



**Kevin Stahl, Purchasing Manager**  
**240 Villa Crest Drive**  
**State College, PA 16801**

To: Robert J. O'Donnell, Superintendent

From: Kevin M. Stahl, Purchasing Manager  
Nick A. Zepp, Senior IT Manager

Re: Technology Infrastructure Bid Award

Date: May 31, 2017

Administration has solicited bids for the purchase of assorted Alcatel/Lucent equipment and software intended to provide infrastructure for the wired and wireless local area network (LAN) within the new high school campus. Specific components include software, wireless access controllers, wireless access points and related accessories. This expenditure is covered within the technology budget for the high school project.

Bid packages were sent to fourteen (14) Alcatel/Lucent authorized resellers May 4, 2017 and the requirement was advertised as mandated by the Public School Code. Ultimately, responses were received and opened May 22, 2017 from Dagostino Electronic Services, Advance2000, PCMG and Morse Communications. Both PCMG and Morse Communications submitted pricing that was prohibitively expensive. A bid tabulation follows depicting the line item and total costs submitted by the two (2) relevant respondents, Dagostino and Advance2000.

It is the recommendation of administration that this requirement be awarded on a line item basis, the least cost option. Therefore, the low bids totaling \$317,263.50 submitted by Dangostino Electronic Services and \$12,885.25 submitted by Advance2000 should be accepted for this 2016/17 expenditure. A bid tabulation follows in support of this recommendation.

Item	Dagostino		Advance2000	
	Unit Cost	Total Cost	Unit Cost	Total Cost
OS6900-X72-F	<b>*\$6,850.00</b>	<b>*\$13,700.00</b>	\$7,337.00	\$14,674.00
OS6900-BP-F	<b>*\$300.00</b>	<b>*\$900.00</b>	\$319.00	\$957.00
OS6450-P48X	<b>*\$1,800.00</b>	<b>*\$46,800.00</b>	\$2,197.80	\$57,142.80
OS6450-P48	<b>*\$1,325.00</b>	<b>*\$27,825.00</b>	\$1,613.70	\$33,887.70
OS6350-P10	<b>*\$250.00</b>	<b>*\$4,250.00</b>	\$310.20	\$5,273.40
OS6450-U24X	<b>*\$1,050.00</b>	<b>*\$3,150.00</b>	\$1,270.50	\$3,811.50
OS6450-BP-PX	<b>*\$365.00</b>	<b>*\$16,425.00</b>	\$445.50	\$20,047.50
OS6450-XNI-U2	<b>*\$140.00</b>	<b>*\$5,460.00</b>	\$171.60	\$6,692.40
OS6350-WALL-MNT	<b>*\$5.50</b>	<b>*\$93.50</b>	\$6.60	\$112.20
OS6450-BP	<b>*140.00</b>	<b>*\$420.00</b>	\$171.60	\$514.80
SFP-10G-C1M	\$40.00	*\$1,800.00	<b>*\$30.00</b>	<b>*\$1,350.00</b>
QSFP-40G-C40CM	\$95.00	\$380.00	<b>*\$78.00</b>	<b>*\$312.00</b>
SFP-10G-C3M	\$50.00	\$650.00	<b>*\$36.25</b>	<b>*\$471.25</b>
OS6450-SW-PERF	<b>*\$460.00</b>	<b>*\$1,380.00</b>	\$595.00	\$1,785.00
SFP-GIG-SX	\$40.00	\$2,560.00	<b>*\$20.00</b>	<b>*\$1,280.00</b>
SFP-10G-LR	\$165.00	\$12,210.00	<b>*\$128.00</b>	<b>*\$9,472.00</b>
OAW-AP325	<b>*\$715.00</b>	<b>*\$178,750.00</b>	\$739.35	\$184,837.50
OAW-4550-US	<b>*\$8,800.00</b>	<b>*\$17,600.00</b>	\$9,007.35	\$18,014.70
OAW-PSU-350-AC	<b>*\$255.00</b>	<b>*\$510.00</b>	\$262.35	\$524.70

\* Denotes recommended award.