SOUTH TEXAS COLLEGE

Award Proposal/ Purchases and Renewals

Supporting Documentation

Board of Trustees Meeting

January 28, 2020

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
Award Proposal/ Purchases and Renewal
Supporting Documentation

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
1. BUSINESS SKILLS TRAINING SERVICES
PROJECT NO. 19-20-1027

VENDOR		Leadership Empowerment Group	World-Class Training
ADDRESS		805 S Missouri	P O Box 4046
CITY/STATE/ZIP		Mercedes, TX 78570	Brownsville, TX 78523
PHONE		956-565-2425	956-504-9287
FAX		956-565-2570	956-504-9863
CONTACT		Barbara Baggerly-Hinojosa	Martha A. Valdez
#	**Description**	**Proposed**	**Proposed**
1	Number of years in Business	9 Years	20 Years
2	Type of Operation	Partnership	Partnership
3	Number of Employees	11	3
4	Annual Sales Volume	$ 300,000.00	$ 321,000.00
5	STC Commission		$18.00 per instructional hour
6	Hourly Rate	Full Day: $2,000 Half Day: $1,000 Pricing includes consultant fee, training materials, participant packets, and manipulatives for activities.	$300 per hour minimum order: $1,200 (half day)
7	Program Format	Courses are designed as 8-hour or 4-hour modules	1-4 hours (half day); 5-8 hours (full day)
8	Number of Participants		Varies depending on program topic; WCT will recommend a min/max number of participants depending on program topic
9	Geographic Coverage		Domestic only (State of Texas)
10	Travel & Expenses		
11	Instructional/Training Materials	Written materials made available for students, participant packets, Pre/Post-Test, hands-on materials, and a Textbook.	Participant handouts (binder or spiral bound booklet)
Price Escalation			
2nd Year		Not Provided	$330 per hour
3rd Year		Not Provided	$360 per hour
TOTAL RANKING POINTS		90	84.55
RANKING		1	2

SOUTH TEXAS COLLEGE

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1. BUSINESS SKILLS TRAINING SERVICES
PROJECT NO. 19-20-1027
EVALUATION SUMMARY

	VENDOR	Leadership Empowerment Group		World-Class Training	
	ADDRESS	805 S Missouri		P O Box 4046	
	CITY/STATE/ZIP	Mercedes, TX 78570		Brownsville, TX 78523	
	PHONE	956-565-2425		956-504-9287	
	FAX	956-565-2570		956-504-9863	
	CONTACT	Barbara Baggerly-Hinojosa		Martha A. Valdez	
1	The respondent's financial proposal. -Cost of courses -Commission to College (up to 40 points)	40	40	33.3	33.3
		40		33.3	
		40		33.3	
		40		33.3	
2	The respondent's experience and reputation. (up to 15 points)	14	13.75	14	14.25
		14		14	
		13		15	
		14		14	
3	The extent to which the goods and/or services meet the College's needs. (up to 15 points)	13	14	13	14.25
		13		14	
		15		15	
		15		15	
4	The respondent's success rate for clients for the services provided. (up to 10 points)	8	8.75	9	9
		8		8	
		10		10	
		9		9	
5	The quality of the respondent's proposal, including the responsiveness to requirements and adequacy of information provided. (up to 10 points)	8	8.75	8	8.75
		8		8	
		10		10	
		9		9	
6	The vendor's past relationship with the College. (up to 5 points)	4	4.75	5	5
		5		5	
		5		5	
		5		5	
7	The impact on the ability of the College to comply with laws and rules relating to Historically Underutilized Businesses. (up to 5 points)	0	0	0	0
		0		0	
		0		0	
		0		0	
TOTAL EVALUATION POINTS		90		84.55	
RANKING		1		2	

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2. CONTENT MARKETING SERVICES

NAME	Aperture Content Marketing (ACM)
ADDRESS	25900 Greenfield Rd #402
CITY/STATE/ZIP	Oak Park, MI 48237
PHONE	855-572-2955
CONTACT	Sheila Leburg

#	Qty	Description	Unit Price	Extension
1	1	CareerFocus Traditional Tabloid Magazine 16 page - Professional Services Size: 10 3/4 x 13 1/4 Quantity: 165,000 Office Copies - Quantity: 5,000	$ 40,475.00	$ 40,475.00
2	1	Postage for saturation mail Quantity: 160,000	$ 15,680.20	$ 15,680.20
3	1	Shipping and Handling	$ 3,845.20	$ 3,845.20
4	1	College Focus Standard Magazine 16 page - Professional Services Size: 8 3/8 x 10 7/8 Quantity: 33,000 Office Copies - Quantity: 5,000	$ 16,895.00	$ 16,895.00
5	1	List Purchase for Addressed Mail Quantity: 28,000	$ 1,481.65	$ 1,481.65
6	1	Postage for Address Mail Quantity: 28,000	$ 5,880.00	$ 5,880.00
7	1	InkJet of Addressed Mail	$ 900.00	$ 900.00
8	1	Shipping and Handling	$ 1,089.04	$ 1,089.04
9	1	Discount	$ (1,552.43)	$ (1,552.43)
TOTAL AMOUNT			$ 84,693.66	

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3. DISTRICT WIDE TECHNOLOGY REQUEST
JANUARY 28, 2020

#	Qty	Description	Unit Price	Extension	Requesting Department
COMPUTERS					
1	36	Computer 3060 MT, i5-8400 Processor, 500GB Hard Drive, 8GB Memory	$720.00	$ 25,920.00	Computer Science Program - Saeed Molki
		Intel Integrated Graphics, 22" Monitors, Warranty			Replacement of out of warranty systems for student lab
2	32	Computer 3060 MT, i5-8400 Processor, 500GB Hard Drive, 8GB Memory	$720.00	$ 23,040.00	Computer Science Program - Saeed Molki
		Intel Integrated Graphics, 22" Monitors, Warranty			Replacement of out of warranty systems for student lab
3	2	Precision 5820 Tower XCTO Base, Intel Xeon W-2133,	$1,510.00	$ 3,020.00	Purchasing Department - Becky Cavazos
		8GB Memory, 256GB Hard Drive, 22" Monitors, Warranty			Replacement of out of warranty systems for dept staff
4	3	Precision 5820 Tower XCTO Base, Intel Xeon W-2133,	$1,303.86	$ 3,911.58	Facility Planning & Construction Department - Rick De La Garza
		8GB Memory, 256GB Hard Drive, Warranty			Replacement of out of warranty systems for dept staff
5	1	Computer 3060 MT, i5-8400 Processor, 500GB Hard Drive, 8GB Memory	$720.00	$ 720.00	Custodial Department - Luis Silva
		Intel Integrated Graphics, 22" Monitors, Warranty			New system for dept staff
6	2	Computer 3060 MT, i5-8400 Processor, 500GB Hard Drive, 8GB Memory	$705.00	$ 1,410.00	Custodial Department - Luis Silva
		Intel Integrated Graphics, 20" Monitors, Warranty			New systems for dept staff
		COMPUTER TOTAL		**$ 58,021.58**	
LAPTOPS					
7	4	Laptop Latitude 5400 CTO Base, Intel Core i5-8265U, 256GB Hard Drive	$813.10	$ 3,252.40	Safety & Security Department - Ruben Suarez
		Battery, 8GB Memory, Intel UHD 620 Graphics, Warranty			New systems for dept staff
8	13	Chromebook 3400, Intel Celeron N4000 Processor, 32GB Hard Drive	$290.00	$ 3,770.00	Information Technology Program - Adolfo Lozano
		4GB Memory, Keyboard, Google Chrome Licenses, Warranty			New systems for student lab
9	12	Chromebook 3400, Intel Celeron N4000 Processor, 32GB Hard Drive	$290.00	$ 3,480.00	Developmental Math Program - Pablo Cortez
		4GB Memory, Keyboard, Google Chrome Licenses, Warranty			New systems for student lab
		LAPTOP TOTAL		**$ 10,502.40**	

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3. DISTRICT WIDE TECHNOLOGY REQUEST
JANUARY 28, 2020

TABLETS					
#	Qty	Description	Unit Price	Extension	Requesting Department
10	1	Apple iPad mini Wi-Fi 64GB - Space Gray	$379.00	$ 379.00	Educational Technologies - Dr. Marie Evans
		Apple Care Warranty			New system for dept staff
11	1	Apple 11 inch iPad Pro Wi-Fi 64GB - Space Gray	$865.00	$ 865.00	Educational Technologies - Dr. Marie Evans
		Apple Pencil, Apple Care Warranty			New system for dept staff
		TABLET TOTAL		**$ 1,244.00**	
		COMPUTERS/LAPTOPS/TABLETS - TOTAL		**$ 69,767.98**	

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4. NETWORK EQUIPMENT

NAME	Insight Public Sector
ADDRESS	6820 S Harl Ave
CITY/STATE/ZIP	Tempe, AZ 85283
LOCAL ADDRESSS	2712 N McColl Rd McAllen, TX
PHONE	956-465-8080
FAX	630-295-7881
CONTACT	Darak Weaver

#	Qty	Description	Unit Price	Extension
1	30	Catalyst 9200 48-port PoE+, Network Essentials	$ 2,458.60	$ 73,758.00
2	30	C9200 Cisco DNA Essentials, 48-Port Term Licenses	$0.00	$ -
3	30	C9200 Cisco DNA Essentials, 48-Port - 3 Year Term License	$ 425.60	$ 12,768.00
4	30	Catalyst 9200 4 x 10G Network Module	$ 760.00	$ 22,800.00
5	30	1KW AC Config 6 Power Supply - Secondary Power Supply	$ 718.20	$ 21,546.00
6	30	C9200 Network Essentials, 48-port license	$0.00	$ -
7	60	North America AC Type A Power Cable	$0.00	$ -
8	60	Catalyst 9200 Stack Module	$0.00	$ -
9	30	50CM Type 4 Stacking Cable	$0.00	$ -
10	30	Network Plug-n-Play Connect for zero-touch device deployment	$0.00	$ -
11	30	Cisco Catalyst 9200 Stack Module	$ 498.75	$ 14,962.50
12	10	Catalyst 9200 48-port PoE+, Network Essentials	$ 2,458.60	$ 24,586.00
13	10	C9200 Cisco DNA Essentials, 48-Port Term Licenses	$0.00	$ -
14	10	C9200 Cisco DNA Essentials, 48-Port - 3 Year Term License	$ 425.60	$ 4,256.00
15	10	Catalyst 9200 4 x 10G Network Module	$ 760.00	$ 7,600.00
16	10	1KW AC Config 6 Power Supply - Secondary Power Supply	$ 718.20	$ 7,182.00

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SOUTH TEXAS COLLEGE
4. NETWORK EQUIPMENT

NAME			Insight Public Sector	
#	**Qty**	**Description**	**Unit Price**	**Extension**
17	10	C9200 Network Essentials, 48-port license	$0.00	$ -
18	20	North America AC Type A Power Cable	$0.00	$ -
19	10	Network Plug-n-Play Connect for zero-touch device deployment	$0.00	$ -
20	10	Cisco Catalyst 3560-CX 12 Port PoE IP Base	$ 924.16	$ 9,241.60
21	10	Power Retainer Clip For 3560-C, 2960-C and 2960-L Switches	$0.00	$ -
22	10	C3560CX DNA Advantage, 12-port Term License	$0.00	$ -
23	10	C3560CX DNA Advantage, 12-port, 3 Year Term License	$ 266.00	$ 2,660.00
24	10	North America AC Type A Power Cable	$0.00	$ -
25	30	Cisco GLC-LH-SMD Compatible TAA Compliant 1000Base-LX SFP Transceiver (SMF, 1310nm, 10km, LC, DOM) (DIR-TSO-4343)	$ 47.62	$ 1,428.60
26	70	Cisco Unified SIP Phone 3905. Charcoal, Standard Handset	$ 37.62	$ 2,633.40
27	200	Cisco IP Phone 8811 Series	$ 169.10	$ 33,820.00
28	30	Handset cord for 7900 series phone	$ 1.90	$ 57.00
29	20	802.11ac W2 AP w/CA; 4x4:3; Mod; Int Ant; mGig B Domain	$ 726.56	$ 14,531.20
30	20	802.11 AP Low Profile Mounting Bracket (Default)	$0.00	$ -
31	20	Cisco Aironet 3800 Series CAPWAP Software Image	$0.00	$ -
32	20	Ceiling Grid Clip for Aironet Aps - Recessed Mount (Default)	$0.00	$ -
33	20	Cisco DNA Subscription OPTOUT for AIR3800	$0.00	$ -
34	15	SmartPro 120V 750V 600W Line-Interactive Sine Wave UPS, 1U Rackmount, Network Management Card Options, USB, DB9 Serial	$ 372.41	$ 5,586.15

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4. NETWORK EQUIPMENT

NAME			Insight Public Sector	
#	Qty	Description	Unit Price	Extension
35	5	SmartPro 120V 1kVA 800W Line-Interactive Sine Wave UPS, 1U Rack, Network Card Options, USB, DB9, 6 Outlets	$ 467.62	$ 2,338.10
36	40	SmartPro 120V 2.2kVA 1.92kW Line-Interactive Sine Wave UPS, 2U Rack/Tower, Extended Run, Pre-Installed WEBCARDLX Network Interface, LCD Display, USB, DB9 Serial	$ 1,033.55	$ 41,342.00
37	10	SmartOnline 200-240V 10kVA 9kW Double-Conversion UPS, 6U, Extended Run, Network Card Slot, USB, DB9, Switch, Hardwire	$ 3,870.88	$ 38,708.80
38	20	External 240V 3U Rack/Tower Battery Pack Enclosure + DC Cabling for select UPS Systems (BP240V10RT3U)	$ 969.76	$ 19,395.20
39	10	SNMP Management Accessory Card, SmartPro or SmartOnline UPS Systems	$ 190.22	$ 1,902.20
40	10	Web Management Accessory Card	$ 163.04	$ 1,630.40
41	12	10 Training credit. Expires in 1 yr. Team Captain required	$0.00	$0.00
42	1	Cisco DNA Starter Kit - For Customer Production or Lab Use	$0.00	$0.00
43	1	Cisco DNA Center Appliance (Gen 2) - 44 Core	$0.00	$0.00
44	1	Cisco DNA Center SW 1.3	$0.00	$0.00
45	2	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	$0.00	$0.00
46	2	2.1 GHz 6152/140W 22C/30.25MB Cache/DDR42666MHz	$0.00	$0.00
47	8	32GB DDR4-2666-MHz RDIMM/PC4-21300/dual rank/x4/1.2v	$0.00	$0.00
48	1	Intel X710-DA2 dual-port 10G SFP+NIC	$0.00	$0.00
49	2	Cisco UCS 770W AC Power Supply for Rack Server	$0.00	$0.00
50	1	64GB SD Card for UCS Servers	$0.00	$0.00

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4. NETWORK EQUIPMENT

NAME			Insight Public Sector	
#	**Qty**	**Description**	**Unit Price**	**Extension**
51	8	1.9TB 2.5 inch Enterpise Value 6G SATA SSD	$0.00	$0.00
52	1	Trusted Platform Module 2.0 for UCS servers	$0.00	$0.00
53	1	Cisco 12G Modular RAID controller with 2GB cache	$0.00	$0.00
54	1	Mini Storage Carrier for SD (holds up to 2)	$0.00	$0.00
55	2	480 GB 2.5 inch Enterpise Value 6G SATA SSD	$0.00	$0.00
56	1	Intel X710 quad-port 10G SFP+NIC	$0.00	$0.00
57	2	10GBASE-CU SFP+ Cable 5 Meter	$0.00	$0.00
58	1	Catalyst 9300 24-port UPOE, Network Advantage	$0.00	$0.00
59	1	C9300 Network Advantage, 24-port license UNIVERSAL	$0.00	$0.00
60	1	1100W AC 80+ platinum Config 1 Power Supply	$0.00	$0.00
61	2	North America AC Type A Power Cable	$0.00	$0.00
62	1	1100W AC 80+ platinum Config 1 Secondary Power Supply	$0.00	$0.00
63	1	No SSD Card Selected	$0.00	$0.00
64	1	50CM Type 1 Stacking Cable	$0.00	$0.00
65	1	Catalyst Stack Power Cable 30 CM	$0.00	$0.00
66	1	C9300 24-Port DNA-Premier License	$0.00	$0.00
67	1	C9300 DNA Premier, 24-Port, 3 Year Term License	$0.00	$0.00
68	25	ISE BASE Term License	$0.00	$0.00
69	25	ISE BASE Tracker Term 3Y	$0.00	$0.00
70	25	ISE PLS Term License	$0.00	$0.00

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SOUTH TEXAS COLLEGE
4. NETWORK EQUIPMENT

NAME			Insight Public Sector	
#	Qty	Description	Unit Price	Extension
71	25	ISE PLS Tracker Term 3Y	$0.00	$0.00
72	100	StealthWatch 1 FPS Term License	$0.00	$0.00
73	100	ISE BASE Tracker Term 3Y	$0.00	$0.00
74	1	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	$0.00	$0.00
75	1	PI Dev Lic for Lifecycle & Assurance Term 3Y	$0.00	$0.00
76	1	Catalyst 9300 8 x 10GE Network Module	$0.00	$0.00
77	1	Network Plug-n-Play Connect for zero-touch device deployment	$0.00	$0.00
78	2	Cisco Catalyst 9120AX Series	$0.00	$0.00
79	2	Capwap software for Catalyst 9120AX	$0.00	$0.00
80	2	802.11 AP Low Profile Mounting Bracket (Default)	$0.00	$0.00
81	2	Ceiling Grid Clip for Aironet Aps - Recessed Mount (Default)	$0.00	$0.00
82	2	Aironet AP License Term Licenses For Tracking	$0.00	$0.00
83	2	C9120AX CISCO DNA Advantage 3 Year Term Licenses	$0.00	$0.00
84	2	Aironet CISCO DNA Advantage Term Licenses	$0.00	$0.00
85	2	Aironet CISCO DNA Advantage Term Licenses	$0.00	$0.00
86	2	Aironet AP License Term Licenses	$0.00	$0.00
87	2	Aironet AP License 3 Year Term License	$0.00	$0.00
88	2	Prime AP Term Licenses	$0.00	$0.00
89	2	PI Dev Lic for Lifecycle & Assurance Term 3Y	$0.00	$0.00
90	2	Aironet AP License Term Licenses	$0.00	$0.00

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4. NETWORK EQUIPMENT

NAME			Insight Public Sector	
#	**Qty**	**Description**	**Unit Price**	**Extension**
91	2	Aironet CISCO DNA Advantage 3 Year Term Licenses	$0.00	$0.00
92	2	AIR CISCO DNA Perpetual Network Stack	$0.00	$0.00
93	2	Cisco DNA Spaces Extend Option for Cisco DNA 1Yr Term	$0.00	$0.00
94	2	Cisco DNA Spaces Extend Option for Cisco DNA 3Yr	$0.00	$0.00
95	2	Network Plug-n-Play Connect for zero-touch device deployment	$0.00	$0.00
96	1	Cisco 3504 Wireless Controller	$0.00	$0.00
97	1	Cisco 3504 Wireless Controller SW Rel. 8.5	$0.00	$0.00
98	1	AC Power Cord, Type C5, US, Canada	$0.00	$0.00
99	1	3504 Wireless Controller Rack Mount Tray	$0.00	$0.00
100	1	Cisco 3504 Wireless Controller Power Supply	$0.00	$0.00
101	1	Cisco ISE Virtual Machine Small	$0.00	$0.00
102	1	Cisco Aironet 1800 Series Network Sensor (USA Only)	$0.00	$0.00
103	1	Cisco 1800S Active Sensor Software Image	$0.00	$0.00
104	1	AP1800 Power over Ethernet with 1G Ethernet module	$0.00	$0.00
105	1	AP1800 Series Mounting Bracket	$0.00	$0.00
106	1	Serial RJ45 to 4-pin TTL console adapter	$0.00	$0.00
107	1	Aironet CISCO DNA Endpoing Term Licenses	$0.00	$0.00
108	1	Aironet CISCO DNA Device Endpoint 3 Year Term License	$0.00	$0.00
TOTAL AMOUNT			$	364,733.15

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5. RED HAT LICENSES MAINTENANCE AND SUPPORT AGREEMENT

NAME	Netsync Network Solutions
ADDRESS	2500 W Loop S Ste 410/510
CITY/STATE/ZIP	Houston, TX 77027
PHONE	713-218-5000
CONTACT	Becky Reinis

#	Qty	Description	Unit Price	Extension
1	2,118	Red Hat 2020 Renewal - Enterprise Linux Academic Site Subscription with Smart Management + Satellite, Premium Period: 2/27/20 - 2/26/21	$ 39.17	$ 82,962.06
TOTAL AMOUNT			$	82,962.06