
INTEROFFICE MEMORANDUM

TO: MARK PANTEL
FROM: CHRIS SPEIER 
SUBJECT: PURCHASE OF NETWORK SWITCHES AND RELATED EQUIPMENT
DATE: 10/9/2007
CC: CLARK EALY

As a major component of the technology portion of the 2007 Bond election, the CSISD Technology Department plans to upgrade our current network infrastructure. After a lengthy evaluation process, the Technology Department is recommending the purchase of HP Procurve switches. Detailed below is the Technology Departments recommendation for procurement of this equipment.

Given the large amount of time spent on the evaluation process, the Technology Department feels very confident in the network design we've created using the Procurve solution. We then turned our attention to deployment strategies. We identified that we needed a partner that could not only meet the needs of completing this project but would be able to provide ongoing support and assist in providing direction for future network expansions and capabilities. This partner would also need to respond very quickly to any issues presented to them by CSISD. Given problems that we have had in the recent past in working with several vendors that are based out of town such as unresponsiveness to ongoing problems, difficulty in staying within project completion timelines, difficulty in adequately training CSISD staff on equipment in question, and overall response time for any issues, we identified that the best partner for a project of this size would need to be based in close proximity to CSISD. Any vendor that CSISD would work with on this project would need to be able to setup, test, upgrade and house all networking equipment within their facilities until the time of physical deployment. Further along the same lines, we felt it necessary to work with a vendor that has had a positive established record of experience in working with the district.

In working with HP Procurve to identify potential vendors that fit these criteria, MicroAge of College Station was the only local authorized reseller for HP Procurve identified. CSISD has a long successful history in working with MicroAge on a variety of projects, and they have specifically been a valuable resource for troubleshooting and deploying networking equipment. Given that MicroAge had been identified by both CSISD and HP as the preferred partner to work with on a project of this size and in this geographical area, the Technology Department began looking for the most efficient legal means of procurement for the products and services required. Through the TAMU IT contract, MicroAge is

able to offer CSISD exceptional pricing on all equipment and services required. CSISD has the ability to take advantage of this contract via our interlocal agreement with Texas A&M and it has served us well in past purchases. Given that MicroAge is the only vendor that can comfortably meet the needs of the district, the Technology Department did not feel it necessary to construct an RFP to solicit responses from multiple vendors, but rather felt it in the best interests of CSISD to purchase this project from the TAMU contract.

It is my recommendation that we submit quotes 96904, 96910 and 96125 based off the TAMU IT contract M400334 from MicroAge in the total amount of \$1,126,779.00 to our board for approval. Thank you.

A handwritten signature in black ink, appearing to read 'C. Speier', with a long horizontal flourish extending to the right.

Chris Speier

Director of Technology