

E-rate bids

All system taking over or security

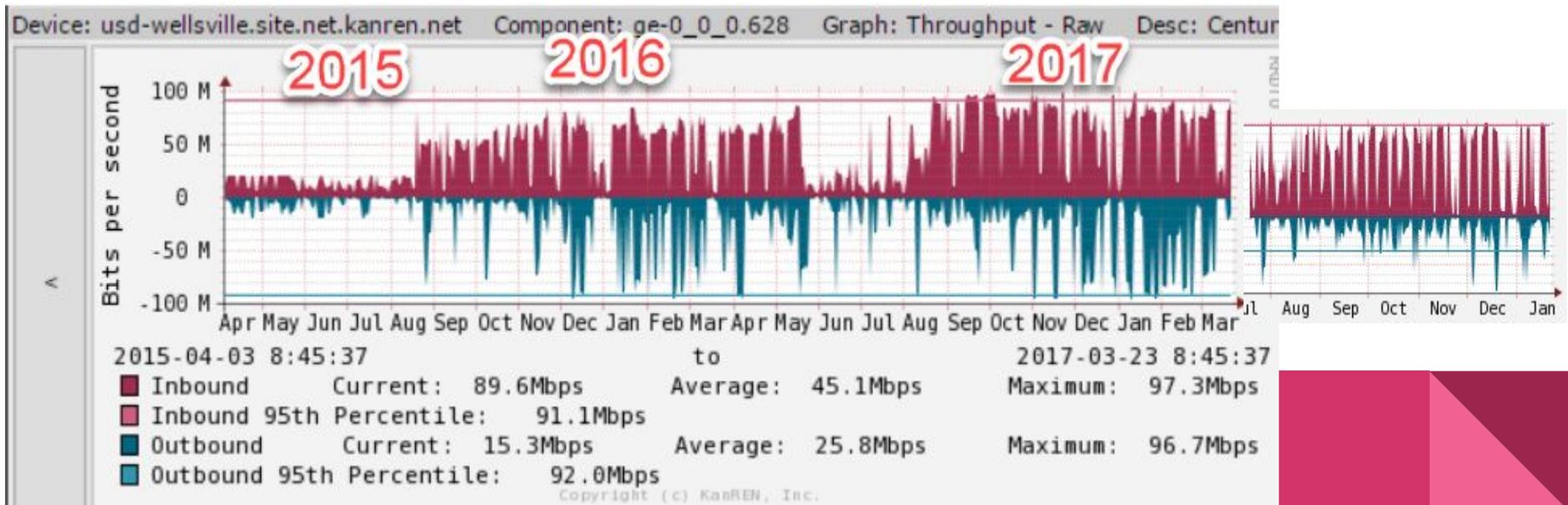
Next summer need approval bids

Spring\Summer 2018

Walt Wehr

Graph of traffic for the last 3 years

The adding of Chormebooks was the cause of the increase



Cost of KanRen ISP as per the state would like us to get the 1 Gig link for the best bang for the buck. We could always increase it later if purchase the 500 Meg

	Current 100 Meg	500 Meg	1 Gig	2 Gig
Total cost	\$2710/Month	\$3680/Month	\$3978/Month	\$5,827.25/Month
Per Mbit	\$27.10/Mb/Month	\$7.36/Mb/Month	\$3.978/Mb/Month	\$2.91/Mb/Month
After Erate	\$813/Month	\$1,104/Month	\$1,193/Month	\$1,748.16/month

E-Rate Cat 2

E-rate 2 we can \$108,554 we have to spend by 2020

E-rate has paid 70% for the last 2 years and I do not see that changing this year.

We would be responsible for 30%.

We pay the vendor 100% and get reimbursed 70% by the government.

Hi-wire Firewall bid PF Sense

Wired LAN/WAN Infrastructure: Vendors shall include all costs including purchase, delivery, installation, configuration, cutover and any/all other items required to make the systems operational.	Proposers: Use these part numbers or change as necessary						
SUMMARY PAGE		<i>(The columns below are calculated from the other sheets.)</i>					
Description	Desired Equipment (or equivalent)	Total Qty	Product Cost	Installation and training	Maintenance 5 year	Licenses	Total Proposed Cost
SYS-5018A-FTN4	PF SENSE BRANDED FIREWALL 1U, Intel "Rangeley" Atom C2558 2.4 Ghz - Quad Core - 6x Gigabit Ethernet Ports total - 4x Intel 1350 (SoC Intel 1354 Quad GbE on-die MACs) -2x Intel 1211 - 128GB mSATA Flash on board - 8GB DDR3L	2	\$ 1,800.00	\$ -	\$ -	Included	\$ 1,800.00
Configuration	Remote configuration assistance - not to exceed 2 hours.	2	\$ -	\$ 190.00	\$ -	\$ -	\$ 190.00
General Support	5 year Customer support on PFSense firewall - support maint	1	\$ -	\$ -	\$ 2,273	\$ -	\$ 2,273.00
Shipping		1	\$ 27.00	\$ -	\$ -	\$ -	\$ 27.00
				Total Cost			\$ 4,290.00

Includes 2 firewall for load balance and redundancy

This is not a Cisco product but does the same thing.

This is an open source programming so no licenses.

No one that I know of can tell me if this this would work, most reviews are for home offices.

SHI Firewall bid

SUMMARY PAGE	<i>(The columns below are calculated from the other sheets.)</i>						
Description	Desired Equipment (or equivalent)	Total Quantity	Product Cost	Installation and training	Maintenance 5 year	Licenses	Total Proposed Cost
SHI	ASA 5525 -X	1	\$ 4,550.00	\$ -	\$ -	\$ -	\$ 4,550.00
Cisco SmartNet	1-Year Support	1	\$ -	\$ -	\$ 5,821.00	\$ -	\$ 5,821.00
Solution Architect	Hourly Rate	24	\$ -	\$ 4,344.00	\$ -	\$ -	\$ 4,344.00
Cisco ASA5525 FirePOWER IPS and AMP 5YR	Licenses		\$ -	\$ -	\$ -	\$10,258.00	\$ 10,258.00
Project Manager	Hourly Rate	6	\$ -	\$ 74.00	\$ -	\$ -	\$ 444.00
				Total Cost			\$ 25,417.00

This will be a Cisco to Cisco exchange

License is equal to Palo Alto firewall

Choice Solution Firewall Bid

SUMMARY PAGE		<i>(The columns below are calculated from the other sheets.)</i>					
Description	Desired Equipment (or equivalent)	Total Quantity	Product Cost	Installation and training	Maintenance 5 year	Licenses	Total Proposed Cost
Palo Alto PA-850 Firewal Application	Firewall	1	\$ 6,370.59	\$ -	\$ -	\$ -	\$ 6,370.59
Palo Alto 5 year threat Protection for PA-850	Software	1	\$ -	\$ -	\$ -	\$6,437.65	\$ 6,437.65
Palo Alto 5 year Premium support for PA-850	Manufacture support	1	\$ -	\$ -	\$ 6,080.00	\$ -	\$ 6,080.00
Installation and configuration	Profession Servicer	1	\$ -	\$ 5,000.00	\$ -	\$ -	\$ 5,000.00
				Total Cost			\$ 23,888.24

Palo Alto Firewall are designed to work like the IBoss and may replace it when the contract is due to renew.

Maintenance is not e-rate

CDW Firewall bid

SUMMARY PAGE		<i>(The columns below are calculated from the other sheets.)</i>					
Description	Desired Equipment (or equiv	Total Quantity	Product Cost	Installation and training	Maintenance 3 year	Licenses	Total Proposed Cost
CON-SNT-FPR21FWN	Cisco Smart extended service agreement	1	\$ -	\$ -	\$ 2,395.00	\$ -	\$ 2,395.00
FPR2110-NGFW-K9	Cisco Firepower 2110 NGFW -Firewall	1	\$ 3,948.28	\$ -	\$ -	\$ -	\$ 3,948.28
FPR2K-SSD100	Cisco Solid state drive - 100 GB	1	\$ 357.95	\$ -	\$ -	\$ -	\$ 357.95
fPR2K-SSD-BBLKD	Cisco Storage Drive carrier	1	\$ 44.98	\$ -	\$ -	\$ -	\$ 44.98
L-FPR2110T-T-3Y	Cisco Threat Defense Treat Protection subscription license	1	\$ -	\$ -	\$ -	\$ 1,895.90	\$ 1,895.90
			\$ -		\$ -	\$ -	\$ -
				Total Cost			\$ 8,642.11

This will be a Cisco to Cisco exchange

Installation is not included

Only 3 year maintenance

The bare minimum license, does not meet our needs.

SHI with Aruba AP not controller

SUMMARY PAGE	<i>(The columns below are calculated from the other sheets.)</i>							
Description	Desired Equipment (or equivalent)	Total Qty		Product Cost	Installation and training	Maintenance 5 year	Licenses	Total Proposed Cost
Aruba Instant IAP-305 (US)-Wireless access point -802.11a/b/g/n/ac -Dual Band -in-ceiling	Access Point	70	\$ 343.00	\$ 24,010.00	\$ -	\$ -	\$ -	\$ 24,010.00
HPE Foundation Care Next Business Day Exchange Service - Extended service agreement - replacement - 5 years - shipment - 9x5 - response time: NBD - for P/N: JX945A, JX946A, JX947A, JX948A	5 Year - Service Agreement	70	\$ -		\$ -	\$ 7,770.00	\$ -	\$ 7,770.00
Is 4 hours - L2 Technician to perform SOW	Support Service	1			\$ 650.00	\$ -	\$ -	\$ 650.00
					Total Cost			\$ 32,430.00
					If we only purchase 50	\$ 17,150.00		\$ 25,570.00

This would replace the controller with AP Manage in the cloud.

The 20 AP that remain are End of service in 2023

Less fine tuning of the network the the Ruckus.

Vote for your Choice

Firewall Bid Erate Cat 2

My recommendation is SHI with the Cisco ASA

	CDW	Choice Souttion	HI-Wire	SHI	ISG
Total Cost	\$ 8,642.11	\$ 23,888.24	\$ 4,290.00	\$ 25,394.00	\$ 25,808.00
Erate 70%	6,049.48	16,721.77	3,003.00	17,775.80	18,065.60
Our 30%	2,592.63	7,166.47	1,287.00	7,618.20	7,742.40

Vote for your Choice

Wireless AP E-rate Cat 2

My recommendation is Hi-Wire Ruckus

	CDW	EJC	Hi-Wire	SHI	K12ITC	ISG
Total Cost	\$ 34,823.50	\$ 39,538.50	\$ 33,881.12	\$ 36,930.00	\$ 33,989.00	\$ 44,905.00
E-Rate 70%	\$24,376.45	\$27,676.95	\$23,716.78	\$25,851.00	\$23,792.30	\$31,433.50
Ours 30%	\$10,447.05	\$11,861.55	\$10,164.34	\$11,079.00	\$10,196.70	\$13,471.50