

Attachment 7 G''

OMB 3060-0806
FCC Form 471

Approval by OMB
November 2015



Description of Services Ordered and Certification Form 471

FCC Form 471

Application Information

Nickname FLAERATE2017
Funding Year 2017

Application Number 171039111
Category of Service Category 2

Billed Entity

FALLS LAKE ACADEMY
1134 DUTCHVILLE DRIVE CREEDMOOR NC 275
22
919-528-1205

Contact Information

Ashley Merritt
919-964-9003
ashleymerritt@fallslakeacademy.com

Billed Entity Number 16072416
FCC Registration Number 0023407539
Applicant Type School

Consulting Firms

Name	Consultant Registration Number	City	State	Zip Code	Phone Number	Email
New Hope Technology Foundation	16054699	Chapel Hill	NC	27514	919-968-4332	jhughes@newhopetech.org

Entity Information

School Entity - Details

BEN	Name	Urban/ Rural	State LEA ID	State School ID	NCES Code	Alternative Discount	School Attributes	Endowment
16072416	FALLS LAKE ACADEMY	Rural	39A			None	Charter School; Public School	None

School Entity - Discount Rate Calculation Details

BEN	Name	Urban/ Rural	Number of Students	Students Count Based on Estimate	CEP Percentage
16072416	FALLS LAKE ACADEMY	Rural	550	No	

Related Entity Information

Discount Rate

School Enrollment	School NSLP Count	School NSLP Percentage	School Urban/Rural Status	Category One Discount Rate	Category Two Discount Rate	Voice Discount Rate
550	54	10.0%	Rural	50%	50%	0%

Funding Request for FRN #1799088112

Funding Request Nickname: FLAERATE2017

Service Type: Internal Connections

Agreement Information - Contract

Contract Number NC10WIFI10

Account Number NA

User-entered Establishing FCC Form 470# 855450001286650

Service Provider immixGroup Inc (SPN: 143047906)

Was an FCC Form 470 posted for the product and/or services you are requesting? Yes

Based on State Master Contract? No

Award Date March 18, 2015

Based on a multiple award schedule? Yes

How many bids were received for this contract? 26

Includes Voluntary Extensions? Yes

What is the service start date? July 01, 2017

Remaining Voluntary Extensions 2

Total Remaining Contract Length 48

What is the date your contract expires for the current term of the contract? March 17, 2019

Document Name	Document Description
Full Contract - Immix.pdf	Fully executed STATE MASTER CONTRACT. This is year 2 of a 3-year agreement. NC LEAs and Charters reference this contract in their own applications for Category 2 requests.

Pricing Confidentiality

Is there a statute, rule, or other restriction which prohibits publication of the specific pricing information for this contract? No

Narrative

Falls Lake Academy is replacing all wireless network equipment in current building to upgrade and adding additional equipment in new building. Current number of students enrolled 680, 125 eligible for Free and Reduced lunch 18% Entity Address needs to be changed to 1701 E. Lyon Station Road Creedmoor, NC 27522

Line Item # 1799088112.001

Product and Service Details

Type of Internal Connection Wireless Data Distribution

Type of Product Access Point

Make Meraki

Model MR42-HW

Is installation included in Price? No

Is the hardware for this FRN line item leased? No

Cost Calculation for FRN Line Item # 1799088112.001

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$635.09
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$635.09
One-time Quantity	x 77
Total Eligible One-time Costs	= \$48,901.93
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$48,901.93
Pre-Discount Extended Eligible Line Item Cost	= \$48,901.93

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$48,901.93

Line Item # 1799088112.002

Product and Service Details

Type of Internal Connection Data Distribution

Type of Product Switch

Make Meraki

Model MS320-24P-HW

Is installation included in Price? No

Is the hardware for this FRN line item leased?
No

Cost Calculation for FRN Line Item # 1799088112.002

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$2,380.05
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$2,380.05
One-time Quantity	x 5
Total Eligible One-time Costs	= \$11,900.25
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$11,900.25
Pre-Discount Extended Eligible Line Item Cost	= \$11,900.25

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$11,900.25

Line Item # 1799088112.003

Product and Service Details

Type of Internal Connection Data Distribution

Type of Product Switch

Make Meraki

Model MS320-48FP-HW

Is installation included in Price?No

Is the hardware for this FRN lineNo
item leased?

Cost Calculation for FRN Line Item # 1799088112.003

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$4,059.00
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$4,059.00
One-time Quantity	x 3
Total Eligible One-time Costs	= \$12,177.00
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$12,177.00
Pre-Discount Extended Eligible Line Item Cost	= \$12,177.00

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$12,177.00

Line Item # 1799088112.004

Product and Service Details

Type of Internal Connection Data Distribution

Type of Product Switch

Make Meraki

Model MA-SFP-1GB-SX

Is installation included in Price?No

Is the hardware for this FRN lineNo
item leased?

Cost Calculation for FRN Line Item # 1799088112.004

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$205.00
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$205.00
One-time Quantity	x 10
Total Eligible One-time Costs	= \$2,050.00
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$2,050.00
Pre-Discout Extended Eligible Line Item Cost	= \$2,050.00

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$2,050.00

Line Item # 1799088112.005**Product and Service Details**

Type of Internal Connection Miscellaneous

Type of Product

Fees, Taxes, etc.

Make Other

Model

State Taxes

Is installation included in Price?No

Is the hardware for this FRN lineNo
item leased?**Cost Calculation for FRN Line Item # 1799088112.005**

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$5,064.47
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$5,064.47
One-time Quantity	x 1
Total Eligible One-time Costs	= \$5,064.47
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$5,064.47
Pre-Discount Extended Eligible Line Item Cost	= \$5,064.47

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$5,064.47

Line Item # 1799088112.006

Product and Service Details

Type of Internal Connection Cabling/Connectors

Make Panduit

Is installation included in Price? Yes

Type of Product Cabling

Model Thirty (30) Cat6 Drops

Is the hardware for this FRN line item leased? No

Cost Calculation for FRN Line Item # 1799088112.006

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$6,483.00
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$6,483.00
One-time Quantity	x 1
Total Eligible One-time Costs	= \$6,483.00
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$6,483.00
Pre-Discount Extended Eligible Line Item Cost	= \$6,483.00

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$6,483.00

Line Item # 1799088112.007**Product and Service Details**

Type of Internal Connection Miscellaneous

Type of Product

Installation, Activation, & Initial
Configuration

Make Other

Model

A3 Communications Labor

Is installation included in Price?Yes

Is the hardware for this FRN lineNo
item leased?**Cost Calculation for FRN Line Item # 1799088112.007**

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$4,000.00
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$4,000.00
One-time Quantity	x 1
Total Eligible One-time Costs	= \$4,000.00
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$4,000.00
Pre-Discount Extended Eligible Line Item Cost	= \$4,000.00

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$4,000.00

Line Item # 1799088112.008**Product and Service Details**

Type of Internal Connection Miscellaneous

Make Other

Is installation included in Price? No

Type of Product Fees, Taxes, etc.

Model State Taxes

Is the hardware for this FRN line item leased? No

Cost Calculation for FRN Line Item # 1799088112.008

Monthly Cost	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	0
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

One-Time Cost	
One-time Unit Cost	\$707.60
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$707.60
One-time Quantity	x 1
Total Eligible One-time Costs	= \$707.60
Summary	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$707.60
Pre-Discount Extended Eligible Line Item Cost	= \$707.60

Recipients of Services

BEN	Name	Amount
16072416	FALLS LAKE ACADEMY	\$707.60

FRN Calculation for FRN #1799088112

Monthly Charges	
Total Monthly Recurring Charges	\$0.00
Total Monthly Ineligible Charges	- \$0.00
Total Monthly Eligible Charges	= \$0.00
Total Number of Months of Service	x 12
Total Eligible Pre-Discount Recurring Charges	= \$0.00

One-Time Charges	
Total One-Time Charges	\$91,284.25
Total Ineligible One-Time Charges	- \$0.00
Total Eligible Pre-Discount One-Time Charges	= \$91,284.25

Total Requested Amount	
Total Eligible Pre-Discount Recurring Charges	\$0.00
Total Eligible Pre-Discount One-Time Charges	+ \$91,284.25
Total Pre-Discount Charges	= \$91,284.25
Discount Rate	50%
Funding Commitment Request	= \$45,642.13

Connectivity Questions

Per Entity Basis Questions

Entity Name FALLS LAKE ACADEMY

Entity Number 16072416

What is the total bandwidth speed from this location (including non E-rate supported services)?

Download Speed 100.00

Download Speed Units Mbps

Upload Speed 100.00

Upload Speed Units Mbps

What is the predominant connection type coming to this location? Fiber

How sufficient is the quality of the Wi-Fi at this location? Sometimes

What are your biggest barriers to having a robust internal network in your classrooms at this location? Equipment too costly

If Other, please specify

Certifications

I certify that the entities listed in this application are eligible for support because they are schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801(18) and (38), that do not operate as for-profit businesses and do not have endowments exceeding \$50 million.

I certify that the entity I represent or the entities listed on this application have secured access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity, necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that the entities I represent or the entities listed on this application have secured access to all of the resources to pay the discounted charges for eligible services from funds to which access has been secured in the current funding year. I certify that the Billed Entity will pay the non-discount portion of the cost of the goods and services to the service provider(s).

Total Funding Summary

Below is a summary of the total line item costs on this FCC Form 471:

Summary	
Total funding year pre-discount eligible amount on this FCC Form 471	\$91,284.25
Total funding commitment request amount on this FCC Form 471	\$45,642.13
Total applicant non-discount share of the eligible amount	\$45,642.12
Total budgeted amount allocated to resources not eligible for E-rate support	\$0.00
Total amount necessary for the applicant to pay the non-discount share of eligible and any ineligible amounts	\$45,642.12
Are you receiving any of the funds directly from a service provider listed on any of the FCC Forms 471 filed by this Billed Entity for this funding year?	No
Has a service provider listed on any of the FCC Forms 471 filed by this Billed Entity for this funding year assisted you in locating funds needed to pay your non-discounted share?	No

I certify an FCC Form 470 was posted and that any related RFP was made available for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted were carefully considered and the most cost-effective service offering was selected, with price being the primary factor considered, and is the most cost-effective means of meeting educational needs and technology goals.

I certify that the entity responsible for selecting the service provider(s) has reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that the entity or entities listed on this application have complied with them.

I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes, see 47 C.F.R. § 54.500 and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § 54.513. Additionally, I certify that the entity or entities listed on this application have not received anything of value or a promise of anything of value, as prohibited by the Commission's rules at 47 C.F.R. § 54.503(d), other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.

I certify that I and the entity(ies) I represent have complied with all program rules and I acknowledge that failure to do so may result in denial of discount funding and/or cancellation of funding commitments. There are signed contracts or other legally binding agreements covering all of the services listed on this FCC Form 471 except for those services provided under non-contracted tariffed or month-to-month arrangements. I acknowledge that failure to comply with program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.

I acknowledge that the discount level used for shared services is conditional, for future years, upon ensuring that the most disadvantaged schools and libraries that are treated as sharing in the service, receive an appropriate share of benefits from those services.

I certify that I will retain required documents for a period of at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification) after the later of the last day of the applicable funding year or the service delivery deadline for the associated funding request. I acknowledge that I may be audited pursuant to participation in the schools and libraries program. I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the application for, receipt of, and delivery of services receiving schools and libraries discounts, and that if audited, I will make such records available to USAC.

I certify that I am authorized to order telecommunications and other supported services for the eligible entity(ies) listed on this application. I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this application, that I have examined this request, that all of the information on this form is true and correct to the best of my knowledge, that the entities that are receiving discounts pursuant to this application have complied with the terms, conditions and purposes of the program, that no kickbacks were paid to anyone and that false statements on this form can be punished by fine or forfeiture under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001 and civil violations of the False Claims Act.

I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program. I will institute reasonable measures to be informed, and will notify USAC should I be informed or become aware that I or any of the entities listed on this application, or any person associated in any way with my entity and/or the entities listed on this application, is convicted of a criminal violation or held civilly liable for acts arising from their participation in the schools and libraries support mechanism.

I certify that if any of the Funding Requests on this FCC Form 471 are for discounts for products or services that contain both eligible and ineligible components, that I have allocated the eligible and ineligible components as required by the Commission's rules at 47 C.F.R. § 54.504.

Notice

Section 54.504 of the Federal Communications Commission's rules requires all schools and libraries ordering services that are eligible for and seeking universal service discounts to submit an application for such discounts by filing this Services Ordered and Certification Form (FCC Form 471) with the Universal Service Administrator. 47 C.F.R. § 54.504. The collection of information stems from the Commission's authority under Section 254 of the Communications Act of 1934, as amended. 47 U.S.C. § 254. The data in the report will be used to ensure that schools and libraries comply with the application requirements for universal service discounts contained in 47 C.F.R. § 54.504. Schools and libraries must file this form themselves or as part of a consortium. An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB control number. The FCC is authorized under the Communications Act of 1934, as amended, to collect the information we request in this form. We will use the information you provide to determine whether approving your application for universal service discounts is in the public interest. If we believe there may be a violation or a potential violation of any applicable statute, regulation, rule or order, your application may be referred to the Federal, state, or local agency responsible for investigating, prosecuting, enforcing, or implementing the statute, rule, regulation or order. In certain cases, the information in your application for universal service discounts may be disclosed to the Department of Justice or a court or adjudicative body when (a) the FCC; or (b) any employee of the FCC; or (c) the United States Government is a party of a proceeding before the body or has an interest in the proceeding. In addition, consistent with the Communications Act of 1934, FCC regulations and orders, the Freedom of Information Act, 5 U.S.C. § 552, or other applicable law, information provided in or submitted with this form or in response to subsequent inquiries may be disclosed to the public. If you owe a past due debt to the Federal government, the information you provide may also be disclosed to the Department of the Treasury Financial Management Service, other Federal agencies and/or your employer to offset your salary, IRS tax refund or other payments to collect that debt. The FCC may also provide the information to these agencies through the matching of computer records when authorized. If you do not provide the information we request on the form, the FCC or the Universal Service Administrator may delay processing of your application for universal service discounts or may return your application without action. The foregoing Notice is required by the Paperwork Reduction Act of 1995, Pub. L. No. 104-13, 44 U.S.C. § 3501, et seq. Public reporting burden for this collection of information is estimated to average 4.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554. We also will accept your comments via the email if you send them to PRA@FCC.gov. DO NOT SEND COMPLETED WORKSHEETS TO THESE ADDRESSES.

Authorized Person

Title:	Financial and Data Manager	Name:	Ashley Merritt
Phone:	919-964-9003	Email:	ashleymerritt@fallslakeacademy.com
Address:	1134 DUTCHVILLE DRIVE CREEDMOOR NC 27522	Employer:	Ashley Merritt

10-May-2017 14:06:35 EDT

Certified Timestamp

Attachment "H"

E-Rate Bid Assessment Worksheet
Funding Year 2017

School District: Falls Lake Academy

Project or Service Description

Wireless Upgrade

Vendor Scoring (use additional worksheets if necessary)

Vendor Name	Selection Criteria	Weight*	CNIC		IMMEX							
			Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
	Price of Eligible Products/Services	100%	1	1	5	5		0		0		0
Overall Ranking		100%		1		5		0		0		0

Notes:
 * Percentage weights must add up to 100%. Price must be weighted the heaviest.
 ** Evaluated on a scale of 1 to 5: 1=worst, 5=best.
 *** Weight x Raw Score
 Date above must be after the 28 day posting of the 470 and before the signing of the contract (if any) and the submission date of the 471.

E-Rate Bid Assessment Worksheet
Funding Year 2017

Page 1 of 1

School District: Falls Lake Academy

Project or Service Description

Wireless Upgrade

Vendor Scoring (use additional worksheets if necessary)

Vendor Name	Selection Criteria	Weight*	CNIC		IMMEX							
			Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
	Price of Eligible Products/Services	100%	1	1	5	5		0		0		0
Overall Ranking		100%		1		5		0		0		0

Notes:
* Percentage weights must add up to 100%. Price must be weighted the heaviest.
** Evaluated on a scale of 1 to 5: 1=worst, 5=best.
*** Weight x Raw Score
Date above must be after the 28 day posting of the 470 and before the signing of the contract (if any) and the submission date of the 471.

Records SPIN Changes
revised Spin Change - #111307

Summary Associated FRNs News Related Actions

Attachment I

In-Review

Outreach

Wave Ready

Committed

Request Details

View Status (+)

Funding Year 2017

Submitting Organization FALLS LAKE ACADEMY (BEN: 16072416)

Created By Amy Hobgood

Created On 6/26/2018 11:41 AM EDT

Main Contact

Name Amy Hobgood

Phone Number 919-964-9003

Email amyhobgood@fallslakeacademy.com

SPIN Change Details

Please select the reason why you would like to change the service provider on the FRN(s)

State Replacement Contract

Other

FRN line 006 and 007 were entered under the wrong SPIN number. All FRNs were added under the ImmixGroup SPIN, but 006 and 007 should have been entered under A3 Communications's SPIN.

Based on the information that you have provided your SPIN change type is Operational SPIN Change

Original Service Provider Information

Original Service Provider Information Number (SPIN) 143047906

Original Service Provider Name ImmixGroup Inc

New Service Provider Information

New Service Provider Information Number (SPIN) 143007309

New Service Provider Name A3 Communications, Inc.

View Supply Services (+)

Additional Questions

Are the changes requested allowed under all applicable state and local procurement rules? Yes
Are the changes allowable under the terms of the contract, if any, between the applicant and its original service provider? Yes

Have you notified your original service provider of your intent to change service providers? Yes
If your service provider is no longer in business, have you attempted to contact them? No

View Supporting Documentation (-)

Supporting Documentation

Please provide a copy of the bid evaluation worksheet or other documentation that shows the final ranking of the bids received for these services

Document ID	Document	Description	Upload Stage	Uploaded By	Uploaded On
35879	Copy of SPIN Change Original FRN Product and Service Details.xlsx	Original FRNs under one SPIN	Intake	Amy Hobgood	6/26/2018 11:36 AM EDT

Document ID	Document	Description	Upload Stage	Uploaded By	Uploaded On
35878	Erase Equipment and Cabling Template-FLA.docx	Mini-Bid Evaluation	Intake	Amy Hobgood	6/26/2018 11:37 AM EDT
35880	SPIN Change NEW SPIN#143007309.xlsx	SPIN Change for A3 Items	Intake	Amy Hobgood	6/26/2018 11:38 AM EDT
35881	SPIN Change NEW SPIN#143047906.xlsx	SPIN Change for Items to remain under ImmixGroup	Intake	Amy Hobgood	6/26/2018 11:39 AM EDT

Attachment "J"

Falls Lake Academy
Erate Mini-Bid Evaluation- Category 2
Access Points and POE Switches

PROJECT INFORMATION

- The current network infrastructure is a Cisco environment (Cisco AP's and Switches). Our desire is to upgrade all wireless network equipment and move to a managed system for a more streamlined environment. The school will be expanding to add a high school building, so we will need to add coverage for that area as well.
- New hardware is needed to update the current infrastructure and the new building construction to increase wireless coverage. We will need one access point in each classroom as well as in large shared use spaces for a total of 77 Access Points and 8 switches to cover both buildings.
- We have employees and contractors who are familiar with Cisco products, including switches and access points, so our preference is to keep Cisco products with a centrally controlled system, rather than cloud-based.
- We need the environment to adequately handle throughput and density in order for FLA to succeed with this project.
- The school wishes to manage the wireless system ourselves, so we do not require managed services.
- The access points will be ceiling mounted. There are no other additional requirements for equipment installation.

IDENTIFIED VENDORS:

VENDOR NUMBER	VENDOR NAME	PRODUCT BRAND OFFERED
V1	A3 Communications	Aerohive / Aruba / Brocade
V2	Applied Network Consulting Group	Xirrus / HP
V3	CNIC	Aerohive / Meraki
V4	ENA Services	Aerohive
V5	IMMIX Group	Cisco / Meraki
V6	Korcett Holdings	Ruckus / Dell
V7	Converged Networks	Brocade

EVALUATION CRITERIA (FOR AUGMENTING CURRENT ENVIRONMENT):

CRITERIA EXPLANATIONS:

- **COMPATIBILITY:** Compatibility with existing Cisco network infrastructure and IT staff training.
- **SUPPORT COMPATIBILITY:** Ability of FLA IT staff to setup, support, and maintain equipment (based on current workloads).
- **PRIOR EXPERIENCE:** FLA previous experience with purchasing goods or services from vendor.
- **COST OF ELIGIBLE GOODS AND SERVICES:** Cost comparison for ERATE eligible goods and services.
- **COST OF INELIGIBLE GOODS AND SERVICES:** Cost associated with non-ERATE eligible goods and services (i.e. staff training for new hardware platform and new support model training for supporting two different environments).

CRITERIA	V1	V2	V3	V4	V5	V6	V7
HARDWARE COMPATIBILITY (20 points)	5	5	20	5	20	5	5
SUPPORT COMPATIBILITY (15 points)	1	1	15	1	15	1	1
RELEVANT REFERENCES (10 points)	5	0	10	10	6	5	8
PRIOR EXPERIENCE (10 points)	0	0	10	0	10	0	0
COST OF ELIGIBLE GOODS AND SERVICES (30 points)	7	1	25	5	20	1	1
COST OF INELIGIBLE GOODS AND SERVICES (15 points)	0	0	10	0	15	0	0
TOTAL (100 points)	18	7	90	21	86	12	15

VENDOR EVALUATION NOTES:

- **COMPATIBILITY:** V3 and V5 scored high because they bid a hardware platform that we already use. All other vendors bid hardware that we do not currently use. While we do know the hardware would work, it would take a lot of revised staff training to get there.
- **SUPPORT COMPATIBILITY:** Our IT staff is trained in supporting the Cisco platform offered by V3 and V5.
- **RELAVENT REFERENCES:** V2 did not score well because references were not easily found within documentation. Other vendors were rated based on number of and type of references provided.
- **PRIOR EXPERIENCE:** All vendors scored low because FLA as no prior experience ordering goods and services.
- **COST OF ELIGIBLE GOODS AND SERVICES:** Our rating was scaled based on 30 pts for 40% discount. Some vendors offered multiple percentages on multiple platforms so an average was calculated (and rounded up) for an overall percentage. V6 did not provide a straight-forward percentage on hardware based on MSRP. Therefore we estimated a percentage and gave them a fair rating.
- **COST OF INELIGIBLE GOODS AND SERVICES:** All non-Cisco platform vendors rated low.

Falls Lake Academy
Erate Mini-Bid Evaluation- Category 2
Cabling and Professional Services: Installation

PROJECT INFORMATION

- The current network infrastructure is a Cisco environment (Cisco AP's and Switches). Our desire is to upgrade all wireless network equipment and move to a managed system for a more streamlined environment.
- Our desire is to update the infrastructure to ensure longevity of the network system.
- Ability to adequately handle throughput and density are critical to the success of this project.
- The school wishes to manage the wireless system ourselves, so we do not require managed services.
- Cabling is only needed in the new High school building (new construction).

IDENTIFIED VENDORS:

VENDOR NUMBER	VENDOR NAME	PRODUCT BRAND OFFERED
V1	A3 COMMUNICATIONS	Cable Installation
V2	ALPHANUMERIC	Cable Installation
V3	CENTURYLINK	Cable Installation
V4	CNIC	Cable Installation
V5	ENCORE	Cable Installation
V6	Korcett	Cable Installation

EVALUATION CRITERIA (FOR AUGMENTING CURRENT ENVIRONMENT):

CRITERIA EXPLANATIONS:

- **COMPATIBILITY:** Compatibility with existing and proposed new infrastructure.
- **SUPPORT COMPATIBILITY:** Ability of FLA IT staff to setup, support, and maintain equipment (based on current workloads).
- **PRIOR EXPERIENCE:** FLA previous experience with purchasing goods or services from vendor.
- **COST OF ELIGIBLE GOODS AND SERVICES:** Cost comparison for ERATE eligible goods and services.
- **COST OF INELIGIBLE GOODS AND SERVICES:** Cost associated with non-ERATE eligible goods and services (i.e. staff training for new hardware platform and new support model training for supporting two different environments).

CRITERIA	V1	V2	V3	V4	V5	V6
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HARDWARE COMPATIBILITY (20 points)	20	5	20	20	20	5
SUPPORT COMPATIBILITY (15 points)	10	5	10	15	10	5
RELEVANT REFERENCES (10 points)	7	3	7	10	7	3
PRIOR EXPERIENCE (10 points)	0	0	0	0	0	0
COST OF ELIGIBLE GOODS AND SERVICES (30 points)	20	5	15	30	15	5
COST OF INELIGIBLE GOODS AND SERVICES (15 points)	10	0	10	15	10	0
TOTAL (100 points)	67	18	62	90	62	18

VENDOR EVALUATION NOTES:

- **COMPATIBILITY:** V1, V3, V4, and V5 scored high because they bid Category 6 cabling which we are already familiar with using and are already currently using elsewhere in the infrastructure. We would like to keep our cabling consistent throughout the building, therefore, all other vendors scored low.
- **SUPPORT COMPATIBILITY:** Our IT staff is trained and already supporting the cabling platform offered by V1, V3, V4, and V5..
- **RELAVENT REFERENCES:** Vendors were rated based on number of and type of references provided.
- **PRIOR EXPERIENCE:** All vendors scored low because FLA as no prior experience ordering goods and services.
- **COST OF ELIGIBLE GOODS AND SERVICES:** Based on provided information V4 and V5 had pricing on the cabling that we need run to our wireless access points in order to maintain a single cable-type platform. V2 and V6 do not provide the cabling services we require and scored low.
- **COST OF INELIGIBLE GOODS AND SERVICES:** All non-Category 6 platform vendors rated low.