

BOARD AGENDA ITEM

MEETING DATE: September 8, 2025

AGENDA ITEM TITLE: Contract ~ Renewal ~ Cooperative Agreement ~Sole Source~ General Service Administration (GSA) Contract No. 47QTCA21D0098~ Rauland-Borg Corporation with Southwestern Communications, Inc. (SWC) as a Sole Source Distributor~ Parts, Installation, and Repair of Equipment, Instrumentation and Controls Renewal #4 of 4~ Not to Exceed \$500,000.00

QUICK SUMMARY ABSTRACT:

Presented by: Mr. Erick Hofstetter, Chief Operating Officer, Division of Operations

REQUESTED ACTION:

It is requested that the DeKalb County Board of Education ("the Board") approve the renewal of cooperative agreement with General Service Administration (GSA) Contract 47QTCA21D0098; and **Southwestern Communications, Inc.**, through **Rauland-Borg Corporation, as sole source authorized distributor** for the supply, installation, service, and maintenance of communications equipment, replacements, and upgrades district- wide in the amount not to exceed **\$500,000.00 through 2026.**

This is the fourth and final (#4 of 4) renewal option.

RATIONALE:

Southwestern Communications, Inc., through Rauland-Borg Corporation, as sole authorized distributor for communications equipment and replacements district-wide will allow Dekalb County School District ("DCSD") to upgrade TCU Intercom Systems districtwide.

Approval of **Southwestern Communications, Inc.** as a sole authorized distributor for communications equipment and replacements meets **Strategic Goal Area 6. Organizational Excellence**

DETAILS:

Southwestern Communications, Inc., through **Rauland-Borg Corporation**, its sole source distributor will provide installation and repair, of all intercom systems district-wide. Scope of work includes installation, repairs, and replacements, for TCU Intercoms, digital clocks, message board and speakers. Locations include theaters, gymnasiums, cafeterias, and media centers.

The scope of this contract includes all duties necessary to meet the technical support service, systems integration, and business requirements defined in the Supplemental Agreement (Exhibit A).

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Approval and use of Rauland-Borg Corporation as vendor is pursuant to Board Policy DJE III(d)3b, Exceptions to Competitive Selection - Sole Source and Section 211 of the E-Government Act of 2002 (the Act) amended the Federal Property and Administrative Services Act to allow for "Cooperative Purchasing."

Cooperative Purchasing allows for the Administrator of General Services to provide states and localities access to certain items offered through the General Services Administration's (GSA's) Federal Supply Schedule 70, Information Technology (IT), and Consolidated (formerly Corporate Contracts) Schedule contracts, containing IT Special Item Numbers (SINs).

SUMMARY:

The initial contract is a one (1) year contract with four (4), one (1) year optional renewal. This is the fourth and final (#4 of 4) renewal of this contract through May 2026.

The use of the cooperative agreement with Southwestern Communications through Rauland-Borg Corporation as sole source distributor is pursuant to Board Policy DJE III(d)3b, Exceptions to Competitive Selection - Sole Source and Section 211 of the E-Government Act of 2002 – Cooperative Purchasing

Use of this contract increases economies of scale, resulting in efficiencies regarding volume discount pricing as well as administrative oversight. At this time, utilizing the GSA Contract will result in the lowest cost to the district and allow DCSD to expedite services.

Any single purchases which exceed \$100,000.00 will be presented to the Board of Education for approval in accordance with Board Policy DJE.

FINANCIAL IMPACT:

The contract amount for these services, **not to exceed \$500,000**, will be allocated from the **General Fund Budget, Deferred Maintenance**
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CONTACTS:

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Mr. Bobby Moncrief, Director of Facilities, 678-676-1478

SUPPORTING DOCUMENTS:

1. Supplemental Agreement -GSA – Contract No. 47QtCA21D0098
2. GSA Contract No. 47QTCA21D0098 - Pricing
3. Southwestern Communications, Inc. - Sole Authorized Distributor, Letter dated June 12, 2023
4. Chronology of the Agenda Item

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GOALS:

- ✓ **Strategic Goal Area 6. Organizational Excellence**

COGNIA STANDARDS:

Standard 5: Using Results for Continuous Improvement

STATUS:

- **Approved by the Office of Legal Affairs**

IMPLEMENTATION DATE:

Upon Board Approval