BIBB COUNTY SCHOOL DISTRICT

Dr. Dan A. Sims, Superintendent

ACTION MEMORANDUM

TO: Bibb County School District

FROM: Kevin Adams, Chief Information Officer
Melva Sullivent, Director of Technology Operations
Elaine Wilson-Beverly, Procurement Director

SUBJECT: RFP 23-046 Wireless Access Point

Summary

The Technology Services Division is seeking Board approval for wireless access points in our district. Throughout the duration of this project, we will be working with AiOS Group. This request is based on RFP 23-046 and will be financed utilizing 2021 ESPLOST.

Background

In 2016-2017 the Bibb County School District implemented a wireless solution throughout the district using Meraki access points. Since then, the devices have been monitored and maintained to provide optimal performance. As the technology has aged, we began experiencing an increase in failures and degraded performance that cannot be resolved with the current equipment. With the increase in usage as we have moved to a 1:1 environment with students and become more cloud-driven with district applications, we have exceeded the capacity of this older technology. It is important to adopt the newer modern technologies with increased capabilities for the district to continue to serve the higher wireless demands in accommodating the staff and student needs.

The Bibb County School District issued an RFP requesting bids for a comprehensive refresh of all wireless access points. The bid closed on May 15, 2023. There were seven respondents. The bid was evaluated by several individuals within the Bibb County School District and after careful review, AiOS was awarded the successful bid.

Recommendation

It is recommended the Bibb County Board of Education authorize the purchase order to AiOS Group for the district's wireless access point project in the amount not to exceed $2,913,628.28. The funding source is 2021 ESPLOST.

Superintendent's Approval:

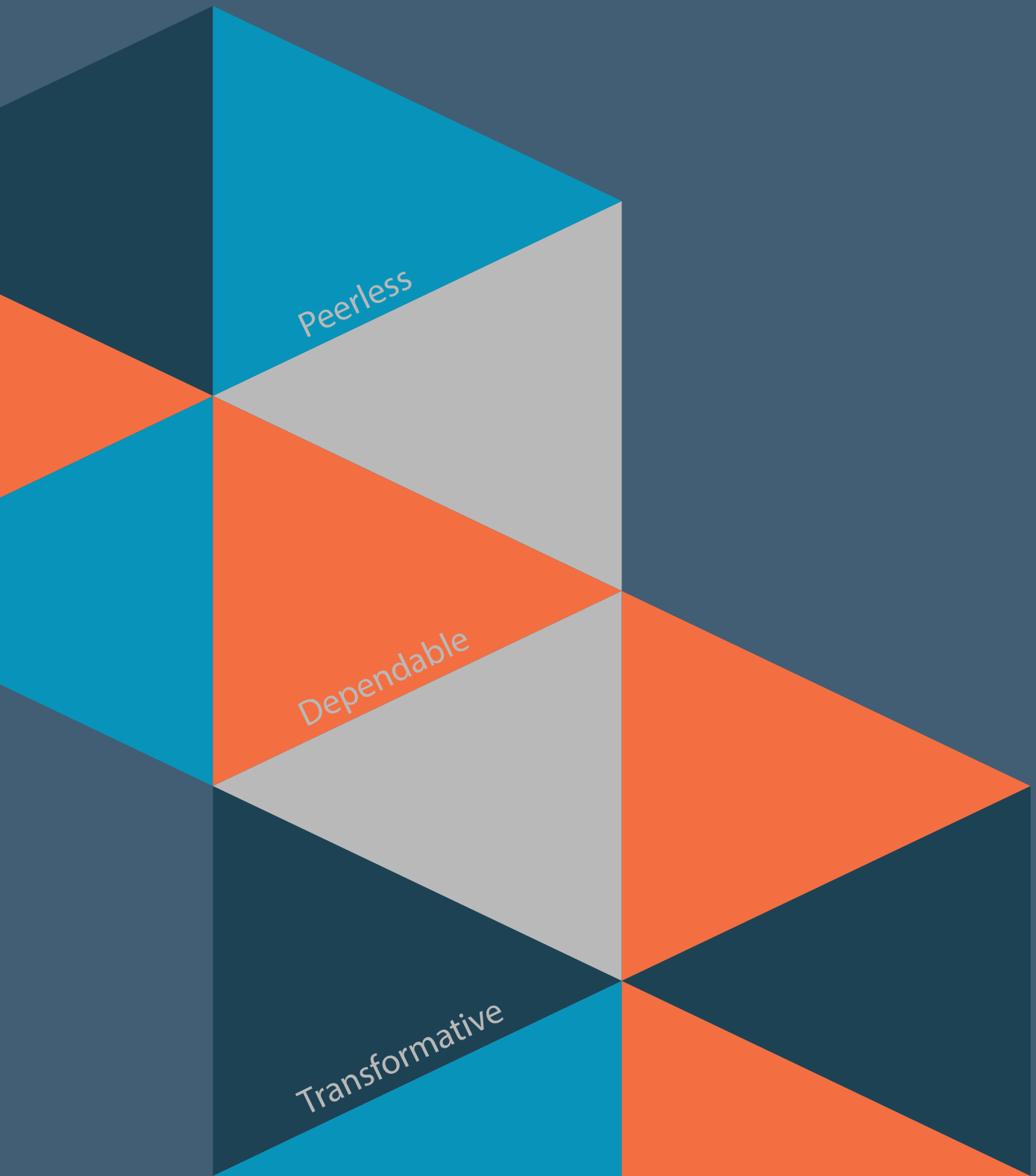
Superintendent's Signature	Approve/Disapprove
Dr. Dan A. Sims	Approved

23-046 Access Points
Scoring Summary

Active Submissions

Supplier	Total / 900 pts	Bid Forms Pass/Fail	Pricing for upgrade / 300 pts	RFP Proposal with Specifications / 250 pts	Business Stability and References / 150 pts	Experience / 200 pts
AiOS Group (I39)	849	Pass	283.33	241.67	140.67	183.33
1 Accord Technologies (F59)	746.67	Pass	233.33	206.67	131.67	175
ProLogic ITS, LLC (Y60)	626.67	Pass	201.67	158.33	106.67	160
Howard Technology Solutions (X45)	580	Pass	215	125	111.67	128.33
PC Solutions & Integration, LLC (S46)	550	Pass	225	108.33	93.33	123.33
Arch Enterprise (W92)	475	Pass	160	170	83.33	61.67
Ineapple Corporation (A66)	303.33	Pass	116.67	66.67	50	70

AiOS Group



Bibb County School District

RFP# 23-046

Wireless Access Points

SPIN# 143047939

aiosgroup.com

770.880.8388

Corporate Office
108 Ashton Farms Dr.
Canton, GA 30115

Middle Ga Office
318 Corporate Pkwy Suite 101
Macon, GA 31210

aiosgroup.com

Bibb County School District

Attn: Melva Sullivent
484 Mulberry St.
Macon, GA 31201

May 14, 2023

Melva Sullivent,

AiOS Group is pleased to submit a proposal in response to Bibb County School District for products and services associated with the RFQ# 22-046. As a network infrastructure certified service provider, AiOS Group is well equipped to provide the products, services, and technical guidance required to meet the various infrastructure needs of the school system.

AiOS Group has extensive experience delivering infrastructure services in both local government and K-12 environments. For Bibb County School District, this experience means that we bring an appreciation for the operating model and culture as we engage. AiOS Group recognizes the importance this initiative carries for the school system and to the constituents it serves.

I am confident in AiOS Group's ability to deliver above your expectations and encourage you to please contact me at any time for questions or clarification. Thank you for your consideration.

Respectfully,



Chris Hall | Infrastructure Technology | AiOS Group
318 Corporate Pkwy STE101 Macon, GA 31210
770.880.8388 **c** |470.440.3899 **o** | aiosgroup.com
chris.hall@aiosgroup.com

Table of Contents

About AiOS Group 4
Why Choose AiOS Group 5
Quote Sheet 6
Projected Project Plan 7
Exhibit A 9
Exhibit B 9
Exhibit C 10
Exhibit D 11
Exhibit E 12
Attachment A 13
Attachment B 14
Attachment C 15
Attachment D 16
Attachment E 17
Attachment F 18
Certifications and Licenses 19
Reference List 20
Description of Equipment and Services 21

About AiOS Group

AiOS Group is a Georgia based company with roots in the K-12, higher education, state library, and private business markets. AiOS Group's leadership team and staff are seasoned IT and business executives with strong experience in project management, strategic planning, networking, cabling, and technology projects for schools, libraries, and business entities across Georgia and Alabama. The foundation for AiOS Group's service offerings are the hundreds of networking projects delivered by our team. These projects have included CAT6 and CAT6A, fiber optics, coax, switching and routing, wireless and BYOD initiatives, as well as VoIP implementations. We have experience in designing and installing infrastructure for a new organization as well as retrofitting an existing infrastructure with new LAN cabling, backbones, and networking equipment. AiOS Group is grounded on principles of honesty, reliability, and an eager desire to deliver services that are undeniably superior.

A little more about us…

Our core business is centered around providing communication and collaboration technology to school districts, municipalities, and library systems. We provide consulting and professional services around IT strategy, data center infrastructure, virtualization, backup and disaster recovery, project management, telecommunications, networking, email, identity management (AD), content management (SharePoint), and many more. We pride ourselves on being a trusted partner and someone you can count on to provide honest and dependable guidance and service. Through the years we have established experience and a methodology that ensures IT iniatives will be delivered on time and within scope. Our business is based on establishing a trusted relationship with our clients so we can provide them with honest and knowledgeable guidance on technology strategies which show measureable improvements. AiOS Group clients can expect a technology company who is going to act as a thoughtful partner and who cares about providing solutions to increase communication and collaboration.

Why Choose AiOS Group

1. We are a local Macon company. Our main office is located at 318 Corporate Pkwy STE 101 Macon, GA 31210.
2. We hire local employees and give preference to veterans. Half of our employees are veterans.
3. All our employees are W2 employees. We do not sub-contract work.
4. We have a very talented staff of over 25 employees dedicated to technology infrastructure in K-12 school systems.
5. We have two of the top CCIEs in the state to ensure any networking architecture or configuration issues can be addressed quickly and efficiently by leaders in their profession.
6. All our employees are very familiar with working in school systems and making sure we abide by rules, work schedules, and special considerations unique to the K-12 environment.
7. We go above and beyond to provide outstanding services to our customer. We pride ourselves on always making sure the customer is happy with their installation and/or services.
8. We are very familiar with all education funding sources and documentation requirements for those sources. We provide outstanding documentation and attention to detail.
9. We are very familiar with all the Bibb County schools because we have been a trusted service provider for over 4 years now.

AiOS Group

Estimate

AiOS Group LLC
318 Corporate Pkwy
STE 101
Macon GA 31210
United States
(770) 880-8388
www.aiosgroup.com

Date	5/14/2023
Estimate #	23-653
Expires	6/13/2023
Project	Meraki Access Point Refr...
Memo	Meraki Access Point Refr...

Bill To

Bibb County Public School District
2011 Riverside Dr.
Macon Georgia 31204
United States

Item	Description	Quantity	Rate	Amount
CW9164I-MR	Catalyst 9164I AP (W6E, tri-band 4x4) w/Merak	2,092	822.61	1,720,900.12
CW9166I-MR	Catalyst 9166I AP (W6E, tri-band 4x4) w/Merak	234	943.31	220,734.54
LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	2,326	283.14	658,583.64
Installation of WAP	Installation of WAP	2,326	60.00	139,560.00
Install/Removal Service	De-installation of Legacy WAP	2,326	10.00	23,260.00
Installation of CAT6A Cabling Riser	Installation of CAT6A Cabling Riser	229	165.00	37,785.00
Installation of CAT6 Cabling	Installation of CAT6 Cabling	15	135.00	2,025.00
Lift Rental	Rental and operation of lift.	1	3,000.00	3,000.00
Job Material	Protective Cages for Wireless Access Points	90	90.00	8,100.00
Job Material	Blank Wall Plates	22	3.00	66.00
PMP	Project management services for project including documentation, admin training, scheduling, inventory, and communications.	120	125.00	15,000.00
Subtotal				2,829,014.30
Bid/Performance Bond	10% Bid Bond / 100% Performance Bond - Cost to obtain these bonds is 3% of the purchase price to the Bonding Company.	1	84,613.98	84,613.98

Total $2,913,628.28