

September 28, 2012

Mr. Randy Trent
Executive Director of Physical Properties
Ann Arbor Public Schools
2555 S. State Street
Ann Arbor, Michigan 48104

RE: 2012 Bond Project: Bid Package 1 Bid Summary

Dear Mr. Trent,

Bid documents were issued for Bid Package 1 which includes replacing the district-wide network infrastructure and wireless infrastructure to support district-wide initiatives. The work will be completed along with the data cabling work and projector installation throughout 2013 and 2014. In addition to contacting known interested bidders, bids were advertised on the state bid website and in the local paper. Bids were received and publicly opened on September 24, 2012.

Bid Evaluation Summary and Recommendations

After a review of the four bid proposals received, the project team of Barton Malow and Ann Arbor Public Schools ITD staff conducted post-bid interviews with multiple bidders to verify the proposals were inclusive of the scope of work and schedule, evaluate both alternates and voluntary alternates, and gather information on related experience. The apparent low bidder's sealed response was found to be incomplete. The attached bid tabulation indicates the bid pricing received and applicable alternates. The bid summary was also reviewed with district information at the last bond team meeting.

Based upon the evaluation of the project team and district technology staff, we present the following company for consideration by the administration and Board of Education. The voluntary alternates being presented are variations on alternates requested with the bids. This is within the bond budget allocated for this work.

Bid Category: District-wide Network/Wireless Infrastructure

Sentinel Technologies

Base Bid:		\$ 4,513,369.82
Alternate 6:	Replace Cisco IP Telephony servers	\$ 159,540.00
Vol. Alternate 2:	Install WiSM2 wireless controller in existing core switch	\$288,652.00
Clarification:	Post-bid clarification on the Vol. Alternate deducting 2 nd WiSM	(\$ 39,092.00)
Vol. Alternate 3:	Expand Cisco NCS while incorporating existing hardware	\$ 115,328.00
Vol. Alternate:	Implement Cisco ISE with advanced licensing	\$ 155,074.00

Total Award Amount: \$ 5,192,871.82

Upon approval by the Board of Education, Barton Malow will issue contracts to the approved bidders. If you have any questions, please call me at (248) 436-5832.

Sincerely,



Paul A. Twigg
Barton Malow Company

c: AAPS: J. VanRiper

**2012 Technology Bond
Bid Package 1
District Wide Technology Infrastructure
Network Switches and Wireless**

BIDDER	HEADQUARTERS	BID BOND	ADDENDA		BASE BID	MBE	WBE	DBE	SMALL BUS.
			1	2					
1 Sentinel Technologies, Inc	Illinois	Y	Y	Y	\$ 4,513,369.82*				
2 Black Box	Ohio	Y	Y	Y	\$ 6,523,330.89				
3 DISYS	Virginia	Y	Y	Y	\$ 6,907,711.04				
4 ISI**	Grand Rapid, Mi	Y	Y	Y	\$ 3,647,533.03				

* Seintinel Technologies, Inc

Base Bid	\$	4,513,369.82
Alternate 6	\$	159,540.00
Vol Alternate 2	\$	288,652.00
Clarification	\$	(39,092.00)
Vol Alternate 3	\$	115,328.00
Vol. Alternate	\$	155,074.00
Total Contract Amount	\$	5,192,871.82

** Incomplete bid