outdoor access point (LCE)
5. Relocate one access point (PCY)
6. Three (3) 24 port switch modules for the site core switches
7. One (1) 24 port POE switch with adequate power
8. Controller licenses for access points
9. 3 years support for all new hardware
10. Minimum 5 year warranty on all wiring and jacks
11. Installation of access points
12. Ceiling mount kits
13. Documentation of all installation points and wiring

Site maps with access point and IDF locations available upon request.

EVALUATION AND SELECTION CRITERIA

The District, in compliance with Federal Communications Commission (FCC) rules, will award to the vendor(s) providing the most cost-effective service offering. Per the Sixth Report and Order, FCC 10-175, FCC rules dictate the following:

§ 54.503 (c)(2)(vii) All bids submitted for eligible products and services will be carefully considered, with price being the primary factor, and the bid selected will be for the most cost-effective service offering consistent with § 54.511.

§ 54.511 Ordering Services (a) Selecting a provider of eligible services. In selecting a provider of eligible services, schools, libraries, library consortia, and consortia including any of those entities shall carefully consider all bids submitted and must select the most cost-effective service

offering. In determining which service offering is the most cost-effective, entities may consider relevant factors other than the pre-discount prices submitted by providers, but price should be the primary factor considered.

Therefore, the District may consider factors other than price alone in the consideration of bids; price for E-rate eligible goods and services will be the primary factor considered.

SELECTION CRITERIA:

Eligible Price/Charges 25%

Non-eligible Price/Charges 15%

District Experience 20%

Ability to deliver service in desired timeframe 15%

Vendor quote to meet district's minimum specifications 15%

Reference checks 10%

Total 100%

REQUESTS FOR INFORMATION

All inquiries must be submitted via e-mail to Jamie Lewsadder, jlewsadder@lcusd.net by the deadline on Page 2. The District will not respond to phone inquiries. Answers to questions as well as any amendments and clarifications will be posted on District's web site http://www.lcusd.net/apps/pages/index.jsp?uREC_ID=346637&type=d&pREC_ID=1115246 along with this RFP.

SUBMISSION INSTRUCTIONS

All offers must be submitted to the contact information below by the deadline indicated on Page 1. Service Provider shall provide two (2) original responses including bid bond and proof of insurance.

Contact Information: La Canada Unified School District ATTN: Jamie Lewsadder 4490 Cornishon Ave. La Canada, CA 91011

Proposals must be clearly labeled with the Title of the RFP #2017-LCUSD Wireless E-RATE Proposal" on the outside of the envelope.

Alternative Submission via E-mail

All offers may be submitted to the contact information below by the deadline indicated on Page 1. Contact Information: Jamie Lewsadder, CTO. Email: jlewsadder@lcusd.net

Offers must be received no later than the deadline noted above and clearly labeled in the subject line "#2017-LCUSD Wireless E-RATE Proposal"

It is the sole responsibility of each respondent to ensure all submittals and attachments are received by the District before the deadline. The District assumes no responsibility for transmission failures.

Verification of receipt can be made by contacting Jamie Lewsadder

Right to Reject Any and All Quotes

The District reserves the right to reject any or all quotation submittals and to waive any

informalities or regularities. The Service Provider's quotation submission is recognition of this right. In addition, the District reserves the right to fund, (proceed with project or purchase) or not to fund, regardless of E-Rate approval.

GENERAL INFORMATION FOR BIDDERS

1. Preparation of Bid Form. The District invites bids on the form attached to be submitted at such time and place as is stated in the Notice to Contractor Calling for Bids. All blanks in the bid form must be appropriately filled in. All bids shall be submitted in sealed envelopes bearing on the outside the name of the bidder, his address, and the name of the project for which the bid is submitted. It is the sole responsibility of the bidder to see that his bid is received in proper time. Any bid received after the scheduled closing time for receipt of bids will be returned to the bidder unopened. Both base bid and Unit price bid must be submitted to be considered.
2. Bid Security. Each bid shall be accompanied by a certified or cashier's check payable to the District or a satisfactory bid bond in favor of the District, executed by the bidder as principal, and a satisfactory surety company as surety, in an amount ten percent of the Bid Amount.
3. Signature. The bid must be signed in the name of the bidder and must bear the signature in longhand of the person or persons duly authorized to sign the bid on behalf of the bidder.
4. Modifications. Changes in or additions to the bid form, recapitulations of the work bid upon, alternative proposals, or any other modification of the bid form which is not specifically called for in the contract documents may result in the District's rejection of the bid as not being responsive to the invitation to bid. No oral or telephonic modification of any bid submitted will be considered, and a telegraphic modification may be considered only if the postmark evidences that a confirmation of the telegram duly signed by the bidder was placed in the mail prior to the opening of bids.
5. Erasures. The bid submitted must not contain any erasures, interlineations, or other corrections unless each such correction is suitably authenticated by affixing in the margin immediately opposite the correction the surname or surnames of the persons signing the bid.
6. Examination of Site and Contract Documents. Each bidder shall visit the site of the proposed work and fully acquaint himself with the conditions relating to the construction and labor so that he may fully understand the facilities, difficulties, and restrictions attending the execution of the work under the contract. Bidders shall thoroughly examine and be familiar with the drawings and specifications. The failure or omission of any bidder to receive or examine any contract document, form, instrument, addendum, or other document, or to visit the site and acquaint himself with conditions there existing shall in nowise relieve any bidder from any obligation with respect to his bid or to the contract. The submission of a bid shall be taken as prima facie evidence of compliance with this section.
7. Withdrawal of Bids. Any bidder may withdraw his bid either personally by written request, or by telegraphic request confirmed in the manner specified above at any time prior to the scheduled closing time for the receipt of bids. No bidder may withdraw his bid for a period of one year after the date set for the opening of bids.

8. Agreements and Bonds. The Agreement form which the successful bidder, as Contractor, will be required to execute, and the forms and amounts of surety bonds which he will be required to furnish at the time of execution of the Agreement, are included in the contract documents and should be carefully examined by the bidder. The required number of executed copies of the Agreement, the Performance Bond, and the Payment Bond is as specified in the Supplementary General Conditions. Payment and Performance bonds must be executed by an admitted surety insurer as defined in Code of Civil Procedure §995.120.

9. Interpretation of Plans and Documents. If any person contemplating submitting a bid for the proposed contract is in doubt as to the true meaning of any part of the drawings, specifications, or other contract documents, or finds discrepancies in, or omissions from the drawings and specifications, he may submit to the District a written request for an interpretation or correction thereof. The person submitting the request will be responsible for its prompt delivery. Any interpretation or correction of the contract documents will be made only by addendum duly issued and a copy of such addendum will be mailed or delivered to each person receiving a set of the contract documents. No person is authorized to make any oral interpretation of any provision in the contract documents to any bidder, and no bidder is authorized to rely on any such unauthorized oral interpretation.

10. Bidders Interest in More Than One Bid. No person, firm, or corporation shall be allowed to make, or file, or be interested in more than one bid for the same work unless alternate bids are specifically called for. A person, firm, or corporation that has submitted a sub-proposal to a bidder, or that has quoted prices of materials to a bidder, is not thereby disqualified from submitting a sub-proposal or quoting prices to other bidders or making a prime proposal.

11. Award of Contract. The District reserves the right to award in part or in whole, reject any or all bids, or to waive any irregularities or informalities in any bids or in the bidding. The award of the contract, if made by the District, will be to the lowest responsible bidder meeting specification as determined solely by the District. Price has to remain firm for a period of 6 months after the opening of the bid. All Conversion cost shall be borne by the bidder.

IMPORTANT All awards of scope of work under this request are contingent upon approved E-Rate application and/or receipt of E-Rate funding awarded by the Schools and Libraries Division of USAC and approved by the Federal Communications Commission. In addition, any award(s) of scope of work under this request may be contingent upon the District appropriating matching funds. At the discretion of the District, if one-hundred percent (100%) of the costs of the awarded scope of work is not E-Rate funded this quotation process and all related awards of scope of work under this request may be voided.

The District has full discretion to cancel or terminate the overall contract(s) (or Purchase Orders), or any portions, awarded. The successful vendor(s) will not be eligible to collect damages for cancellation of the contract under these conditions.

The requirements outlined in this document shall apply to all contracts entered into as a result of the posting of the E-Rate 2015-2016 Forms 470/471

12. Alternates. If alternate bids are called for, the contract may be awarded, at the election of the governing board, to the lowest responsible bidder on the base bid, or on the base bid and any alternate or combination of alternates.

13. Evidence of Responsibility. The bidder whose bid is under consideration for the award shall submit with the bid documents to the District satisfactory evidence showing the level of bidder's financial resources, his construction experience, insurance, bondability and other pertinent information to determine contractor's ability to contract for this project if requested after the bids are opened. Failure to do so may result in disqualification.

14. Listing Subcontractors. Each bidder shall submit a list of the proposed subcontractors (contractor with valid contractor's B license) on this project as required by the Subletting and Subcontracting Fair Practices Act. (Public Contract Code §4100, et seq.) Forms for this purpose are furnished with the contract documents.

15. Workers' Compensation. In accordance with the provisions of §3700 of the Labor Code, Contractor shall secure the payment of compensation to his employees. Contractor shall sign and file with District the following certificate prior to performing the work under this contract: "I am aware of the provisions of §3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of the code, and I will comply with such provisions before commencing the performance of the work of this contract." The form of such certificate is included as part of the contract documents.

16. Bid Deposit Return. Deposits of three or more low bidders, the number being at the discretion of the District, will be held for six (6) months or until posting by the successful bidder(s) of the bonds and certificates of insurance required and return of executed copies of the appropriate agreement form, whichever first occurs, at which time the deposits will be returned.

17. Forfeiture for Failure to Execute Contract. In the event the bidder to whom an award is made fails or refuses to execute the contract upon receiving notification that he is the bidder to whom the contract is awarded, and/or provide actual bonds upon receiving Notice to Proceed, the District may declare the bidder's bid deposit or bond forfeited as damages caused by the failure of the bidder to enter into the contract, and may award the work to the next lowest bidder, or may call for new bids.

18. Assurance of Compliance with Civil Rights Law and Americans with Disabilities Act. The Contractor hereby assures that it will comply with Subchapter VI of the Civil Rights Act of 1964, 42 USC Sections 2000e through 2000 (e) (17), to the end that no person shall, on the grounds of race, creed, color, sex, or national origin be excluded from participation in, be denied the benefits of, or be otherwise subject to discrimination under this agreement or under any project, program, or activity supported by this agreement. The Contractor agrees to comply with applicable Federal and California laws including, but not limited to, the California Fair Employment and Housing Act, beginning with Government Code §12900, and Labor Code §1735. In addition, the Contractor agrees to require like compliance by any subcontractors employed on the work by him.

The Contractor hereby assures that it will comply with the Americans with Disabilities Act of 1990, 42 U.S.C. Sections 12101 et seq., to ensure that disabled individuals shall be reasonably accommodated in accordance with the Act, and the Contractor shall not exclude from participation in, or deny the benefit of, or otherwise subject a disabled individual to discrimination under this Agreement, or under any project, program, or activity supported by this Agreement.

19. Noncollusion Affidavit. Bidders on all public works contracts are required to submit an Affidavit of Noncollusion with their bid. This form is included with the bid package and must

be signed under the penalty of perjury and dated. Following bid award, a non-collusion affidavit must be submitted by each subcontractor with the Agreement documents.

20. Department of Justice Clearance. Clearance from the California Department of Justice (DOJ) is required for employees of bidders that may be in contact with pupils. No employees may start on the job **until clearance is ascertained**. Bidders shall certify in writing to the governing board of the school district that none of its employees who may come in contact with pupils have been convicted of a violent or a serious felony. This clearance must be recertified along with the renewal of contract during its anniversary. A violent felony is any felony listed in subdivision (c) of Section 667.5 of the Penal Code, and a serious felony is any felony listed in subdivision (c) of Section 1192.7 of the Penal Code. The bidder shall provide a list of the names of its employees who may come in contact with pupils to the governing board of the school district.

21. Bid Preparation All expenses incurred in preparation or submission of this bid shall be borne by the bidder.

22. Bid Submittal Bidders are required to send in bid which list in detail how work will be performed that meets the District's specification. Also include drawings for points of connection if necessary.

23. Request for Clarification All requests for clarification will be accepted only in writing to jlewsadder@lcusd.net by February 20, 2015 3:00 PM. Late request will not be considered. Absence of Clarification Request signifies acceptance of the specifications, terms and condition as presented.

24. Department of Industrial Relations SB 854 requires that all public works General Contractor and Subcontractor to be registered with the California State Department of Industrial Relations (DIR) and pay a yearly labor compliance monitoring fee. La Canada Unified School District will not accept a bid or enter into a contract with an unregistered contractor. Bidders must attach proof of registration.

25. Subcontractor Listing California Law requires the listing of subcontractor's name, location, description of work and license number. Failure to include such information will result in disqualification of bid.

26. Master Purchasing Agreements All bids submitted must be based on master purchasing agreements (WSCA, CMAS, etc) or piggybackable contracts.

27. ERATE La Canada Unified School District participates in the Schools and Libraries Program, (aka E-Rate), which is administered by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC). The E-Rate program provides discounts and reimbursements for telecommunications, Internet services and internal connections to eligible schools and libraries. For more information on USAC and the E-Rate program, please visit <http://www.usac.org/sl/>.

The work outlined in this RFP is contingent on E-rate funding. In the event that the given scope of work cannot be completed in the next funding year, the District reserves the right to extend

the agreement one year at a time for a maximum total term not to exceed five years. While the RFP does mention specific equipment the district is willing to consider equivalent equipment, but strong preference will be given to equipment that complies with the district's current equipment standards.

To be considered for this contract, solution providers are required to supply a valid Service Provider Identification Number (SPIN) as well as contact information for the individual(s) responsible for filing the solution providers E-Rate forms, including the FCC Form 473, 474, 498 and 499 (if applicable). All necessary vendor E-Rate forms must be up to date by the RFP deadline. Bids submitted from solution providers who do not meet the above requirements will not be considered for award. As required by Section 54.500(f) of Part 47 of the Code of Federal Regulation all bids in response to this Form 470 must offer the lowest corresponding price (LCP) which is defined as the lowest price that a service provider charges to nonresidential customers who are similarly situated to a particular E-rate applicant (school, library, or consortium) for similar services. See <http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx> for more information on the requirements relating to LCP.

LA CANADA UNIFIED SCHOOL DISTRICT expects service providers will provide an Excel version of the Item 21 Attachments in the format approved by USAC and the FCC. Bidders must ensure they provide the current approved Item 21 Attachment from USAC in an excel format that can easily be uploaded into USAC's online system. These templates are available at <http://www.usac.org/sl/tools/forms/471-templates.aspx>.

Agreement to Terms and Condition of the bid:

Digital Synergy Consulting, Inc.



Name of Company

Signature of Bidder

Ken Hagopian, CEO

Name and Title of Bidder

**10% of Bid Amount
BID BOND**

Name of Principal Digital Synergy Consulting, Inc.

Address 15021 Ventura Blvd. #501

City of Sherman Oaks, State of California

as Principal, and The Ohio Casualty* of a corporation organized and existing under the laws of the State of New Hampshire, legally doing business in California as an admitted surety insurer at address 71 Stevenson Street, Suite 600

City of San Francisco, State of California, as Surety, are indebted to La Canada Unified School District in the sum of ten percent of bid amount submitted to the District for which payment Principal and Surety bind ourselves, our heirs, executors, administrators, successors, and assigns, jointly and severally.

*Insurance Company

THE CONDITION OF THE OBLIGATION OF THIS BOND IS THAT THE PRINCIPAL has submitted to the accompanying bid dated March 22, 2017,

for Wireless Equipment and Networking Supplies RFP #2017-LCUSD Wireless E-Rate.

NOW, THEREFORE, if the Principal shall not withdraw said bid within the period specified therein after the opening of the same, or, if no period be specified, within six (6) months after said opening; and if the Principal is awarded the contract, and shall enter into a written contract with the District, in accordance with the bid as accepted provide a letter of bondability and after receiving the Notice to proceed within five calendar days give bond with good and sufficient surety or sureties, as may be required, for the faithful performance and proper fulfillment of such contract and for the payment for labor and materials used for the performance of the contract, or in the event of the withdrawal of said bid within the period specified or the failure to enter into such contract and give such bonds within the time specified, if the Principal shall pay the District the difference between the amount specified in said bid and the amount for which the District may procure the required work and/or supplies, if the latter amount be in excess of the former, together with all costs incurred by the District in again calling for bids, then the above obligation shall be void and of no effect, otherwise to remain in full force.

Surety, for value received, hereby stipulates and agrees that no change, extension of time, alteration or addition to the terms of the contract on the call for bids, or to the work to be performed thereunder, or the specifications accompanying the same, shall in anywise affect its obligation under this bond, and it does hereby waive notice of any such change, extension of time, alteration or addition to the terms of said contract or the call for bids, or to the work, or to the specifications.

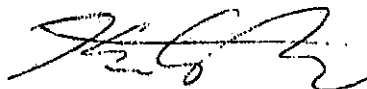
In the event suit is brought upon this bond by the District and judgment is recovered, the Surety shall pay all costs incurred by the District in such a suit, including a reasonable attorney's fee to be fixed by the court.

IN WITNESS WHEREOF this instrument has been duly executed by the Principal and Surety above-named on the 20th day of March, 2017.

(Corporate Seal)

Digital Synergy Consulting, Inc.
Principal

By



Ken Hagoopian
Typed or Printed Name

Title

The Ohio Casualty Insurance Company
Surety

(Corporate Seal)

By



David K. Mahler
Typed or Printed Name

Title Attorney-in-Fact

(Attached Attorney in Fact Certificate)

THIS POWER OF ATTORNEY IS NOT VALID UNLESS IT IS PRINTED ON RED BACKGROUND.

This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

Certificate No. 7614148

Liberty Mutual Insurance Company
The Ohio Casualty Insurance Company West American Insurance Company

POWER OF ATTORNEY

KNOWN ALL PERSONS BY THESE PRESENTS: That The Ohio Casualty Insurance Company is a corporation duly organized under the laws of the State of New Hampshire, that Liberty Mutual Insurance Company is a corporation duly organized under the laws of the State of Massachusetts, and West American Insurance Company is a corporation duly organized under the laws of the State of Indiana (herein collectively called the "Companies"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint, David F. Drumh; David K. Mahler

all of the city of Foster City, state of CA each individually if there be more than one named, its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver, for and on its behalf as surety and as its act and deed, any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Companies in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Companies and the corporate seals of the Companies have been affixed thereto this 1st day of February, 2017.



The Ohio Casualty Insurance Company
Liberty Mutual Insurance Company
West American Insurance Company

By: David M. Carey
David M. Carey, Assistant Secretary

STATE OF PENNSYLVANIA ss
COUNTY OF MONTGOMERY

On this 1st day of February, 2017, before me personally appeared David M. Carey, who acknowledged himself to be the Assistant Secretary of Liberty Mutual Insurance Company, The Ohio Casualty Company, and West American Insurance Company, and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at King of Prussia, Pennsylvania, on the day and year first above written.



COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Teresa Pastella, Notary Public
Upper Merion Twp., Montgomery County
My Commission Expires March 28, 2017
Member, Pennsylvania Association of Notaries

By: Teresa Pastella
Teresa Pastella, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-laws and Authorizations of The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company which resolutions are now in full force and effect reading as follows:

ARTICLE IV - OFFICERS - Section 12. Power of Attorney. Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

ARTICLE XIII - Execution of Contracts - SECTION 5. Surety Bonds and Undertakings. Any officer of the Company authorized for that purpose in writing by the chairman or the president, and subject to such limitations as the chairman or the president may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Company by their signature and execution of any such instruments and to attach thereto the seal of the Company. When so executed such instruments shall be as binding as if signed by the president and attested by the secretary.

Certificate of Designation - The President of the Company, acting pursuant to the Bylaws of the Company, authorizes David M. Carey, Assistant Secretary to appoint such attorneys-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations.

Authorization - By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, whenever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

I, Renee C. Llewellyn, the undersigned, Assistant Secretary, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Companies, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this 20th day of March, 2017.



By: Renee C. Llewellyn
Renee C. Llewellyn, Assistant Secretary

Not valid for mortgage, note, letter of credit, currency rate, interest rate or similar value guarantees.

To confirm the validity of this Power of Attorney call 1-610-832-8240 between 9:00 am and 4:30 pm EST on any business day.

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

CIVIL CODE § 1189

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

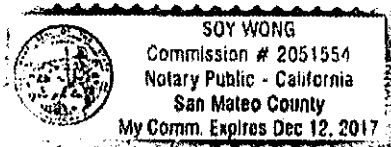
State of California)
County of San Mateo)

On March 20, 2017 before me, Soy Wong, Notary Public,
Date Here Insert Name and Title of the Officer
personally appeared David K. Mahler
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature [Signature]
Signature of Notary Public

Place Notary Seal Above

OPTIONAL

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

Description of Attached Document

Title or Type of Document: _____ Document Date: _____

Number of Pages: _____ Signer(s) Other Than Named Above: _____

Capacity(ies) Claimed by Signer(s)

Signer's Name: _____

☐ Corporate Officer — Title(s): _____

☐ Partner — ☐ Limited ☐ General

☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: _____

Signer Is Representing: _____

Signer's Name: _____

☐ Corporate Officer — Title(s): _____

☐ Partner — ☐ Limited ☐ General

☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: _____

Signer Is Representing: _____

NON-COLLUSION DECLARATION

Ken Hagopian, being first duly sworn, deposes and says that he is
CEO (title) of the Digital Synergy Consulting Inc. (Name) party making
the attached bid; that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership,
company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the
bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid, and has
not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a
sham bid, or that anyone shall refrain from bidding; that the bidder has not in any manner, directly or indirectly,
sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other
bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder, or to secure
any advantage against the public body awarding the contract of anyone interested in the proposed contract;
that all statements contained in the bid are true; and, further, that the bidder has not, directly or indirectly,
submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or
data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company, association,
organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

I certify (or declare) under penalty of perjury under the laws of the State of California that the foregoing is
true and correct.

Executed this 22nd day of March, 20 17 at Los Angeles, California.



Signature



RUCKUS

Simply Better Wireless.

is proud to welcome

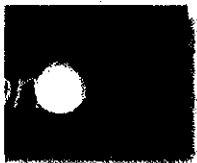
**Digital Synergy Consulting,
Inc.**

as a Partner in
the Ruckus Wireless
Big Dogs Partner Program

Selina Lo, CEO

February, 2014





FLUKE NETWORKS
CCTT CERTIFIED

Ken Hagopian

fully completed the training and examination requirements under
Fluke Networks CCTT Program and is hereby recognized as a

Fluke Certified Cabling Test Technician

For Copper Certification
with the DSX Series CableAnalyzer

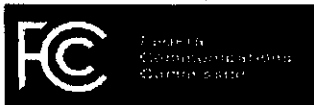
Mike Pennacchi

Network Protocol Specialists, Authorized CCTT Fluke Training Organization

VPS Control # C1015041US

BICSI CEC Credits 7

BICSI Event ID - OV-FLUKE-WA-0514-2



Red Light Display System (RLDS)

Red Light Display System

[FCC](#) | [Fees](#) | [Red Light Display System](#)

[< FCC Site Map](#)

Logged in as FRN: Digital Synergy Consulting, Inc. (0024370165) [[Log Out](#)]

[Back](#) | [Print](#) | [Help](#)

2/1/2017 5:24 PM

Current Status of FRN 0024370165

STATUS: Green

You have no delinquent bills which would restrict you from doing business with the FCC.

The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts owed to the Commission by any FRN associated with the requestor's TIN. The Red Light Display System was last updated on 02/01/2017 at 6:35 AM; it is updated once each business day at about 7 a.m., ET.

Customer Service

[Red Light Help](#)

[FCC Debt Collection](#)

[FCC Fees](#)

[Web Policies / Privacy Policy](#)

Red Light Display System Help Line: (877) 480-3201, option 4, 4; TTY (202) 414-1255 (Mon.-Fri. 8 a.m.-6:00 p.m. ET)

Red Light Display System has a dedicated staff of customer service representatives standing by to answer your questions or concerns. You can email us at arinquies@fcc.gov or fax us at (202) 418-7869.



A R C H E R

THE ARCHER SCHOOL FOR GIRLS

We have worked with Digital Synergy Consulting, Inc. and Ken Hagopian for over 7 years in all facets of the Schools' technology needs including networking, system administration, wireless, ERP, and general technological consulting. Whenever a project comes up Digital Synergy is our "go to," one-stop source for answers and the response is always "yes, we can do that."

Digital Synergy has always been dependable, consummately professional, knowledgeable, and responsive. You will not be disappointed by your decision to contact Ken, and in fact you will find it to be one of the best vendor selections you've ever made.

Rick Benfield
Director of Finance & Operations


11725 Sunset Blvd. Los Angeles, CA 90049 310-873-7000
www.archer.org

The FrostigCenter

Executive Director
Dean Conklin, Ed.D.

To Whom It May Concern:

The Frostig Center has been very pleased with the planning, implementation, and support received from Digital Synergy Consulting. We first worked with them in 2011 when we needed direction and implementation for a wireless network for our school. They had been recommended by another school, so we engaged them to replace what we had and create a wireless network that allowed us room to upgrade and expand as more funds were available. We also engaged them to upgrade our servers and now outsource all of our IT support to them. They are available when we need them. We appreciate their responsiveness. I recommend Digital Synergy Consulting.



Kaye L. Sergeant
Finance Director
The Frostig Center
971 N. Altadena Drive
Pasadena, CA 91107
Kaye@Frostig.org
(626) 791-1255



Toll-Free: 800.463.0444 | Tel: 818.785.5831
Fax: 818.785.7801

Central Station: 1500 Glenoaks Blvd.
San Fernando, CA 91340

Email: Info@securityspecialists.pro
Web: www.securityspecialists.pro



February 2, 2015

To whom it may concern

Re: Digital Synergy

Our firm Security Specialists has been engaged with Digital Synergy Consulting since 2008. They have maintained our servers and IT needs since then. We have a unique mobile platform with over 30 vehicles in the field that are connected in real time to our central servers. In 2014 we moved to a state of the art security center and needed to have enterprise wireless deployed throughout the facility and parking lot. Digital Synergy Consulting has implemented cost effective solutions to our IT needs.

Over the years, Ken and his team have always been responsive, professional and sensitive to our needs and I would highly recommend Digital Synergy Consulting to anyone for their IT and wireless solutions.

Please feel free to call or email me anytime should you have any questions.

Sincerely,

Nick Tsotsikyan
Director of Operations
nickt@securityspecialists.pro
818.785.5831 Ext 308

