



Robert Johnson, Esq. Director

Office of Purchasing and Supply Services
Facilities Administration Building
13300 Old Marlboro Pike, Room 20
Upper Marlboro, MD 20772
301-952-6560 Fax: 301-952-6605

NOTICE OF CONTRACT AWARD

March 9, 2018

Lanier Electronics Group
651-A Commerce Drive
Upper Marlboro, MD 20774
Ph: 301-430-0900
Contact Email: info@laniereg.com

Buyer: Donna Parks
Ph: 301.952.6560
Fax: 301.952.6605
Email: donna.park@pgcps.org

Contact Darrell Lanier:

RFP 019-18 E-Rate Installation of New Network Infrastructure

Lanier Electronics Group has been selected as the vendor to provide services in accordance with the above-mentioned **RFP 019-18**. This contract sets-forth the terms and conditions and is provided for your review and acceptance. Any changes or additions made by your company must first be accepted by the Purchasing Division before the contract is valid.

The intent of this contract is to provide the Board with an expedited means of procuring supplies and/or services at the lowest cost. This contract is for the convenience of the Board and is considered by Purchasing Department to be a "Non-Exclusive" use contract. The Board does not guarantee any usage. The Board will not be held to purchase any particular Brand, in any groups, prices or discount ranges, but reserves the right to purchase any item/items listed in the price schedule submitted.

Until the contract is signed by **Lanier Electronics Group** and the BOARD, authorization for commence to service sites on behalf of the contract is forbidden. Please sign below and return all documents to the PURCHASING OFFICE within ten (10) business days. Failure to sign the contract award and return all required documents within the specified time, shall rule your offer null and void and, therefore, award shall be made to the next low responsive bidder.

INITIAL CONTRACT TERM

The initial term of the contract will be for the following contracted period. Prices shall remain firm for the initial term of the contract. This contract is effective from **March 9, 2018 to March 8, 2023**.

OPTION TO RENEW CONTRACT

Upon satisfactory service and by mutual agreement the BOARD OF EDUCATION OF PRINCE GEORGE'S COUNTY reserves the right to renew the contract. The term of renewal shall not exceed five (5) additional one (1) year periods.

CONTRACT AWARD ESTIMATED AMOUNT

The estimated amount of award is:

See Page 3 Pricing Schedule

THIS NOTICE OF AWARD IS NOT AN ORDER TO COMMENCE SERVICE/WORK OR TO MAKE DELIVERIES at this time. Commence service/work/deliveries only after receipt of a purchase order(s) signed by the Purchasing Agent.

ALL PURCHASE ORDERS placed throughout the terms of the contract will require delivery/service in accordance with the offered time(s).

PERFORMANCE/PAYMENT BOND (N/A)

If required the successful Respondents shall submit a performance bond, Cashier's or Certified Check in the amount of one hundred percent (100%) as determined by the BOARD and specified in the RFP, of all phases of the contract to ensure the satisfactory completion of the work for which a contract or purchase order is awarded that exceed \$100K. (Comar 21.06.07.03) The Board reserves the right to request performance bond for amount under or over \$1000.00. The performance bond shall be submitted with the return of the signed contract award WITHIN TEN (10) BUSINESS DAYS.

The bond, cashiers or certified check must be made in favor of the **BOARD OF EDUCATION OF PRINCE GEORGE'S COUNTY, UPPER MARLBORO, MARYLAND 20772-9983.**

LIQUIDATED DAMAGES/FAILURE TO PERFORM WORK

The successful Awardee accepts this contract with the understanding that should they fail to complete the work in an acceptable manner and in the time stated, shall be subject to the payment of liquidated damages as stated in the solicitation documents.

INSURANCE

A Certificate of Insurance, made in favor of the Board of Education of Prince George's County, Upper Marlboro, Maryland 20772-9983, must be submitted to the PURCHASING OFFICE with the returned signed NOTICE OF AWARD within ten (10) business days. The certificate should reference the Solicitation Number as shown herein. It will be the responsibility of the contractor to ensure that a current Certificate of Insurance is on file in the Purchasing Office during the entire period of the contract.

This notice of award, plus the solicitation and any pertinent documents will constitute the entire contract after acceptance by your firm and the BOARD. Please refer to the **RFP 019-18** for all applicable terms and conditions.

ACCEPTED BY:

FOR THE FIRM:

FOR THE BOARD OF EDUCATION:

 3/12/18

SIGNATURE DATE

DARRELL E. LANIER

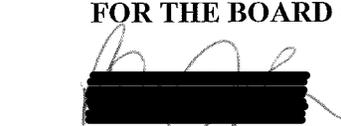
NAME

President

TITLE

Lanier Electronics Group, Inc.

FIRM

 3/12/18

SIGNATURE DATE

Robert Johnson

NAME:

Director, Purchasing & Supply Services

TITLE

FOR THE BOARD OF EDUCATION
OF PRINCE GEORGE'S COUNTY
UPPER MARLBORO, MARYLAND 20772-998

ITEM	Brand Name Equipment	QTY	PRICE
RACKS:			
Category 6a 48 Port Patch Panel (Hubbell, Leviton, Ortronics, component compliant or equivalent)	Hubbell	1	\$446.00
		200	\$81,200.00
		500	\$87,500.00
Category 6a Booted, Snagless Patch Cables - 1 ft	Hubbell	1	\$1.50
		200	\$250.00
		500	\$500.00
RACEWAY:			
5 Foot Section, Wiremold 4000 - Include all ancillary materials	Wiremold	1	\$45.00
		200	\$8,400.00
		500	\$20,000.00
RACK, WALL MOUNT:			
22 Inch Depth	Chatsworth	1	\$181.00
		200	\$33,800.00
		500	\$75,000.00
RACK, FLOOR MOUNT:			
84 Inch Height, 19 Inch Standard	Chatworth	1	\$125.00
		200	\$20,000.00
		500	\$47,500.00
WIRELESS LOCAL AREA NETWORK INFRASTRUCTURE:			
Wireless Access Point, HPE/Aruba AP315 (or equivalent in features and specifications) - Include AP Policy Enforcement Firewall License Per Year		1	\$401.16
		200	\$71,321.60
		500	\$172,732.00
Wireless Access Point, HPE/Aruba AP335 (or equivalent in features and specifications)		1	\$683.20
		200	\$121,497.60
		500	\$294,252.00
AP Policy Enforcement Firewall License		1	\$30.24
		200	\$5,376.00
		500	13,020.00
AP License		1	\$30.24
		200	\$5,376.00
		500	\$13,020.00
Wireless Access Point Installation (Mounting and Cabling) - Installation per Specification		1	\$325.00
		200	\$63,000.00
		500	\$150,000.00

Wireless Controller, HPE/Aruba 7210 (or equivalent in features and specifications)		1	\$6,852.36
		200	\$1,218,201.60
		500	\$2,950,332.00
Wireless Controller Installation - Installation per Specification		1	\$60.00
		200	\$9,000.00
		500	\$17,500.00
Configuration of Controllers		1	\$120.00
		200	\$20,000.00
		500	\$40,000.00
Maintenance on Wireless Controller - Include 5 years of software updates		1	\$5,777.38
		200	\$1,155,476.00
		500	\$2,888,690.00
SWITCHES:			
HPE/Aruba 2930M 48 Port POE (or equivalent features and specifications)		1	\$2,882.08
		200	\$418,084.80
		500	\$1,026,364.00
Installation LAN Switch - Installation per Specification		1	\$40.00
		200	\$7,500.00
		500	\$16,500.00
Configuration of LAN Switch		1	\$75.00
		200	\$13,000.00
		500	\$27,500.00
Maintenance on LAN Switches - Include 5 years software updates		1	No Charge
		200	No Charge
		500	No Charge
		TOTAL 1	\$18,135.16
		TOTAL 200	\$3,251,483.60
		TOTAL 500	\$7,940,410.00

Hourly Labor Rate to be Charged for all Data Wiring Projects:				\$40.00
Data Wiring Projects	Hourly Labor Rate (as stated above)	Total Labor Hours	Material Cost	Total Cost
A complete 50 Foot CAT6A Run as specified	\$40.00	1.5	\$20.00	\$80.00
A complete 100 Foot CAT6A Run as specified	\$40.00	2	\$40.00	\$120.00
A complete 150 Foot CAT6A Run as specified	\$40.00	2.25	\$60.00	\$150.00
A complete 200 Foot CAT6A Run as specified	\$40.00	2.5	\$80.00	\$180.00
Data Wiring Projects Involving Fiber Cable				
A complete 300 foot 50 micron, Multimode, OM4 fiber optic run as specified	\$40.00	4	\$783.00	\$943.00
Parallel 300ft CAT6A cost	\$40.00	2.75	\$135.00	\$245.00
			TOTAL	\$1,718.00

Percentage Off Discount Pricing	
<p>Note: PGCPS currently uses Aruba/HP network equipment. If bidder is offering an equivalent, features and specifications must be included with manufacture white paper indicating all information.</p>	
Manufacturer	Percentage Off List
Wireless Equipment:	
HPE/Aruba	61%
Network Electronics (Switches/Components):	
HPE/Aruba	61%