



BIBB COUNTY SCHOOL DISTRICT

RFP # 26-029 SWITCH UPGRADE – ERATE

SUBMITTED TO:

**BIBB COUNTY SCHOOL DISTRICT
484 MULBERRY STREET
MACON, GA, 31201**

BID DUE: 03/02/2026 @ 8 AM, EST

ATTN: ELAINE M WILSON

E-MAIL ELAINE.WILSON@BCSDK12.NET



Submitted By:



**DISYS Solutions, Inc.
dba DSI Tech**

44670 Cape Court, Suite 100

Ashburn, VA 20147

888-286-3896 (Phone)

800-601-2944 (Fax)

www.dsitech.com



Contact person for questions related to this Proposal Response:

Vinant Prahlad,

Toll free: 888.286.3896, or

E-mail: bidsdistribution@dsitech.com

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1 Transmittal Letter

March 02, 2026
Bibb County School District
484 Mulberry Street, Macon, GA, 31201

Re: RE: RFP #26-029 - Switch Upgrade

Dear Ms. Wilson,

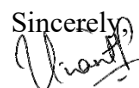
DISYS Solutions, Inc. DBA DSI Tech (“DSI” or “DSI Tech”) is pleased to submit our proposal in response to Bibb County School District’s (hereinafter referred to as “the District”) RFP #26-029 - Switch Upgrade. We have carefully reviewed all terms and conditions outlined in the RFP and take no exceptions to the resulting contract. Our submission is fully compliant with IFCB requirements, including adherence to all applicable E-Rate rules and regulations.

DSI is a Cisco Authorized Value-Added Reseller (VAR) and IT integrator, recognized as a Cisco Preferred Partner across Cloud + AI, Networking, Security, and Services portfolios, a Portfolio-Level Collaboration Partner, and an Expert-Level Customer Experience Partner. Our proposed solution includes Cisco Catalyst C9500-48Y4C EDU switches, Cisco Nexus N9KC9336CFX2 switches, associated licensing, connectivity components. The 10G SFP+ modules included in our proposal are Cisco-compatible (non-Cisco branded) optics that meet the required performance specifications. All other active switching hardware is Cisco-manufactured. DSI brings more than 30 years of experience delivering enterprise and K–12 network solutions. Our engineering team consists of highly qualified, Cisco-certified professionals with extensive expertise in campus switching, data center networking, security, and large-scale infrastructure modernization initiatives.

Our company has participated in the USAC E-Rate program for more than 20 years, reflecting our long-standing commitment to supporting schools and the communities they serve.

- | | |
|----------------------------|--|
| 1. Company Name: | DISYS Solutions, Inc. |
| Address: | 44670 Cape Court, Suite 100, Ashburn, VA 20147 |
| Telephone Number: | (571) 707-3636 |
| E-Mail Address: | bidsdistribution@dsitech.com |
| Fax Number: | (800) 601-2944 |
| 2. Contractor DUNS Number: | 96-275-1918 |
| CAGE Code: | 674Q4 |
| TIN #: | 27-2586114 |
| SPIN (E-Rate) | 143022163 |
| FCC | 20606612 – Green Light Status |

If you have any questions regarding this proposal response or require additional information, please do not hesitate to contact me at our toll-free number (888) 286-3896 or via email at bidsdistribution@dsitech.com. We look forward to serving the needs of Bibb County School District and the community it serves.

Sincerely,


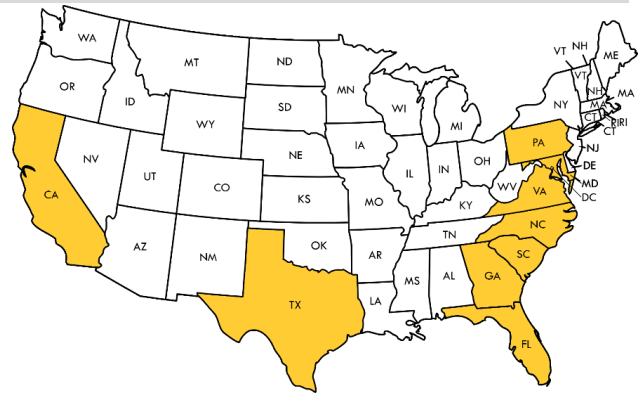
Vinant Prahlad
Contracts & Proposals Manager

2 Company Information

DISYS Solutions, Inc. DBA DSI Tech (DSI or DSI Tech), is a small, minority-owned Virginia corporation and registered (SWaM) with over 30 years of experience providing Federal, State and Local, & Education (SLED) agencies with network and computer hardware, servers, peripherals, software, network management and integration services. DSI provides complete IT solutions and services that are secure, innovative, energy-efficient, and cost-effective covering the entire technology infrastructure of Cloud Computing, Collaboration, Data Center, IoT, Mobility, Networks, Optical Networks, Security, and Telecommunications. Our customers include State & Local Government and Education (SLED) entities, Federal agencies, and commercial companies. We began our journey in 1991 as Network Connections, Inc., and through mergers, restructuring and rebranding we emerged as DISYS Solutions, Inc. on May 20th, 2010. On October 1, 2015, DSI officially moved into our current headquarters building in Ashburn.

2.1 DSI Capabilities

DSI's diverse technological expertise and experience form the foundation of our ability to design, validate, and support the District's network. As a vendor neutral integration partner since 1991, we have evaluated multiple technologies and thousands of products. As such, we have found Cisco products and services to be best-in-class. DSI has been a Value-Added Reseller since 2000. With dedicated DSI Program Management, product-certified Sales Team, and staff Cisco-certified engineering team, DSI offers Information Technology Solutions and Products that improve operational efficiency, deliver predictable performance, and simplify an increasingly complex network and wireless IT infrastructure.



Complete IT Solutions & Services

 Audio/Video	 Cloud Computing	 Collaboration & Mobility	 Customer Success Services
 Data Center	 Hybrid Work	 Internet of Things (IoT)	 Managed Services
 Network Management	 Project Management & Engineering Support	 Security	 Wireless

Our professional services, including program management, can support the turnkey installation of any new hardware purchased through authorized channels, ensuring that no tainted products enter the supply chain. DSI is an ISO/IEC 20243-1:2018 and ISO 9001:2015 Certified company, and maintains the internal processes required for success and customer satisfaction. DSI views the entire network as architecture. As such, DSI is the partner of choice for services that complement your network and new OEM products, if so, required in the future.

SOFTWARE AND HARDWARE

In addition to our status as a Cisco Partner, DSI is an Authorized Reseller of hundreds of software and hardware products from OEMs and Distributors, to enable us to meet detailed requirements for various network projects.

PROFESSIONAL SERVICES

DSI is comprised of highly experienced and certified engineers, sales professionals, project managers, and many other behind-the-scenes team members who work together to serve the customer.

We offer professional services and solutions that cover the entire technology infrastructure including:

- **Product Demonstrations and Proof of Value:** These provide insight into new technologies and how they perform in a customer's environment.
- **Assessments:** DSI can perform many assessments to ensure a customer's environment is operating optimally and help plan for current and future projects.
- **Staging:** DSI has the capabilities in our configuration center to warehouse, stage, and configure customer equipment prior to deployment onsite.
- **Deployment:** DSI has the capabilities to perform deployments for endpoint components, such as VoIP handsets, to complete core and infrastructure refresh.

COLLABORATION

Collaboration solutions enable us to work in a whole new way. With mobility and cloud trends, devices and locations no longer matter, and the quality of the collaboration experience helps people to achieve extraordinary things. Collaboration solutions can include technologies for: voice and video communications, voice messaging, conferencing, instant messaging and presence, customer contact centers, business-to-business communications, PSTN access, and mobile and remote internet access.

NETWORKS

The network has become the back-bone of every organization and is often overlooked for its level of importance. It is the conduit for a majority, if not all, of data movement and can bring an organization to its knees when there are issues. As networks have evolved, they have moved beyond the common switch or router to have built-in security and awareness with integrated management, reporting, and control.

Network solutions include advanced switching architectures, wide area communication, wireless, management, and security technologies.

SECURITY

Threats to an organization are constantly evolving and you need an environment that is capable of adapting to the changes necessary to keep it secure. You should have visibility from perimeter to endpoint and know what is happening in real time. Your systems should be adaptable and capable of receiving updates as new threats are identified. Security solutions can involve policy controls, perimeter defenses, active monitoring, and endpoint control. DSI can help you build and integrate truly effective security solutions that are

integrated, automated, open, and simple to use. DSI can provide solutions to improve visibility and responsiveness to detect more threats and remediate them more quickly.

WIRELESS

People today are hyper-connected mobile users. They have high expectations that are constantly changing. In a world of less time and lower budgets, IT can struggle to keep up with the changes necessary to meet these expectations. You have more data, greater expectations, and less time. DSI can provide integrated solutions to ensure your environment is flexible enough to keep up with changing expectations and transparent enough to ensure you know what is happening on them. DSI offers Information Technology Solutions and Products that improve operational efficiency, deliver predictable performance, and simplify increasingly complex networks and infrastructure.

2.2 SLED Contracts

DSI is the prime contractor for 8 Statewide Cisco contracts (Texas (DIR), California, Florida, Georgia, Maryland, North Carolina, Pennsylvania, and South Carolina) plus the District of Columbia. We are also the prime contractor for the University of Virginia VHEPC contract, VITA, University of Maryland (UMD), University System of Maryland (USM), MD DoIT and Maryland Education Enterprise Consortium (MEEC). Below is a list of our active SLED contracts. We also hold a Services GSA Schedule, two NASA SEWP V contracts and a NIH NITAAC, CIO-CS contract.

SLED Contracts State & Local Government and Education

 California CMAS: GS-35F-05630 (Synnex) - Cisco Products	 Maryland Maryland Administrative Office of the Courts: MJUD Hardware and Associated Equipment & Services Maryland Education Enterprise Consortium (MEEC) - Prince George's Community College: IT Security Services and Solutions Maryland Education Enterprise Consortium (MEEC) - Towson University: Audiovisual Hardware and Services Maryland Education Enterprise Consortium (MEEC) - University of Maryland: IT Hardware State of Maryland Dept. of IT (DoIT): Hardware and Associated Equipment & Services Master Contract; Commercial Off-the-Shelf (COTS) Software Contract; Desktop, Laptop, and Tablet Master Contract; PBX IV Telecommunications Equipment and Services Master Contract; Consulting and Technical Services CATS+	 Pennsylvania PEPPM: Cisco, HPE, and Palo Alto Products State of PA Dept. of General Services & COSTARS: Cisco Networking Equipment and Related Services
 District of Columbia NASPO ValuePoint DataCom: Cisco Products, Software, and Services	 South Carolina State of South Carolina: Cisco Cloud Products, Network & Firewall Products, and SAAS; HPE Network Hardware & Services	 Texas Austin ISD: Cisco Products and Services Garland ISD: Cisco Products and Services State of Texas DIR: CPO-4458: Data Storage Products & Services CPO-5347: Cisco Products & Services TSO-4160: HPE Networking Hardware & Services TSO-4288: Palo Alto Software, Products, Services TSO-4383: TD Synnex Software Products & Services TexBuy Purchasing Cooperative: Technology Products & Solutions Catalog
 Florida Miami-Dade County: Cisco Equipment, Software, and Maintenance Services State of Florida - NASPO ValuePoint: Cisco Data Communications Products and Services	 North Carolina City of Charlotte: Cisco Products and Services State of North Carolina Dept. of IT: Cisco IT Enterprise Hardware State of North Carolina Dept. of Public Instruction (NCDPI): Internal Connection	 Virginia University of Virginia/VHEPC: IT Products, Voice Infrastructure, and other Goods & Services Virginia Information Technologies Agency (VITA): Network Wireless and Wired Hardware and Services
 Georgia City of Atlanta: Enterprise Information Technology Hardware and Software Supplies Clayton County: IT Products & Services for Cisco, Smart Net, Webex, and Tandberg State of Georgia: Cisco Networking Equipment and IT Infrastructure Products; HPE Networking Indirect Fulfillment Partner Program and Server & Storage; Palo Alto (Synnex)		



2.3 DSI E-Rate Experience

During our over 30-year history, DSI has remained committed to serving the needs of school systems. We understand the unique environment and security requirements, as well as the program requirements of the Schools and Libraries Division E-Rate Program. Our extensive participation, spanning over 20 years, demonstrates our familiarity with the timelines and compliance issues, as reflected in our past performance references.

Our sales staff have received E-Rate training and continue to receive updated training through the Universal Service Administrative Company (USAC) online Outreach & Training program, where we review USAC's presentations.

DSI's SPIN NUMBER 143022163

As a seasoned participant in the USAC E-rate program for over 19 years, DSI understands the program requirements and processes. We have provided services to numerous K-12 schools, giving us in-depth knowledge of the E-Rate Program. We have worked with schools under the E-Rate program for contracts in the states of Texas, Georgia, Maryland, North Carolina, Pennsylvania, South Carolina, and Virginia.

DSI has been a participant in the USAC, School and Libraries Universal Service Program since 2001.

DSI was the sole awardee of a contract for Atlanta Public Schools from the January 2009 to December 2014. DSI installed more than 5,000 Cisco switches at a cost of more than \$10 million under this contract covering eligible and ineligible E-rate products and services. In 2016, DSI received two five-year awards from Garland Independent School District, Texas, that included E-rate participation. Both five-year contracts which ran concurrently total approximately \$31 million in products, installation, network monitoring, and continued support. DSI also won follow-on E-Rate contracts with GISD and continues to do provide IT solutions to the school district. Currently, DSI is a participant in Baltimore City, Maryland's Collaborative initiative, the 21st Century School Building Plan, providing Cisco networking products, HPE Aruba Wireless Access Points (WAPs), and addressing various AV requirements. Of the 28 schools in this program, approximately 14 have been completed. DSI has provided equipment and services for seven of these schools.

DSI understands that the District will be applying for E-Rate funds under the Universal Service program. As such, we have listed eligible and noted any ineligible (if applicable) products and services in our pricing section. DSI will work with the District on invoicing/billing and understands that the school's portion of the contract is subject to the availability of the funding to the schools on a year-by-year basis. All pricing provided is in accordance with the Lowest Corresponding Price rule. All DSI invoices will separate ineligible USF services and equipment from eligible USF services and equipment as well as providing start and completion dates with each invoice.

DSI warrants that it is qualified under applicable Federal Communications Commission rules to apply for and receive Universal Service Fund allocations/ disbursements for services provided pursuant to this agreement to schools, libraries, rural health care providers, agencies, institutions and consortia thereof, and other entities that are eligible for those allocations/disbursements on behalf, and for the benefit, of those entities, agencies and institutions. DSI also agrees to maintain these qualifications, and to provide reasonable assistance to agencies, institutions and entities in applying for and receiving these allocations/disbursements and applying them to any billing that they would receive from the contractor for services.

The FCC – Red Light Display System (RLDS) has been phased out, and is now available under CORE. Please see status below. DSI has also provided proof of its SPAC yearly filing to date.

Show 10 entries		Search:	
FRN	FRN Name	Red Light Status	Action
0020606612	DISYS Solutions, Inc	Green Light	View/Make Payments
Showing 1 to 1 of 1 entries		Previous 1 Next	
Go Back			

SPIN	Service Provider Name	Doing Business As	Contact Name	Contact Address	Contact Phone	SPAC Filed
143022163	DISYS Solutions, Inc.	DSI Tech	Virinder Luthra	44670 Cape Court, Suite 100 Ashburn, VA 20147	571-707-3636	2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026

2.4 Cisco Capabilities

As a Cisco Value-Added Reseller (DVAR) Partner, DSI holds advanced specializations in Networking, Security, Security Architecture, Unified Communications, Unified Computing Technology, Unified Fabric Technology, Wireless LAN, Routing and Switching, Data Center Architecture, Data Center Network Infrastructure, Data Center Storage Networking, Collaboration Architecture, and Borderless Network Architecture. Additionally, we are authorized Digital Media Systems Partners and hold Advanced Technology Partner (ATP) certifications in Identity Services Engine, Telepresence Video Express, and Telepresence Video Advanced. DSI's partnership level with Cisco includes the following designations:

- Cisco Preferred Cloud + AI, Networking, Security & Services Partner
- Cisco Portfolio-Level Collaboration Partner
- Expert-Level Customer Experience Partner

Cisco Partner Since 2004



Cloud and AI Infrastructure Preferred
Networking Preferred
Security Preferred
Services Preferred

- > Preferred Partner: Cloud & AI Infrastructure, Networking, Security, and Services
- > Portfolio Partner: Collaboration
- > Expert-Level Partner: Customer Experience
- > Professional Certifications:






Additional Specializations:

- o Collaboration SaaS
- o Environmental Sustainability
- o Extended Detection & Response
- o Full Stack Observability
- o Hybrid Cloud Computing, Networking, Software
- o Hybrid Work
- o Industrial IoT
- o Internet Infrastructure
- o Secure Access Service Edge
- o Secure Networking
- o Umbrella for MSSPs
- o Webex Contact Center

DSITECH.COM/PARTNERS/CISCO

DSI has included its Cisco Authorization letter below that lists its partner level and specializations that indicates in competency in providing the required services to the District.

2.5 Cisco Letter of Authorization



05-February-2026

To: Bibb County School District

Subject: Authorized Cisco Channel Certification – Cisco 360 Partner Program

Dear Sir or Madam,

We are pleased to inform you that, in accordance with the agreement between DISYS Solutions Inc (the “Partner”) and Cisco Systems, Inc. (“Cisco”) and within the framework of the Cisco 360 Partner Program, Partner is currently authorized to resell Cisco offers and services, and to use Cisco offers and services to provide a managed or cloud service offering to Partner’s end users in the territory of the United States.

As of the date of this letter, the Partner holds the following portfolio credentials:

- Preferred Cloud and AI Infrastructure Partner
- Collaboration Partner
- Preferred Networking Partner
- Preferred Security Partner
- Preferred Services Partner

(*) Please note that the “Preferred” designation refers solely to the Partner’s expertise and experience in specific Cisco technologies and does not imply any recommendation or preference from Cisco regarding client engagements.

As of the date of this letter, the Partner holds the following competencies and/or specializations:

- Environmental Sustainability Business Practice
- Extended Detection and Response Competency
- Secure Enterprise Infrastructure Competency

This certification is valid for six (6) weeks from the date of issuance, subject to the continuation of Partner’s agreement with Cisco.

Partner Profile: You can check Partner’s authorization profile via Cisco’s partner locator tool: <https://locatr.cloudapps.cisco.com/WWChannels/LOCATR/pf/index.jsp/>, which specifies Partner’s current specializations, portfolio designations, and competencies, among other things.

Sincerely,



Brian Dulac, Director, Finance

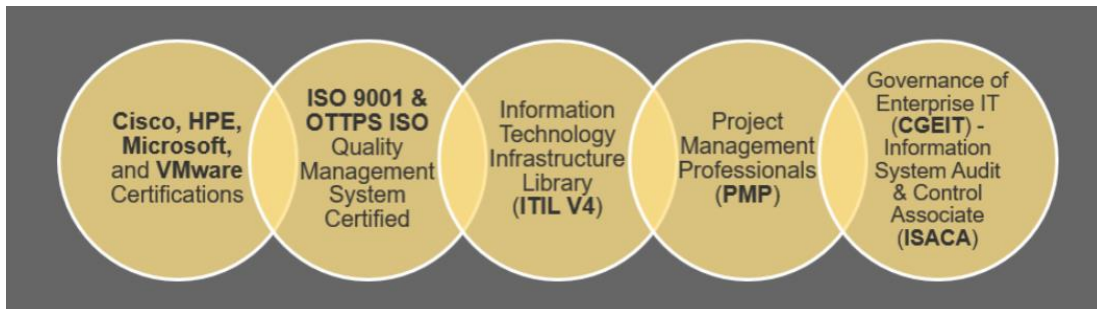
Cisco Systems, Inc.

2.6 Certified Manpower

Our staff is not only certified but also experienced in advising customers on the best methods for successfully deploying Cisco products and technologies. DSI has an in-house lab with various networking equipment for the sole purpose of evaluation and testing our solution before cutover. Using internal configuration resources as well as tools provided by Cisco, DSI's staff can quickly and easily configure products that fit seamlessly into The District's existing environments to maximize productivity and reliability and minimize downtime during cutover. It is this level of customer service that distinguishes us from other vendors. DSI's Engineering staff possesses the following Cisco certifications, and many of our IT personnel have multiple certifications.

Cisco Certification	No. of Certifications	No. of Staff
CCIE	34	16
CCNA	15	15
CCNP	16	14
CCS	69	22
CCDEVA	3	3
CCDS	1	1
Total	138	71

In addition to manufacturer certifications, DSI employs professionals with the following industry certifications:



2.7 Professional Services

DSI is comprised of highly experienced and certified engineers, sales professionals, project managers, and many other behind-the-scenes team members who work together to serve the customer.

We offer professional services and solutions that cover the entire technology infrastructure including:

- **Product Demonstrations and Proof of Value:** These provide insight into new technologies and how they perform in a customer's environment.
- **Assessments:** DSI can perform many assessments to ensure a customer's environment is operating optimally and help plan for current and future projects.
- **Staging:** DSI has the capabilities in our configuration center to warehouse, stage, and configure customer equipment prior to onsite deployment.
- **Deployment:** DSI has the capabilities to perform deployments for endpoint components, such as VoIP handsets, to complete core and infrastructure refreshes.

2.8 Qualifications and Support

Investing in our technical team and expansion of our core technical strengths provides the foundation of our Network Operations Center (NOC). Offering remote monitoring, 24x7x365, and co-located with our Help Desk, the DSI NOC can effectively augment a Partner's IT Team to ensure no lapse of coverage and maximum performance of the Network. Through our NOC services, DSI delivers increased uptime and productivity by providing real-time visibility into the health and performance of all of your network devices. With DSI professional services, we can help you complete the upgrades to bring the entire campus infrastructure to align with the current Technology Standards. You will receive continued, reliable service as well as the ability to maximize your efficiencies and maintain the highest levels of business process continuity for your staff and the District's future needs.

Once engaged in this project, DSI will add further value in a general advisory role, leveraging knowledge gained from our years of experience to mitigate possible pitfalls and prevent expensive mistakes by providing proven pathways to success. These value-add business strategies are integrated into our core competencies and provide a foundation for our Key Competitive Advantages:

- DSI is a Cisco Direct Value-Added Reseller (DVAR).
- DSI holds Master Security Specialization.
- DSI holds Master Collaboration Specialization.
- DSI maintains Quality Control (QC) and Assurance processes to verify adherence to the Project Plan, Quality Plan and audit requirements.
- DSI has 30 years of experience as a vendor neutral technology integrator providing infrastructure and collaboration solutions.

2.9 Qualifications and Support

Investing in our technical team and expansion of our core technical strengths provides the foundation of our Network Operations Center (NOC). Offering remote monitoring, 24x7x365, and co-located with our Help Desk, the DSI NOC can effectively augment a Partner's IT Team to ensure no lapse of coverage and maximum performance of the Network. Through our NOC services, DSI delivers increased uptime and productivity by providing real-time visibility into the health and performance of all of your network devices. With DSI professional services, we can help you complete the upgrades



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- DSI maintains Quality Control (QC) and Assurance processes to verify adherence to the Project Plan, Quality Plan and audit requirements.
- DSI has 30 years of experience as a vendor neutral technology integrator providing infrastructure and collaboration solutions.

2.10 Customer Satisfaction

DSI has repeatedly been recognized by Cisco for achieving Cisco Channel Customer Satisfaction Excellence. Most recently, DSI was awarded “Outstanding Customer Satisfaction Partner of the Year” awards as noted below. It is our dedication to technology excellence and customer service that have contributed to our recognition as such.



2.11 Program Support Team

To best serve the School, DSI will work with the District during assessment, planning, and implementation phases and will provide a Project-Support Team with a single point of contact to address the execution of the District’s project throughout the contract period of performance. Our Team is structured so that if any one person is unavailable, another member of the team can address any contract user's request. DSI’s experienced Program Support Team includes sales, program management, and engineering staff that bring a value-Add proposition directly to the District. Our Team is ready to assist with pre- and post-sales support, answering technical questions, design assistance (sales and engineering), working configuration issues, order processing (sales), hardware and software installation (technical), product documentation (marketing), product support (customer service), invoice processing (accounting), providing status updates, and more.

DSI Team Members	Responsibilities	Management Team – Key Personnel	Project Manager	IT Specialist
Management Team				
Pankaj Sharma O: 571-707-3610 C: 571-236-3992 pankaj.sharma@dsitech.com	GA Regional Sales Manager Team Lead – Primary Point of Contact	✓	✓	✓

John Tebbe	GA Outside Sales Executive	✓		
Kashif Satti	Escalation and Operational Oversight	✓		

2.12 Technical Pool

DSI technical/engineering resources are assigned by the Program Manager based on technical requirements, experience, and availability. To maintain our Cisco partner levels, we must have qualified DSI Team members with engineering degrees, technical certifications and years of experience. In addition to our own engineers, through DSI Value Added Reseller status, DSI's reach is extended directly to Cisco for any additional engineering, or service support that may be needed during the period of performance. This ensures our ability to resolve any issue that Cisco or the OEM may have not resolved to District's satisfaction. If for any reason, the Program Support Team does not resolve any issue within the agreed-upon time frame (actual response time will be determined during the Kickoff Meeting), the issue will be escalated. DSI has an escalation mechanism that follows a hierarchy defined within the escalation hierarchy section of the Project Management Plan. There are two entry points for escalation of an issue. The escalation process is managed by the DSI Service Desk. The customer may also escalate as needed by contacting the Service Desk or Service Owner as listed in the DSI Program Support Team to provide the necessary visibility and management attention to a critical issue.

Level	Contact Person	Role	Contact Number	E-mail Address
1st	Pankaj Sharma	Team Lead GA Sales	571-707-3610	pankaj.sharma@dsitech.com
2nd	John Tebbe	GA Outside Sales Rep	404-538-7425	john.tebbe@dsitech.com
3rd	Kashif Satti	VP of Technical Services	571-707-3626	kashif.satti@DSITech.com
4th	Alan Bechara	Executive Vice President	571-707-3654	alan.bechara@DSITech.com

DSI Service Desk			
Name	Role	Phone	Email
System Support	24x7x365	571-707-3770	helpdesk@dsitech.com

Management Structure: DSI is a privately held corporation, with the principals Atul Bhatia, Chief Executive Officer (CEO), and Vinu Luthra, Chief Operating Officer (COO), forming our Executive Management Team, who are actively involved in the day-to-day operations of the company. Mr. Bhatia oversees the financial aspects of business operations such as accounting, purchasing and human resources ensuring that our internal business practices are in-line with our company's overall strategic vision while maintaining cost savings to customers and ethical accounting practices. Mr. Luthra oversees DSI's customer service standards by ensuring that all DSI technology product and services contracts are comprehensively supported by our sales and engineering personnel that possess exemplary customer service skills and knowledge of current and emerging technologies. Our executive management interacts with the senior and junior staff to ensure a smooth decision-making structure ensuring quality services to our customers.

DSI's Quality Control Process is built into our Project Management Methodology (PMM) and ISO 9001 standards. Our PMM has been derived from proven techniques "Best Practices" developed through years of experience and industry standards put forth by the Project Management Institute® (PMI). By blending the latest technologies with industry-leading standards, our Project Management Methodology prioritizes both client satisfaction and quality.

Why is this important to you?

The processes and methodology that govern our Program Management also apply to our internal departments, such as Order Processing, Accounting, Purchasing, etc.

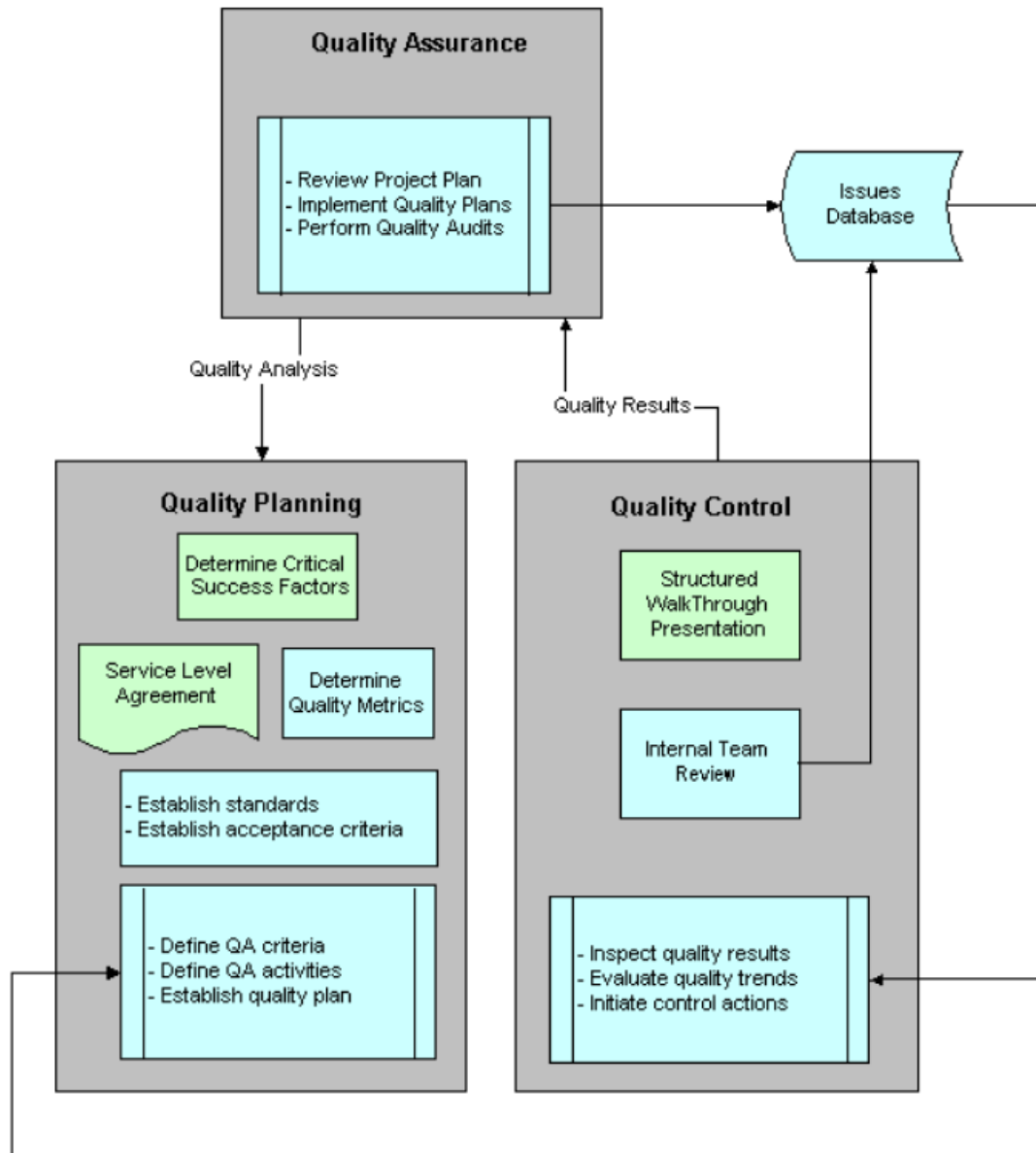
The objective of the methodology is to provide standardized methods and guidelines to ensure that projects are conducted in a disciplined, well-managed, and consistent manner. The methodology recognizes that the correct approach to effective project management is good planning and efficient controls implemented through a well-structured project organization. While the complete PMM document is extensive, we have provided an overview to demonstrate our commitment to quality.

Quality Management: The three main components of our quality process are:

- Quality Control
- Quality Assurance
- Quality Planning

Our processes are flexible enough to accommodate specific client requirements. Some of our preliminary planning includes planning for quality assurance and setup of quality control checks. In addition to our own engineers, through DSI's Value-added Reseller status, DSI's reach is extended directly to Cisco for any additional engineering, or service support that may be needed including the warranty period. The scope and project objectives along with internal standards defined by the Engineering Policy Guide (EPG) form a guiding framework for the quality plan. The quality plan consists of standards definition, metrics guidelines and deliverable checklists. The quality plan identifies all quality control mechanisms and desired results. Over a period of time across several projects DSI has implemented various quality standards, some defined by the client, others defined internally in conjunction with industry standards. We have learned that there is no one perfect model. The control mechanism is thus kept flexible for review and revision. The process provides feedback information on quality trends to help quality managers and project managers review and revisit the quality planning documents, in case any modifications are required to the quality control process.

DSI's Executive Management team also supports our project teams in addressing any issue that is not resolved to the satisfaction of the District.



During the Kick-off Meeting following award, DSI also establishes a Communications Management Plan establishing communication protocols and procedures between DSI and the District. This forms the foundation for our project follow-through. As part of our primary focus in project management, Communication Management is given high priority. In keeping with open communication, our clients are encouraged to communicate directly with the Project Team/ Project Manager whenever required effectively solving any immediate problem that may arise. Generally, any noted deficiency is identified with resolution addressed by our Project Team in accordance with Project Management Expectations.

During Project Kick-off meeting, reporting procedures will be reviewed and format approved.

- ✓ Project Reporting will be done through our dedicated project manager for this project, through weekly or daily status reports as agreed upon. Please see the Sample Report below

Weekly Project Status Reports

Project Manager	[Insert Name]	Executive Status Report - <mm/dd/yyyy>
Tech. Lead:	[Insert Name]	

Executive Milestone Overview:

ID	Executive Milestones (minimum three)	Status	Baseline Completion Date	Expected Completion Date	Degree (%) of Confidence	Change? (Yes, No, New)
E1						
E2						
E3						

Project Status Summary:

Narrative Summary of Status	Schedule:	GREEN	Budget:	YELLOW	Issues:	RED

Project Milestone Status Review:

Project Plan ID	Project Milestones	Status	Baseline Completion Date	Expected Completion Date	Issues Exist (Yes/No)

✓ Project Management Expectations.

- Involvement from Day 1
- Involve major stakeholders, especially IT
- Clear project scope with sign-off -- and set priorities
- Make sure everyone (including senior management) understands his or her role and responsibilities
- Coordination between multiple teams
- Milestone tracking
- Enforcing escalation chain strategy
- Daily or weekly project status meeting with internal team and update the Authority
- Identify risks in advance and act to avoid any bottleneck
- Track and test deliverables; and
- Evaluate project from time to time (or as agreed to).

However, if the issue is not resolved by the Project Team within the agreed upon time frame, the issue will be escalated based on the escalation sheet provided on the next page. DSI has an escalation mechanism that follows a hierarchy defined within the escalation hierarchy section of the project management plan. There are two entry points for escalation of an issue. The escalation process is managed by the DSI Service Desk. The customer may also escalate as needed by contacting the Service Desk or Service Owner as listed in the DSI contacts to provide the necessary visibility and management attention to critical issues.

In conclusion, the following points encapsulate the reason why by hiring DSI to provide a complete project solution, District would receive industry standard services on time and within budget.

Why Choose DSI Tech?

Your Trusted Partner for all IT Solutions and Services



Capability

- ✓ Advanced specializations
- ✓ Extensive training
- ✓ Project Management team
- ✓ Proven relevant experience



Commitment

- ✓ Action-oriented sales & engineering team
- ✓ Reliable, long-term provider
- ✓ Value-add services at no cost



Credibility

- ✓ Nationwide term contracts
- ✓ Financially stable & growing
- ✓ High level partner statuses
- ✓ ISO 9001 & OTTPS certified



Customer Service

- ✓ 24/7 Network Operations Center
- ✓ Local & nationwide support
- ✓ Partner awards in customer experience
- ✓ Regularly trained in customer-first skills

Read our Success Stories at [DSITECH.COM](https://www.dsitech.com)

3 Technical Solution

DSI's proposed technical solution delivers a high-performance, enterprise-class switching infrastructure designed to support core, distribution, and data center requirements. The solution includes Cisco Catalyst C9500-48Y4C-EDU switches for campus core/distribution deployments and Cisco Nexus N9K-C9336C-FX2 switches for data center core connectivity. The proposed equipment aligns with the specified performance, port density, and licensing requirements outlined in this RFP.

The Catalyst 9500 platform provides 48 ports of 1/10/25G connectivity with 4 ports of 40/100G uplinks, along with Cisco DNA Advantage 5-year licensing to support advanced Layer 3 functionality, network management, and scalability. The configuration includes required power supplies, fan modules, network stack licensing, and Plug-and-Play capability for streamlined deployment.

For the data center environment, the Nexus 9336C-FX2 platform provides 36 ports of 40/100G QSFP28 connectivity, operating on NX-OS software with 5-year Data Center Networking Essentials licensing and enhanced Cisco support. The configuration includes required airflow components, power supplies, accessory kits, and passive 100G copper cables (1m and 3m) for high-speed interconnect.

Detailed specifications of the proposed switches are provided below.

Cisco Catalyst C9500-48Y4C-EDU Core / Distribution Switch



The Cisco Catalyst C9500-48Y4C-EDU is a fixed-configuration, high-performance Layer 3 switch designed for enterprise and education campus core and distribution deployments requiring high throughput, high port density, and advanced routing and security capabilities.

The platform provides $48 \times 25\text{G SFP28}$ ports for high-speed aggregation and $4 \times 100\text{G QSFP28}$ uplink ports for resilient core connectivity or data center interconnect. Built on Cisco's campus-optimized switching architecture, the Catalyst 9500 Series delivers deterministic performance, advanced segmentation, and secure services suitable for modern campus networks.

Key Capabilities:

- **High-Speed Aggregation and Uplinks:** $48 \times 25\text{G SFP28}$ downlink ports and $4 \times 100\text{G QSFP28}$ uplink ports supporting high-capacity distribution, core, or collapsed-core designs
- **Advanced Layer 3 Routing:** Full support for enterprise routing protocols including OSPF, EIGRP, IS-IS, BGP, and VRF-Lite for scalable and resilient campus architectures
- **Performance and Scale:** Hardware-based forwarding designed for consistent, wire-speed performance in core and distribution roles
- **High Availability:** Support for stateful switchover (SSO), non-stop forwarding (NSF), redundant power supplies, and hot-swappable fan trays to ensure continuous operation
- **Security:** Hardware-assisted MACsec (AES-256) on supported ports for data-in-transit protection across high-speed fiber links

- **Network Segmentation and Automation:** Native support for VRFs, policy-based routing, and integration with Cisco SD-Access and centralized management platforms
- **Licensing:** Cisco Network Advantage with **Cisco DNA Advantage – 5 Year Subscription (C9500-DNA-A-5Y)**, as requested by the customer
- **Form Factor:** 1RU fixed-configuration chassis optimized for campus core and distribution deployments

Cisco Nexus N9K-C9336C-FX2 Data Center / Aggregation Switch



The Cisco Nexus N9K-C9336C-FX2 is a high-performance, fixed-configuration data center switch designed for spine, leaf, or high-speed aggregation deployments requiring low latency, high throughput, and advanced data center networking capabilities.

The platform provides $36 \times 100\text{G}$ QSFP28 ports supporting flexible interface speeds (100G/40G/25G/10G via breakout), enabling scalable spine-leaf architectures, data center interconnect, or high-density aggregation. Built on Cisco's cloud-scale ASIC architecture and running Cisco NX-OS, the Nexus 9300-FX2 Series delivers deterministic performance and advanced programmability for modern data center environments.

Key Capabilities:

- **High-Density 100G Connectivity:** $36 \times 100\text{G}$ QSFP28 ports supporting native 100G or breakout configurations for 40G, 25G, or 10G connectivity to servers, storage, or downstream switches
- **Flexible Deployment Roles:** Suitable for spine, leaf, or high-speed aggregation roles in traditional three-tier or modern spine-leaf data center architectures
- **Low-Latency, High-Performance Switching:** Cloud-scale ASIC architecture providing wire-speed performance and predictable low latency for east-west data center traffic
- **Advanced Layer 2 and Layer 3 Features:** Support for VXLAN EVPN, OSPF, BGP, IS-IS, VRF, and policy-based routing for scalable multi-tenant and segmented network designs
- **Automation and Programmability:** Open APIs, model-driven telemetry, and integration with automation frameworks for operational efficiency and visibility
- **High Availability:** Redundant power supplies and fan modules with non-disruptive operation to support mission-critical data center environments
- **Security:** Support for control-plane protection, segmentation, and traffic isolation using VRFs and VXLAN-based network virtualization
- **Licensing:** Cisco NX-OS with **Cisco Nexus 9300 Software Subscription (C1E1TN9300XF-5Y)** – 5 Year term, as requested by the customer
- **Form Factor:** 1RU fixed-configuration chassis optimized for high-density data center and high-speed campus data center interconnect deployments

Optics Clarification: The proposed 10G SFP+ SR and LR transceivers are Cisco-compatible, non-Cisco branded optics that meet the specified multimode and single-mode fiber performance requirements and are fully compatible with the proposed Cisco switching platforms.

4 Installation Methodology & Project Approach

DSI will implement the Catalyst and Nexus switching solution using a structured, phased methodology designed to minimize operational risk, reduce downtime, and ensure a controlled and efficient transition to the new infrastructure. The approach aligns with Cisco best practices and DSI's established Project Management Methodology.

4.1 Project Planning and Coordination

Upon contract award, DSI will conduct a formal project kickoff meeting to confirm:

- Final scope of work
- Project schedule and milestones
- Communication protocols
- Approved maintenance windows
- Escalation procedures
- Key District and DSI contacts

A detailed implementation plan and migration sequence will be developed, documented, and approved prior to any deployment activities.

4.2 Site Readiness and Assessment

Prior to installation, DSI will validate readiness at each deployment location. This includes:

- Rack space verification
- Power availability confirmation
- Environmental condition review
- Cabling and fiber validation
- Review of network dependencies

Any findings or risks identified during assessment will be reviewed with the District to ensure resolution before installation proceeds.

4.3 Equipment Staging and Configuration

To minimize onsite deployment time and reduce implementation risk, DSI will stage and pre-configure all equipment prior to installation.

Staging activities include:

- Software installation and firmware validation
- License activation and verification
- Base configuration development (management settings, VLANs, routing parameters, security policies)
- High-availability and redundancy configuration as applicable
- Configuration validation and functional testing

Pre-deployment validation reduces onsite complexity and supports a smoother cutover process.

4.4 Onsite Installation and Cutover

During approved maintenance windows, DSI will:

- Rack and mount switches
- Connect power supplies
- Install optics and cabling
- Apply final configurations
- Execute a phased migration of network connections

Configuration backups will be created prior to cutover. Rollback procedures will be defined and available to ensure service continuity in the event of unexpected issues

4.5 Testing and Validation

Following installation and migration, DSI will conduct comprehensive validation to confirm operational readiness, including:

- Device health verification and management access
- Interface and uplink connectivity validation
- Layer 2 functionality testing
- Layer 3 routing verification
- Redundancy and failover testing
- End-to-end connectivity testing

All identified issues will be addressed and resolved prior to formal acceptance.

4.6 Documentation and Knowledge Transfer

Upon completion, DSI will provide:

- As-built configuration files
- Updated device inventory information

A knowledge transfer session will be conducted to review system operation, configuration overview, and basic troubleshooting procedures.

4.7 Project Management

A dedicated DSI Project Manager will oversee the engagement and will:

- Coordinate technical and field resources
- Monitor project schedule and milestones
- Provide regular status updates
- Manage risk and issue resolution
- Serve as the primary point of contact throughout the project lifecycle

This structured oversight ensures alignment with project objectives and supports timely, successful completion.

5 Compliance, Security & Risk Management

DSI is committed to full compliance with District, State, and Federal requirements and will implement this project with a strong focus on operational security, regulatory adherence, and risk mitigation. Our approach ensures that all contractual, technical, and procedural obligations are met while minimizing exposure to operational disruption or compliance issues.

5.1 Regulatory and Contractual Compliance

DSI will comply with all applicable District policies, State of Georgia requirements, and Federal regulations throughout the performance of this contract.

Our compliance approach includes:

- Adherence to all RFP specifications and technical requirements
- Compliance with all applicable Federal, State, and County statutes, ordinances, and regulations
- Maintenance of all required licenses and permits
- Submission of required certifications and documentation
- Adherence to nondiscrimination policies
- Compliance with Drug-Free Workplace requirements
- Certification of non-collusion
- Compliance with Immigration Reform and Control Act requirements

5.2 Insurance and Risk Transfer

DSI will procure and maintain all required insurance coverage as outlined in the RFP, including:

- Workers' Compensation Insurance (Statutory Limits)
- Employer's Liability Insurance as specified
- Commercial General Liability Insurance
- Umbrella Liability Insurance as required

5.3 Personnel Security and Background Screening

DSI understands that all vendor personnel working onsite must complete fingerprinting and background checks prior to performing services.

To ensure compliance:

- All assigned personnel will complete required fingerprinting and screening procedures
- No personnel will be dispatched onsite without documented clearance
- Personnel records will be maintained in accordance with applicable privacy and security requirements

This process ensures alignment with District security policies and protects student, staff, and facility safety.

5.4 Installation Security Controls

To protect District infrastructure during deployment, DSI will implement controlled installation procedures, including:

- Approved maintenance window adherence
- Controlled physical access to equipment
- Secure handling of hardware during staging and transport
- Proper documentation of removed and newly installed equipment
- Asset tracking and serial number documentation

All removed equipment will be documented and handled in accordance with District direction.

5.5 Change Management and Configuration Control

DSI will apply structured change management practices to reduce the risk of unintended service disruption.

Our approach includes:

- Pre-approved implementation plans
- Configuration backups prior to cutover
- Controlled application of configurations
- Defined rollback procedures
- Post-installation validation

These controls ensure service continuity and protect the integrity of the District's network environment.

5.6 Risk Identification and Mitigation

DSI recognizes that network infrastructure upgrades involve operational and technical risks. To proactively address these risks, we implement structured mitigation strategies.

Key Risk Controls Include:

- **Pre-Deployment Validation:** Staging, configuration testing, and validation reduce onsite implementation risk.
- **Phased Migration Approach:** Network connections will be migrated in a controlled, phased manner to minimize disruption.
- **Rollback Preparedness:** Configuration backups and recovery procedures will be prepared before any cutover activity.
- **Redundancy Validation**
High-availability and failover configurations will be verified during testing.
- **Project Oversight:** A dedicated Project Manager will track milestones, manage risks, and coordinate issue resolution.

5.7 Operational Continuity

All installation services will be performed during approved maintenance windows to minimize disruption to instructional and administrative operations.

DSI's structured planning, pre-staging approach, and defined testing procedures are designed to ensure:

- Minimal downtime
- Controlled cutover execution
- Rapid issue resolution

- Stable post-installation operation

5.8 Responsible Contractor Commitment

DSI acknowledges the District's requirement for responsible, responsive performance and affirms its ability to:

- Meet all technical specifications
- Deliver services in a timely and effective manner
- Provide required warranties and guarantees
- Maintain service and support capability
- Fulfill all documentation and reporting obligations

DSI's Compliance, Security, and Risk Management framework is designed to ensure that this project is executed in full alignment with District requirements while maintaining operational stability and infrastructure integrity. Through structured governance, documented controls, and disciplined project execution, DSI will deliver a secure, compliant, and low-risk network upgrade.

6 References

6.1 Reference 1:

Name of Client: Garland Independent School District, TX **Phone:** 972-487-3009
Project Name: Network Equipment, Engineering, Installation Support
Address: 501 South Jupiter, Garland, TX 75042 -7108
Primary Contact: Darrell Vaughn **Title:** Director, Network Services
Phone 972-822-0265 **E-mail address:** dvaughn@garlandisd.net
Service Dates: Please see below **Value:** Please see below
Contract Number: 288-01-05/134-22

Summary & Scope Services: The Garland Independent School District (GISD) is the twelfth largest school district in Texas. There are currently 80 schools and administrative facilities educating more than 57,000 students.

LAN/Wi-Fi Equipment and Installation - \$21 Million March 4, 2016 -September 30, 2021

The five-year contract, 288-01-05, covered a three-phase Installation Plan with remote monitoring provided from DSI's NOC (Network Operations Center) located in Ashburn, VA. The DSI / Cisco solution reduced implementation time, and improved efficiency and flexibility in network deployments by using open Ethernet TCP/IP protocols in networks supported by Cisco Validated Architectures and Designs (CVD). Installations are conducted in a manner that has the least impact to the schools during student activity. All LAN IDF/MDF are consolidated at each local School's core, the single point per School in a virtual switching system stack.

Phase I: LAN and Wi-Fi equipment (410 Cisco 3850 Switches, 14 Cisco 4500X Switches, and 1,550 Cisco 3802 WAVE 2 APs. Phase I also includes Tripp Lite UPSs (3kVAs and 6kVA supporting both the IDF and MDF). The Hub (Core) sites are comprised of 2 Cisco Nexus 9508, 2 Cisco Nexus 7010, 6 Cisco Nexus 7009, and 18 Cisco NCS 2006. Hub sites are supported by 15 16kVA Tripp Lite UPSs). Engineering services also include cabling and installation of both the Wired and Wireless infrastructure. 2016 - Phase I covered MISD's seven (7) high schools.

Phase II: LAN and Wi-Fi equipment is estimated: 266 Cisco 3850 Switches, 24 Cisco 4500X Switches, and 2,831 Cisco AIR-CAP3702 APs. Phase II also includes Tripp Lite UPSs (3kVAs and 6kVA supporting both the IDF and MDF). Engineering services also including cabling and installation of both the Wired and Wireless infrastructure for MISD's twelve middle schools completed in 2017.

Phase III: LAN and Wi-Fi equipment is estimated: 695 Cisco 3850 Switches, 94 Cisco 4500X Switches, and 1,023 Cisco AIR-CAP3702 APs. Phase III also includes Tripp Lite UPSs (3kVAs and 6kVA supporting both the IDF and MDF). Engineering services including cabling and installation of both the Wired and Wireless infrastructure for MISD's forty-seven elementary schools plus four additional sites are scheduled for 2018.

Managed Services - Under this contract Service Level Agreement (SLA) amended June 29, 2016, DSI is providing maintenance and operations aligned to our SLA metrics with 24x7x365 remote coverage from our NOC located in Virginia corporate headquarters for the entire five year contract term. DSI also provides on-site NOC staffing in the Garland ISD Data Center.

Renewal (Oct 1, 2021 - Sept 30, 2022) – issued under a standalone Purchase Order (\$457,776.00)

UPS (Uninterruptable Power Supply) Installation – DSI is provided Tripp Lite UPSs for all Phases of the Garland ISD project. Generally, each MFD was be configured with a 6kVA UPS, and each ID required a 3kVA UPS. Estimated Total install base is **173** 3kVAs and quantity **97** 6kVA. Phase I Hub site switches were supported by **15** 16kVA Tripp Lite UPSs.

MAN/WAN Equipment and Installation - \$12 Million March 4, 2016 -September 30, 2021

This five-year contract, 134-22, ran concurrent with the LAN/WIFI Project above. DSI provided a Cisco MAN/WAN Upgrade Solution that also included equipment, engineering and installation support. These network switches were also included in the network monitoring.

GISD implemented a refresh of the MAN/WAN network in support of the GISD initiative for 1:1 Wi-Fi device roll-out throughout the district high school, middle school, and elementary school campuses. To achieve this goal, GISD required a complete turnkey project including all aspects of the design, configuration, installation, and support for a robust Metropolitan Area Network (MAN)/ Wide Area Network (WAN), including, but not limited to:

1. Integration with current district-owned Data Center End-of-Row Cisco 6500-series servers providing Data Center services.
2. Integration with current district-owned Data Center content filtering and Internet access services.
3. Integration of the MDF Facility MAN/WAN Access Switch/Router with current district-owned MDF Facility LAN Core Switch/Router (provided via RFP 288-01-15) via completion of switch stack providing for a single virtual core switch in each campus or facility.
4. One (1) New Multi-port Cisco 4500X 10Gbit Network Switch in each Facility LAN Core MDF (or equivalent) (NOTE: This is subject to change depending upon selection of MDF Facility LAN Core Switch/Router via GISD RFP 288-01-15 LAN/Wi-Fi.).
5. Uninterruptable Power Supplies (UPS) to support the HUB site equipment.
6. Complete installation and campus/facility cutover without disruption to the GISD network users to take place during non-in-service hours and days.
7. Service Level monitoring platform with configuration of a NetFlow and SLA solution for reporting to network operations center.
8. Integration with SolarWinds/Orion and Cisco PRIME network monitoring solutions based on SNMP and RMON.
9. Integration with the current GISD network, including routing and VLAN configuration.
10. New carrier-grade optical transport system with fully-meshed 100GbE client interfaces between Technology Center (Data Center) and All Hub Sites,
11. New DWDM/OADM network-side light filter utilizing C-Band ITU Grid at 100 GHz spacing at Technology Center (Data Center), All Hub Sites, and All Campuses.
12. New 24 x 10GE line cards at each Hub Site router to support downstream campus sites.
13. New N x 10GE wavelengths between all campuses and hub sites; client interfaces will be lit passively, (i.e. no transponders are required to support downstream connectivity into campus sites.)
14. The equipment supported:
 - a) Minimum of 110Gbps per slot (preferably larger).
 - b) Forwarding of 100GbE interfaces at line rate without loss.
 - c) Layer-3 routing.
 - d) Bidirectional Forwarding Detection (BFD), RFC5880 and RFC5881 in forwarding plane.
 - e) Data Center Interconnect (DCI) technologies to enable Layer-2 interconnection.
 - f) 802.3ad Link Aggregation and Traffic Load Balancing.
 - g) Equal Cost Multipath (ECMP) forwarding of IP routes.
 - h) 2 x 10GE uplinks per campus to each Hub Site.
 - i) Utilization of IP to protect from backbone fiber failures (i.e., backbone wavelengths will be lit using diverse fiber routes; Optical-level protection is NOT required).
15. Uninterruptable Power Supplies (UPS) to support the Network Electronics.
16. Complete installation, without disruption, to the GISD network users.
17. Service Level monitoring platform with configuration of a Netflow and SLA solution for reporting to network operations center.
18. Integration with SolarWinds/Orion and Cisco PRIME network monitoring solutions based on SNMP and RMON.
19. Integration with the current GISD network including routing and VLAN configuration.

The overall project was implemented in three phases and completed ahead of schedule:

- Phase 1: High Schools – Completed 2016
- Phase 2: Middle Schools – Completed 2017
- Phase 3: Elementary Schools + 4 Sites – Completed 2017

Wireless/LAN Equipment and Services #134-22 (E-Rate) - \$10 Million annually

Service Dates: January 25, 2022 (or date of award) through January 31, 2024 with contract renewing annually for three years from the date of award with all options executed January 31, 2026.

GISD was seeking proposals for wireless and LAN upgrades. The District identified 85 facilities as part of the scope for wireless upgrades and 14 of those facilities for LAN upgrade consideration. In addition, the District requested pricing for wireless and LAN equipment and accessories for ad-hoc purchases throughout the District at all facilities as needed through the life of the contract and award period.

GISD was seeking to purchase new equipment that integrated into the existing GISD infrastructure and met or exceeded the specifications in the RFP and installation services to configure, install, and establish management system(s) for the proposed solution(s).

DSI Tech proposed a Meraki Next Gen Wireless solution along with Cisco IOS-XE-based catalyst switching.

LAN Equipment & Services #510-23 \$34.7 Million

Service Dates: January 23, 2024 – November 28, 2024 with one (1) year base and four (4) one (1) year annual renewal options.

This five-year contract covers the district-wide Local Area Network switch (LAN) refresh, Data Center network equipment, campus MDF Uninterruptible Power Supply (UPS), and campus MDF/IDF Power Distribution Units (PDU) refresh compatible with E-Rate Category 2 funding requirements for: Two (2) Data Center facilities, Construction of a new Technology Building with a new Data Center, Decommission of existing Technology Center with original Data Center, Refresh of Secondary Data Center (location: Culwell Center), Up to sixty-nine (69) campus LAN Eight (8) High Schools, Twelve (12) Middle Schools, Forty-seven (47) Elementary Schools, Two (2) Pre-Kindergarten Schools, and Up to sixteen (16) Non-Instructional Facilities (NIFs).

The Cisco/ Cisco Meraki Turnkey Solution provides **an optimal network design, and project management services to configure, install, and coordinate hand-off to GISD's managed services provider.** By implementing the latest technology, our solution provides the flexibility, growth, and cost-effectiveness required by the School District that includes at a minimum:

1. Multi-port 10Gbit MAN/WAN switch/router in each hub site facility.
2. Campus LAN core MDF switch/router to provide IDF connectivity with a minimum capability of 20Gbps (10Gbit x2 links) interconnect to the GISD-owned fiber-optic backbone.
3. 24-port 10G/mGig switch with modular uplink, UPOE capable of DNA Center management software
4. 48-port 5G copper switch with modular uplinks, UPOE capable of DNA Center.
5. Installation to take place after school hours without disruption to the GISD network users.
6. Service Level monitoring platform with configuration of **FULL Netflow Support** and SLA solution or reporting to a network operations center.
7. Deployment, including installation and configuration, of CISCO DNAC, CISCO NEXUS DASHBOARD, CISCO Stealthwatch or equivalent, and integration with Cisco Identity Service Engine (ISE) and SolarWinds Orion network monitoring solutions based on SNMP and RMON.
8. Provide services to integrate all new network equipment into existing Cisco ISE solution.
9. Provide services to integrate all new network equipment embedded Stealthwatch (or equivalent) into existing Cisco FirePower solution.

Cisco Firewall #41-23 \$1.9 Million NTE

Service Dates: April 25, 2023 (or date of award) – April 2028 with one (1) year base and four (4) one (1) year annual renewal options.

Firewall Solution including decommissioning of older equipment and management system, and upgrade to **Cisco Secure Firewall Management Center (FMC)** including installation of new equipment, **Cisco Secure Firewall 3140**, engineering and installation support services. FMC is your administrative nerve center for managing critical Cisco network security solutions. It provides complete and unified management over firewalls, application control, intrusion prevention, URL filtering, and advanced malware protection. Quickly and easily go from managing a firewall to controlling applications to investigating and remediating malware outbreaks. It is a key part of the broad and integrated Cisco Secure portfolio, delivering in-depth analysis, streamlined security management across the network and cloud, and accelerated incident investigation and response, working across your Cisco and third-party technologies.

Wide Area Network Equipment & Services #510-23-03 \$5.7 Million

January 23, 2024 through December 12, 2024 with the option to renew for five (5) additional one (1) year terms through December 12, 2029.

Project includes the upgrade of the WAN, and UPS equipment across the District. **New equipment to be installed prior to August 1, 2025.** The proposed Cisco Catalyst® 9000 switches are next generation in the Catalyst family of enterprise LAN access core switches. These are the first purpose-built platforms designed for full fabric-control with Cisco Digital Network Architecture (Cisco DNA™) as well as Cisco Software Defined Access (SD-Access.) These switches deliver high-performance and functionality with innovations in security threat detection, IoT convergence, cloud readiness, and programmability. Catalyst 9000 switches also are the first to offer Cisco Catalyst Software (formerly Cisco DNA Software) subscription-based software licenses, allowing the choice of purchasing the specific features you need.

Phased Project approach:

1. Discovery and Planning
2. Design
3. Equipment Receipt, Staging, and Delivery
4. Testing

6.2 Reference 2:

Name of Client: Henrico County Public Schools **Phone:** 804-640-0334

Address: 3820 Nine Mile Road, Henrico, VA 23223

Primary Contact: L. Keith Fields **Title:** Information Technology Manager

Phone: 804-328-5200 Ext. 85256 **E-mail address:** lkfields@henrico.k12.va.us

Service Dates: 1. Dec 2012 2. May to July 2014 3. April to Aug 2016 4. Phase I: Jan to Mar 2018;
Phase II: Jan to Jul 2018 5. Feb to Aug 2020 6. Mar to Aug 2024 7. Mar to Aug 01, 2024

Summary & Scope Services: The Henrico County Public Schools system is a Virginia school division that operates as a functional and independent branch of the Henrico County, Virginia, county government and administers the public schools in the county. With approximately 51,339 students and 6,435 staff disbursed among over 70 facilities connected back to the Data Center through a variety of WAN Connections that provide access to a switched LAN infrastructure (both wired and wireless 10/100/1000 Mbps connections to the device) for approximately 40,000 computing devices. The IT department was faced with tremendous strains on the system due to the rapid growth of Henrico County, a suburb of Richmond, Virginia.

DISYS Solutions, Inc. (DSI) has partnered with HCPS on several large scale projects. 1., 2., 3. and 5. are long-term Capital Leases. All installations were accomplished during the summer with minimal disruption to the schools and students. DSI performs in a professional manner providing strong program management skills, excellent communication lines - written and verbal, coordination and oversight of the wiring subcontractors, and worked according to the schedule with few changes required.

1. **Modernization of the High Schools in Henrico County, VA:** This project was undertaken during the summer of 2013 at a total cost of \$4.2 million. This project involved up gradation of wireless network and switches. The Capital Lease Installation phase of the project was completed within time and

budget.

2. **Modernization of the Middle Schools in Henrico County, VA:** This project was undertaken during the summer of 2014 at a total cost of \$4.8 million. This Capital Lease project involved up gradation of wireless network, switches, data center, firewalls, routers and introduction of ISE. 29 facilities were upgraded, adding BYOD, network security, and collaboration to more than 57,000 staff, and students, inclusive of administration devices. The project was completed well within time and budget.
3. **Modernization of the Elementary Schools in Henrico County, VA –** This project was undertaken April 2016 E-Rate 2016 Funding Year – 46 Schools, plus the Data Center and Warehouse, total cost of 5.1 million under a 6-year lease. The modernization included all equipment, installation, labor, and supplied to perform a logistical refresh of Cisco networking equipment including Main Distribution Facility (MDF) Core, Intermediate Distribution Facility (IDF) Network Switches, Wireless Controllers and Wireless Access Points (WAPs) for the elementary schools, special programs and Data Center.

UPS (Uninterruptable Power Supply) Installation – DSI provided Minuteman UPSs including installation services for all Phases of the Henrico County Public Schools project. Generally, three sizes of UPS: 2200-watt, 1500 watt, and 750 watt were distributed between the MDF and IDF based on the equipment configuration requirements.

1. **Modernization of the High Schools:** included approximately 350 Minuteman UPS at an estimated cost of \$150,000.
2. **Modernization of the Middle Schools:** included approximately 350 Minuteman UPS at an estimated cost of \$150,000.
3. **Modernization of the Elementary Schools:** included approximately 300 Minuteman UPS at an estimated cost of \$150,000.
4. **Data Center Refresh** – DSI was a phased upgrade to the Schools Data Center. **Phase I – Security:** Configure, Install, make operational the Firepower Next Gen Firewall's in an Active/Passive HA configuration. Configure and make operational CISCO AnyConnect VPN platform on new Firepower Next Gen Firewall. Configure, Install, make operational the Firepower FPR 2140 Firewall in support of our DR Data Center. Approximate Value \$670,000.

Phase II – Nexus Routing and Switching: Install, configure and make operational Voice Gateway Router in support of the new data center. Assist in the integration of the PRI circuit working in conjunction with HCPS Construction and Maintenance Technical Operations department. Install, configure and make operational Nexus 7K Core Router in support of the new data center. Install, configure and make operational Catalyst 9500 Core Router. Approximate Value \$ 1.25 Million

5. **Modernization of the High Schools in Henrico County, VA:** This project was undertaken during the summer of 2020 at a total cost of approximately \$6 million. This project involved up gradation of wireless network and switches. The Capital Lease Installation phase of the project was completed within time and budget.
6. **Modernization of the Middle Schools in Henrico County, VA:** This HCPS project establish a contract for a for all equipment, installation, supervision, labor, tools, supplies, to perform a logistical network refresh of 13 Middle Schools and 12 additional District Facilities. Cisco Networking Equipment to include Main Distribution Facility (MDF) Core, Intermediate Distribution Facility (IDF) Network Switches, Wireless Access Points (WAP) for Henrico County Public Schools (HCPS). This project total cost was \$4,819,633 and completed during the summer of 2021.
7. **Elementary School Network Refresh Mini-bid in Henrico County, VA:** HCPS was seeking to establish a contract for all equipment, installation, supervision, labor, tools, supplies, to perform a logistical network refresh. This Mini-bid was issued under the Virginia Commonwealth's VITA

Contract, # VA-211201 covering the Wireless and Switching Infrastructure and supported Security Services both on premise and Secure-Access subscription Software (SaaS). DSI also provided Cisco CDO (Defense Orchestrator) Firepower Management. The Security Deployment encompassed the following: 1. Upgrade the ISE (SNS 3695) appliance from 2.7 to 3.2 latest patch. 2. Migrate the remote users who are currently connecting to the headend firewall at the primary DC to Cisco SSE, ensuring that policies are configured and users can access the resources that they are authorized for. 3. Migrate all the FTD (Firepower Threat Defense) to cloud-delivered FMC, including the firewalls deployed on Azure.

6.3 Reference 3:

Name of Client: Douglas County School System **Phone:** (770) 651-2000
Address: 11490 Veterans Memorial Highway, Douglasville, GA, 30134
Primary Contact: Mr. Orlando Verdell **Title:** Director of Technology
Phone: (770) 651-2341 **E-mail address:** Orlando.verdell@dcssga.org
Service Dates: Various – see below

Summary & Scope Services: DSI has an established long-term trusted-partner relationship with DCSS supporting 33 elementary schools, eight middle schools and five high schools with an enrollment of approximately 26,000 students. In the last five years DSI has performed a variety of services/equipment solutions supporting the School Systems' IT infrastructure. In addition to the technology specializations and experience we bring, DSI is a participant in the E-Rate program and understands the grant program and regulations administered by the Universal Service Administration Company.

NetPlanner Systems, Inc. is the Douglas County Public Schools preferred/contracted cable installer. DSI and NetPlanner have worked together on the individual projects to provide DCPS with a unified, comprehensive infrastructure supporting the school system information technology objectives, on-time and on-budget.

- | | |
|---|--------------------|
| 1. Survey & Installation of Wireless Network | August 2011 |
| 2. Installation of Wireless Network including Wireless Controllers | June 2012 |
| 3. Wireless Bridge APs Switch for Stadium | September 2012 |
| 4. Wireless 800 Aps | November 2012 |
| 5. ASA Upgrade | December 2012 |
| 6. Survey & Installation of Wireless Network at 7 Douglass County Schools | February 2012 |
| 7. WLAN upgrade | June 2015 |
| 8. Voice Upgrade | Dec 2017 |
| 9. Wireless Upgrade | May 2019 |
| 10. Installation of WAPs & Switches | March 2021 (Award) |
| 11. Installation of WAPs & Switches | March 2022 (Award) |

August 2011 – Survey & Installation of Wireless Network

March 2012 – Cisco Switches Factory Shoals Replacement Elementary School: Award value was \$60,025 for various Cisco Switches including a Cisco 3750, nine Cisco Catalyst 2960s 48 port, Smart Net coverage, and APC Smart UPSs

September 2012 – Modernization of the Wireless (BYOD) System: This project was undertaken in phases. In February 2012, DSI conducted a pilot program which included the survey & installation of the Wireless Network at seven Douglas County Schools. During the summer of 2012, the balances of schools were addressed with installation of all 800 APs completed in November. The stadium complex (Phase III) was completed in September 2012. The total cost of the entire project was approximately \$1.1 million. This project involved up graded the wireless network to support wireless LAN phones, video and computer data traffic, and introduction of MSE and ISE. The project was completed well within time and budget and included the Phase II - installation of the Cisco wireless LAN in 26 schools. The total solution included

installation of 800 Wireless Access Points; Wireless Controllers, MSE and NCS, and the Stadium Wireless Bridge APs including Switch and an ASA Upgrade (Phase IV).

December 2012 – ASA Upgrade -Security: DSI performed an IT Security Business Impact Analysis (BIA), Business Continuity Planning (BCP) and Disaster Recovery (DR) audits/analysis. These resultant processes also included migration planning and network redesign, including recommendations for outsourced and in-sourced IT functions, and integrated firewall delivering a deep security solution at multi-gigabit speeds. This solution also enabled application intelligence and control on various bases. Comprehensive staff training enabled a vast reduction in troubleshooting complexities and increase in overall efficiencies.

June 2015 – Cisco Phones and Access Point (hardware only): Award value \$44,530.14 included 48 Cisco 3700 WAP, and 48 Air-Cap3702 Wired APs, with a mix of Cisco IP phones including Smart Net coverage.

June 2016 – Wireless Access Point Installation: This project was awarded under the E-Rate program provided an upgrade of 1,728 Cisco 3802 Wireless Access Points at 31 schools with an approximate cost of \$1,659,519.

December 2017 – Voice Upgrade: The award value is approximately \$69,000.

1. Upgrade of Existing CUCM PUB and SUB Servers from v8.5 to 11.x or latest
2. Upgrade of Existing CUC PUB and installation of new SUB Server from v8.5 to 11.x or latest.
3. Setup and Configuration of vSphere on two UCS B200M4 Blade.
4. Auto attendant re-configuration for all sites.

May 2019 Award – Wireless Upgrade \$966,280 – E-rate Funding approved August 30, 2019. DSI will provide the School with Cisco 3802 access points and Meraki MS250 switches to integrate with the School's current network. The School's existing 8500 Wireless Controller is fully compatible with the 3802 Access Points and would not need additional licenses for the new Access Points that will be installed in this project.

March 2021 –Switches (E-Rate)

\$267, 255.10

The Douglas County School District required DSI to provide the District with 45 Cisco Meraki MS250-48FP L3 Stck Cld-Mngd 48xGigE 740W PoE Switches to be installed in five (5) schools. DCSD was responsible for the installation of the switches.

September 2022 – ISE Licensing and Basic Support

\$10,662 yearly

The Douglas County School District purchases Yearly Cisco Identity Service Engine (ISE) Subscription (Licenses) to support the School System. DSI works directly with the School on any issue not resolved with Cisco in a timely manner.

March 2022 – WAPs and Switches (E-Rate) ITB 22-014

\$1,251,326.05

The Douglas County School District requested proposals for upgrading the school system's wireless access points with Cisco Meraki MR46 Wi-Fi 6 indoor wireless access points at 26 school facilities. DCSS required removal of old wireless access points and installation of new wireless access points. DCSS also required an upgrade of switches at two (2) school facilities. Switches provided were Catalyst 9500 24x1/10/25G 4-port 40/100G, K12 Switches and Meraki MS39048 port 12mGig, 36m2.5G L3 UPOE Switches. In addition, DCSS required upgrades to the cabling between the data closets at the two (2) sites where switches were to be installed. Upon project completion, DSI provided DCSS with documentation, configurations and diagrams of locations including make, model and serial numbers of installed equipment.

7 Resumes

The resumes provided reflect the caliber of DSI's technical, engineering, and project management resources, which will be assigned by the Program Manager based on technical requirements, experience, and availability.

KASHIF ZAFAR, Project Manager

More than 20+ years' experience in Project Management, 30 years' IT.

Certified PMP and trained in Six Sigma Green Belt

Has applied professional knowledge and experience in Project development, resource planning and staff management.

Brief Excerpt

Has proven experience in developing Lead Project plan development, integrated change control, project scope management, QA planning, assurance and control, change management, configuration management, resource management, resource planning and staff management

Education

- Engineering in Computer Sciences from in Bergen College of Engineering, Bergen, Norway (1994)

Certifications

- Certified Project Management Professional PMP and member of PMI
- Harvard Manage Mentor Manager Certification (H3MC) for Leadership and Management development (HMM) (2014)
- ITIL IT Service Management (2017)
- PC application from Okinawa International Center, Okinawa, Japan (1999)
- Professional Project Management Program, Dubai, UAE (2014)
- MS Project Training course conducted by MSCL, Islamabad, Pakistan
- Six Sigma Green belt training program, Islamabad, Pakistan
- Siebel 7.7.1 training essential, Islamabad, Pakistan
- ORACLE Developer from Comsats, Islamabad, Pakistan
- Project Management Training course conducted by MSCL, Islamabad, Pakistan
- Object Oriented Analysis and Designing (OOAD) Training course (5 weeks) conducted by PRAL, Islamabad, Pakistan
- Java training course conducted by PRAL, Islamabad, Pakistan
- Internal Quality Auditing course conducted by Skill Development Council Lahore, Pakistan
- Project Risk Management training conducted Cambridge Educational Institute, Dubai
- TL 9000 Awareness Training, Dubai, UAE
- TL 900 R 5.0/R4.5 QMS Auditing course, London, UK
- TL 9000 Pre-requisite training course for R4.5 Measurements, London, UK
- TL 9000 Pre-requisite training course for R5.0 Requirements, London, UK
- Telecommunication Simulation Experiencing Dynamics of Telco industry, Dubai, UAE
- Advance Project Management, Dubai, UAE

Experience

DISYS Solutions, Inc.,
Project Manager

Sept 2016 – Present

- Provides effective day-to-day project management of key IT infrastructure related projects.

- Facilitates the definition of project missions, goals, tasks, and resource requirements; resolve or assist in the resolution of conflicts within and between projects or functional areas; develop methods to monitor project or area progress; and provide corrective supervision if necessary.
- Lead planning and/or implementation of projects. Will participate in the design and/or testing phase of the implementation. Facilitates the definition of service levels and customer requirements. Interact regularly with existing or potential clients to determine their needs and to develop plans for improving delivery. Advocate on behalf of clients and represent clients' needs as appropriate to senior management.
- Delivers projects on time, within budget, while meeting Client's expectations.
- Plans, directs and coordinates activities pertaining to technology and business unit projects, on an enterprise level or for a major systems implementation program with multiple releases and work streams.
- Verifies project goals are accomplished and in line with business objectives.
- Responsible for managing the team that develops and carries out internal information technology projects.
- Responsibility for assembling the project staff; for their technical or functional development, and performance during the project/s.
- Manage project budget and resource allocation.
- Facilitates the definition of service levels and customer requirements. Interact regularly with existing or potential clients to determine their needs and to develop plans for improving delivery. Advocate on behalf of clients and represent clients' needs as appropriate to senior management.
- Follows a defined, agreed upon project management.
- Travels to existing client location to manage the implementation.
- Prepares and provides documentation of all client meetings, including a follow-up action plan.
- Analyzes computer needs of business establishments and government entities, using knowledge of IT industry and available products.
- Maintains confidentiality of the information processed.
- Make suggestions as necessary to improve the working processes and profitability of the Company.
- Work on projects given by supervisors.
- Follows all safety practices of Company as well as Client.
- Develops and maintains relationships with all prospective clients and clients.

Du – Emirates Company
2016

Feb 2008 - Sept

Senior Manager Network Quality & Control

- Managing process improvement activities and initiatives that cover the full spectrum of process development lifecycle (Development, Reengineering, Improvement and optimizing)
- Alignment of all the Strategic Network Projects of \$100Million dollar to executive management
- Primary interface for dealing timelines, status reporting and management of implementation issues of strategic projects
- Address issue related to network performance and recommendation of corrective action/preventive action

- Prepare and provide analysis on the network outages, root cause analysis, network performance and availability, and recommend network enhancements
- Implementation/reporting of Balance score card across the department
- Providing direction to the portfolio and ensure that all documented requirements support the delivery of business value, objective and meet stakeholders needs
- Lead initiatives to enhance NPS (Net promoter score) related to fixed access network
- Manage Vendor contract, Key Performance Indicator, Service Level Agreement and performance metric
- To ensure TL 9000 requirements are met for Du's continued certification, data integrity is maintained, and promote usage of TL 9000 metrics as indicator of Customer Experience
- Planning, managing and execution of process improvement initiatives to ensure proper planning, development and deployment of products and services
- Responsible for conducting quality and technical audit and ensuring that effective corrective action is taken for any non-conformances.

Telenor, Pakistan**Sept 2004 to Feb 2008****Project Manager**

- Manage and plan six major Releases which includes (scoping, functionality, task prioritization, budgeting, timelines and resource leveling) for BSS/OSS.
- Defining test strategy, test plan, test scenarios, environments (live/test) readiness and synchronization of environments (Production/Test).
- Successfully lead a Mobile Number Portability Project.
- Responsible for clear communication of project risks, issues, status reporting and dependencies to project stakeholders.
- Developed and implemented Change Management Process within IT Division which includes tracking, reporting and auditing of all changes in Production (live) environment using HP open view.
- Vendor Management and Coordination with vendors includes Siebel/Oracle, Evolving, Accenture, Telcordia, Convergys, TIBCO, Siemens and NCR.

Pakistan Revenue Automation**Nov 1995 to Aug 2004****Project Manager National Tax Number**

- Coordinate activities to ensure smooth and sustained growth and development of product lifecycle including, but not limited to, product requirement definition and documentation, ongoing R&D activities, launching of services in twenty geographically different sites, implementation plan necessary for new technical product.

Project Manager Economic Affairs Division

- Manage cross functional team of State Bank of Pakistan, IMF, World Bank and ADB for implementation and roll out of Debt Financial Management System (DMFAS)
- Developed and managed Product delivery schedule document to provide overview of various program for deliverable and management.

Project Manager Central Excise Automation System

- Design solution architecture and host internal review with Operations

Team Leader Japan International Cooperation Agency (JICA), Japan

- Lead, develop and implemented statistical information system for library in Okinawa in record time

Team Leader Revenue Collection System
Team Leader Revenue Collection System
Software Developer Programmer

David Mathew Alexander, Project Coordinator

Project Planning,
 Procurement,
 Proposal & Business
 Development,
 Process
 Improvement,
 Vendor
 Relationship, Issue
 Resolution,
 Research, Analysis,
 Data Collection.

Java, JavaScript, MS
 Office, SQL,
 Tableau, R
 programming,
 Information
 Systems, Business
 Analytics, Financial
 Accounting, Data
 Analysis, Data
 Visualization.

Brief Excerpt

Results oriented, proactive and deadline driven professional with 1 year of experience in project management and delivering value to clients. Track record of building effective relationships with internal and external stakeholders. Strong work ethic, excellent organizational capabilities, able to adapt to ambiguity and thrive in a fast paced environment. Active Public Trust Security Clearance.

Education

James Madison University.....May 2021

- Bachelor of Science; B.S. in Public Policy & Management; Minor in Integrated Science & Technology

Certifications

- Google Data Analytics Professional Certificate.....Sep 2021
- Google Project Management Professional Certificate Apr 2022
- ITIL Foundation Certificate in IT Service Management Dec 2023

Experience

DISYS Solutions, Inc.

Apr 2022 – Present

Project Coordinator

- Assist, lead and work with Project Managers on day-to-day project administrative functions
- Maintain and monitor project plans, project schedules, timecards, work hours, budgets, and expenditures
- Organizing, attending, and participating in meetings
- Document and follow up on important actions and decisions from meetings
- Prepare necessary presentation materials for meetings
- Ensure project deadlines are met
- Provide administrative support as needed
- Ensure projects adhere to requirements and all documentation is maintained appropriately for each project
- Assess project risks and issues and provide solutions where applicable
- Chair and facilitate meetings where appropriate and distribute meeting minutes to all project team members
- Collaborates with the entire organization
- Serve as a liaison between Project Manager and Technical Resources
- Coordinates final testing between customer, consultants and communication technicians.

22nd Century Technologies, Account Specialist

Aug 2022 – Jan 2022

Junior Project Manager

- As Junior Project Manager, accountable for delivery of all services for **National Institute of Health** agency's SOAR contract and served as the single point of contact (SPOC) for this multi-year, multi-vendor

program.

- Worked with Project Director to document scope of work, develop project schedule, prepare weekly and monthly reports, and track change requests to scope of work.
- Assisted with developing and delivering detailed weekly, monthly and adhoc status reports to NIH executives.
- Participated in meetings with contracting officer and NIH stakeholders to capture and prioritize requirements, provided solutions, and proposed improvements to streamline processes.
- Maintained and updated the intranet repository (Sharepoint) to organize and archive all project documents.
- Coordinated project team and customer meetings, organized project logistics, identified and planned appropriate medium (Webex, Teams, face to face) and ensured arrangements were handled appropriately.
- Tracked SOW's from vendors; reviewed invoices to ensure accuracy and primary liaison that collaborated with the finance team at the agency to review, and reconcile discrepancies.
- Edited executive presentations and documents to improve readability, flow and clarity.
- Fostered collaborative working relationships across all departments of the organization including offshore teams to execute project coordination activities and company priorities.

Promoted as Junior Project Manager within 2 months and given responsibility to manage firm's largest and highest visibility client engagement.

United Bankshares, Inc.

Jun 2020 – Jul 2021

Sales Associate

- Responsible for performing all branch duties to include enhancing customer experience through digital engagement, lobby management, transactional processing and retail servicing interactions.
- Leveraged a combination of Inquiry Systems, product knowledge, policies, and procedures to provide exceptional service while adhering to compliance risk controls and regulatory standards and policies.
- Researched Office of Foreign Assets Control (OFAC) policy to mitigate risks associated with cash transactions from identified foreign countries. Prepared mandatory currency transaction reports and monetary instrument logs to comply with Bank Secrecy Act, Patriot Act, KYC, AML, and Security policies.
- Assisted Branch Manager audit all transactions over \$10k to include validation of signatures, opening and closing of bank vault, issued official checks and cash advances and managed cash drawer.
- Anticipated operational challenges during COVID crisis and implemented appropriate solutions to mitigate risk(s) associated with cash transactions and deposits.
- Exercised discretion, judgement when appropriate and escalated issues related to cash transaction(s) when necessary. Completed Summer Internship Program during COVID pandemic.
- Key Accomplishment: Contributed to exceeding monthly branch goals during two consecutive quarters at bank's highest ranked branch in Harrisonburg, VA.

Walgreens**Jun 2019 – Jun 2020****Customer Service Associate**

- Responsible for delivering a positive experience to all customers, utilizing consultative skills to anticipate customer needs, suggest alternatives and provide solutions.
- Provided cash register operations, customer service, merchandising, and managed store inventory. Ordered stock and assisted customers with purchases and online orders
- Addressed operational challenges experienced during pandemic by assisting with implementing new processes and policies regarding face masks and social distancing.
- Key Accomplishment: Proactively helped customers to understand the changes and revisions to existing policies during COVID crisis. Improved service-oriented experience for senior citizen customers during pandemic.

SATISH RAYANKI, Senior Network Engineer

More than 16 years' experience as an IT professional

Holds a Triple CCIE in Security, Data Center and Enterprise Wireless

Has applied professional knowledge and experience in completing several Security and Data Center projects from installation and deployment to cut-overs

Brief Excerpt

Motivated to contribute to innovative and challenging network technology environments by delivering secure, scalable solutions that drive organizational growth. Brings over 16 years of hands-on experience in providing comprehensive network and network security services, including for large-scale, high-security environments such as government agencies and enterprise data centers. Demonstrates deep expertise in designing, implementing, and supporting enterprise network infrastructures, cybersecurity frameworks, threat detection, and mitigation strategies. Adept at aligning solutions with PCI and FAA compliance requirements. Committed to leveraging advanced technical expertise—including triple CCIE certifications and Palo Alto security credentials—to build a result-oriented professional career while delivering measurable value to mission-critical, high-traffic environments.

Education

- Master of Computer Application, Osmania University.
- Bachelor of Computer Application, SK University

Certifications

- Cisco Certified Internetwork Expert (CCIE) Data Center #53193
- Cisco Certified Internetwork Expert (CCIE) Security
- Cisco Certified Internetwork Expert (CCIE) Wireless (Jan 2024)
- Palo Alto Networks Certified Network Security Engineer (Jul 2022)
- Palo Alto Networks Network Systems Engineer Professional (Aug 2022)

Experience**DISYS Solutions, Inc.****Dec 2021 – Present****Senior Network Engineer, Data Center and Security**

- Responsible to design and implement secure and manageable Cisco Network infrastructures, providing senior level engineering and operational support for complete LAN and WAN infrastructure in the Cisco technology environment.
- Designed and implemented secure, scalable, and highly available Cisco network infrastructures across LAN and WAN environments, supporting large-scale enterprise and SLED (state, local, and education) clients.

SATISH RAYANKI, Senior Network Engineer

- Delivered end-to-end solutions including Cisco Meraki, Catalyst, Firepower, ASA, and Palo Alto NGFWs, with a strong emphasis on NIST-aligned security architecture and PCI/FAA compliance.
- Conducted order assessment, technical evaluation, advanced troubleshooting, and managed full project lifecycle—from initial planning to final test and cutover—in mission-critical, 24x7 environments.
- Led the design and integration of customer-specific solutions involving Cisco Security, Voice, Wireless, Routing/Switching, and Data Center technologies, ensuring system resilience and alignment with compliance standards.
- Provided proactive maintenance, performance tuning, and rapid issue resolution for high-throughput network environments, ensuring minimal downtime and optimal uptime SLA adherence.
- Prepared accurate and detailed technical documentation, including Statements of Work (SOW), Bills of Materials (BOM), Visio diagrams, implementation plans, and architecture overviews.
- Authored technical content for RFPs, ensuring alignment with customer requirements, regulatory standards, and network/security best practices.
- Facilitated cross-functional coordination between customers, internal teams, and third-party vendors to resolve complex integration issues and meet project milestones.
- Monitored and tracked all critical order and delivery milestones, managing risk and escalation to ensure seamless execution and client satisfaction.
- Supervised and mentored junior engineers and subcontractors, ensuring technical quality and alignment with organizational standards and client expectations.
- Supported pre-sales, deployment, and post-sales engagement activities, including demos, client consultations, and post-implementation support in airport-scale and government-secure environments.
- Managed final testing, user acceptance validation, and operational handover between clients, consultants, and field technicians.

Cisco Systems India Pvt. Ltd.

Jul 2011 – Nov 2021

Technical Leader

- Was the lead Network and Virtualization Support Engineer for Cisco TAC Lab's
- Designed and implemented security solutions for each customer
- Was responsible for End to end infrastructure Delivery for TAC lab's
- Was responsible for Planning Designing the Network, VMware Infrastructure and Security
- Configured and troubleshooted devices like ASR9k, ASR1k, 7200, ISR G1 ISR G2 series Routers.
- Configured and troubleshooted devices like Nexus products like N77, N7k, N5k, N3k, N2k
- Was responsible for taking Device configuration backup using PI
- Was responsible for periodical maintenance of all infrastructure device in the Lab
- Hands on experience on all Cisco Products which included Nexus, UCS, Fabric Interconnect Storage devices and all Major Switches and Routers.

SATISH RAYANKI, Senior Network Engineer

Adecco India Pvt. Ltd.

Oct 2010 – Jul 2011

Network Engineer

- Was responsible for End to end Recreate Delivery for TAC lab's and for building a topologies to resolve the customer issue (Tac cases)
- Configured and troubleshot devices like ASR9k, ASR1k, 7200, ISR G1 ISR G2 series Routers.
- Configured and troubleshot devices like Nexus products like N77, N7k, N5k, N3k, N2k
- Was responsible for maintaining inventory accuracy in the lab
- As a Lab engineer, troubleshot all the Cisco Model devices to support the TAC
- Hands on experience on all Cisco Products which included Nexus, UCS, Fabric Interconnect Storage devices and all Major Switches and Routers

Accenture Private Ltd.

Apr 2010 – Sep 2010

Network Engineer

- Installed and maintained various routers and switches.
- Configured routing protocols like EIGRP, OSPF, BGP
- Knowledge of configuring PIX and ASA.
- Basic knowledge on Riverbed Appliances.
- Basic knowledge on Cisco Security manager and Voyence Application.
- Worked with problem tickets through Remedy tool.
- Coordinated with the service provider for WAN related issues

American Express Banking Corp

Mar 2008 – Apr 2010

Network Support Engineer

- Installed and maintained various routers and switches.
- Configured routing protocols like EIGRP, OSPF, BGP
- Knowledge of configuring PIX and ASA.
- Configured Multiple VLANs, Managing VTP server, L2 Cisco switches and routers, ACLs and VPNs as per the project's requirements.
- Segmenting the LAN into different sub networks for easy Maintenance & troubleshooting
- Coordinating with GNOC NOC Team at the time of change window, and if any links issues, escalate to the service provider as required.
- Good hands on experience of LAN environment Like VTP, Ether-channeling, STP, Trunk configuration and implementation.

Victorian Systems

Jan 2003 – Mar 2005

Hardware and Networking Engineer

Responsible for installation and maintenance of LAN & WAN Network, Manage Windows 2000/Windows NT 4.0/Windows 9x clients.

- Installation of Windows 2000 servers and Windows 95/98/2000/XP.
- Installation & maintenance of desktop applications like MS Office, Anti-virus, Oracle 8i and Personal firewalls.
- User and resource management such as resource sharing, permissions.
- User environment customization with the help of profiles and policies.
- Installation and managing DNS, DHCP, WINS and PROXY servers.
- Hardware Maintenance and troubleshooting.

8 Attachment A



ATTACHMENT A

Certification Letter

(Form must be completed and returned with bid.)

I certify that I have read and understand the terms and conditions herein. I further state that I am and/or my company is capable, able to, and will provide the requested product(s) and/or service(s) described herein. I am the owner or agent of the company stated below and am authorized and empowered to contract. By my signature on this RFQ, I/we guarantee and certify that all items included in my bid meet or exceed specifications.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm or person submitting a bid for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of State and Federal Law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of this RFQ and certify that I am authorized to sign this bid for the Contractor.

SUBMITTED BY Vinu Luthra DATE 03/02/2026

TITLE Chief Operating Officer EMAIL: bidsdistribution@dsitech.com

COMPANY NAME DISYS Solutions, Inc., DBA DSI Tech

ADDRESS 44670 Cape Court, Suite 100 CITY Ashburn ST VA ZIP 20147

TELEPHONE NUMBER (571) 707-3636 FAX NUMBER (800) 601-2944

COMPANY WEBSITE <https://dsitech.com/>

SIGNATURE 

DO YOU ACCEPT VISA? Yes

ADDITIONAL FEE IF PAYMENT MADE WITH VISA: Not Applicable

9 Attachment B



ATTACHMENT B

Contractor Affidavit under O.C.G.A. § 13-10-91(b)(1)

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. § 13-10-91, stating affirmatively that the individual, firm or corporation which is engaged in the physical performance of services on behalf of Bibb County School District has registered with, is authorized to use and uses the federal work authorization program commonly known as E-Verify, or any subsequent replacement program, in accordance with the applicable provisions and deadlines established in O.C.G.A. § 13-10-91. Furthermore, the undersigned contractor will continue to use the federal work authorization program throughout the contract period and the undersigned contractor will contract for the physical performance of services in satisfaction of such contract only with subcontractors who present an affidavit to the contractor with the information required by O.C.G.A. § 13-10-91(b). Contractor hereby attests that its federal work authorization user identification number and date of authorization are as follows:

367890

Federal Work Authorization User Identification Number

Date of Authorization
10/27/2010

DISYS Solutions, Inc., DBA DSI Tech

Name of Contractor

Name of Project **26-029 Switch Upgrade**

Bibb County School District

Name of Public Employer

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on **03/02/2026** in **Ashburn** (city), **VA** (state).

Vinu Luthra

Signature of Authorized Officer or Agent

Vinu Luthra, Chief Operating Officer

Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME
ON THIS THE 2nd DAY OF March, 2026.

[Signature]

NOTARY PUBLIC



My Commission Expires:

08/31/2026

10 Attachment C



ATTACHMENT C

Certificate Regarding Debarment, Suspension, Ineligibility
(Form must be completed and returned with bid.)

The Bibb County School District is a recipient of Federal monies. As such we require that participating vendors not be debarred, suspended, ineligible or excluded from doing business with the Federal government or any agency thereof.

The prospective participant certifies, by submission of the bid, that neither it, nor its principals, is presently debarred, suspended, proposed for debarment, declared ineligible, or excluded from participation in this transaction by any Federal department or agency.

DISYS Solutions, Inc., DBA DSI Tech

Organization Name

Vinu Luthra, Chief Operating Officer

Name(s) and Title(s) of Authorized Representative(s)

Vinu Luthra

Signature(s)

03/02/2026

Date

11 Attachment D



ATTACHMENT D

Non-Collusion Affidavit

(Form must be completed and returned with bid.)

Bibb County Board of Education, Macon GA 31208

I state that I am Chief Operating Officer of DISYS Solutions, Inc., DBA DSI Tech
 Title Name of Company

And that I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers. I am the person responsible in my firm for the price(s) and the amount of this bid and I state that this bid is made in good faith.

I state that:

1. The price(s) and amounts of this bid have been arrived at independently and without consultation, communication or agreement with any other contractor, bidder, or potential bidder; neither the approximate price(s) have been disclosed nor will they be disclosed before bid opening to any other contractor, bidder or potential bidder.
2. No attempt has been made or will be made to induce any firm or person to refrain from bidding on this contract, or to submit a bid higher than this bid, or to submit any intentionally high or noncompetitive bid or other form of complimentary bid.

DISYS Solutions, Inc., DBA DSI Tech _____, its affiliates, subsidiaries, officers,
Name of Company

Directors and employees are not currently under investigation by any government agency and have not in the last three years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract.

I understand and my firm understands that any misstatement in this affidavit is and shall be treated as fraudulent concealment from the Bibb County Board of Education of the true facts relating to submission of bids for this contract.

Vinu Luthra 03/02/2026
Name/Date

Chief Operating Officer	Title or Position
-------------------------	-------------------

Vinea Luthra

Signature

12 Attachment E



Attachment E

OFFEROR AFFIRMATION FORM:

Company Name: DISYS Solutions, Inc., DBA DSI Tech
 RFI Name: RFP TITLE: SWITCH UPGRADE (DISTRICT INITIATIVE) ERATE FUNDING
 RFI Number: RFP # 26-029

After careful examination of the solicitation document in its entirety, including all attachments and any addendum(s) issued, the undersigned proposes to satisfy all requirements in accordance with said documents.

For Consideration of this proposal, the undersigned hereby affirms that:

1. He/She is a duly authorized official of the offeror.
2. NO changes were made to the original RFI document,
3. The proposal is being submitted on behalf of the offeror in accordance with any terms and conditions set forth in this document.
4. The offeror will accept any awards made to it as a result of the proposal submitted here in for a minimum of one hundred and twenty (120) days following the date of submission.
5. The offeror will accept the terms and conditions set forth in the contract template attached here to.

If notified in writing by mail or delivery of the acceptance of the award, the undersigned agrees to furnish and deliver to the assigned procurement professional within five (5) days of the request, a certification of insurance indicating the coverage specified within this solicitation.

A contract shall be established which will set forth the terms of this agreement. The contract shall be interpreted, constructed, and give effect in all respects according to the laws of the State of Georgia.
 Nondiscrimination in Employment: We, the supplier of goods, materials, equipment and services covered by this bid or contract, have not discriminated in the employment, in any way, against any person or person, or refused to continue the employment of any person or persons on account of their race, color, sex, religion, national origin, marital status, sexual orientation, age, or disability.
 Respectfully Submitted,

 Company Name

DISYS Solutions, Inc., DBA DSI Tech

Authorized Official Name

Vinu Luthra

Title: Chief Operating Officer

Vinu Luthra

Signature

Date: 03/02/2026

E-mail Address: bidsdistribution@dsitech.com

The legal name of the bidder is: DISYS Solutions, Inc.

PLEASE PRINT OR TYPE RESPONSE

13 Cost Sheet



44670 Cape Court, Suite 100
Ashburn, VA 20147
Phone: (888) 286-3896
Fax: (703) 802-0798
Cage Code: 674Q4

Quote

Quote Date	2/27/2026
Expiration Date	12/31/2026
Quote Number	

Quote Type:

RFP # 26-029 WITH NON-CISCO SFP's

BILL TO

SHIP TO

PREPARED BY	PREPARED FOR	PHONE #	EMAIL ADDRESS	SHIP	TERMS
Pankaj Sharma				Best Way	NET30
ITEM #	PRODUCT DESCRIPTION	QTY	LIST PRICE	UNIT PRICE	TOTAL
C9500-48Y4C-EDU	Catalyst 9500 48-port x 1/10/25G and 4-port 40/100G, EDU	51	\$ 30,766.18	\$ 6,768.56	\$ 345,196.56
C9500-DNA-48Y4C-A	C9500 DNA Advantage, Term License	51	\$ -	\$ -	\$ -
C9500-DNA-A-5Y	DNA Advantage 5 Year License	51	\$ 23,858.79	\$ 5,248.93	\$ 267,695.43
CAB-NSK6A-NA	Power Cord, 200/240V 6A North America	51	\$ -	\$ -	\$ -
C9K-PWR-650WAC-R	650W AC Config 4 Power Supply front to back cooling	51	\$ -	\$ -	\$ -
C9500-SFS-NONE	No Secondary Power Supply Selected	51	\$ -	\$ -	\$ -
C9K-PWR-CS-BLANK	Catalyst 9500 power supply blank cover	51	\$ -	\$ -	\$ -
C9K-T1-FANTRAY	Catalyst 9500 Type 4 front to back cooling Fan	102	\$ -	\$ -	\$ -
C9500-NW-A	C9500 Network Stack, Advantage	51	\$ -	\$ -	\$ -
S9500UK9-1715	CAT9300/9400/9500/9600 UNIVERSAL	51	\$ -	\$ -	\$ -
C9500-RFID-NONE	No RFID Selected	51	\$ -	\$ -	\$ -
NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	51	\$ -	\$ -	\$ -
C9K-F1-SSD-BLANK	Cisco pluggable SSD storage	51	\$ -	\$ -	\$ -
C9500-SSD-NONE	No SSD Card Selected	51	\$ -	\$ -	\$ -
SFP-10G-SR-A	SFP+ 10GBase SR Duplex LC, Multi-mode Fiber (MMF) 850 nm, 300 meters (984 feet), DOM, Item Cisco compatible.	850	\$ -	\$ 30.00	\$ 25,500.00
SFP-10G-LR-A	SFP+ 10GBase LR Duplex LC, Single-mode Fiber (SMF) 1310 nm, 10 Km (6.2 miles), DOM, Item Cisco compatible.	120	\$ -	\$ 30.00	\$ 3,600.00
N9K-C9336C-FX2	Nexus 9300 Series, 36p 40/100G QSFP28	3	\$ 41,676.60	\$ 9,168.85	\$ 27,506.55
NXOS-CS-10.6.1F	Nexus 9300, 9500, 9800 NX-OS SW 10.6.1 (64bit) Cisco Silicon	3	\$ -	\$ -	\$ -
NXK-ACC-KIT-1RU	Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal	3	\$ -	\$ -	\$ -
MODE-NXOS	Mode selection between ACI and NXOS	3	\$ -	\$ -	\$ -
NXA-FAN-65CFM-PI	Nexus Fan, 65CFM, port side intake airflow	9	\$ -	\$ -	\$ -
NXK-AF-PI	Dummy PID for Airflow Selection Port-side Intake	3	\$ -	\$ -	\$ -
NXA-PAC-750W-PI	Nexus AC 750W PSU - Port Side Intake	6	\$ -	\$ -	\$ -
CAB-NSK6A-NA	Power Cord, 200/240V 6A North America	6	\$ -	\$ -	\$ -

NON - Cisco SFP's

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Note: Except for the SFP modules, all quoted items are Cisco-manufactured products.

DCN-OTHER	Select if this product will NOT be used for AI Applications	3	\$	-	\$	-	\$	-
NXOS-SLP-INFO-9K	Info PID for Smart Licensing using Policy for N9K	3	\$	-	\$	-	\$	-
DCN-ADOPT-BAS	Nexus(DCN) - Virtual adopt session http://cs.co/requestCSS	3	\$	-	\$	-	\$	-
SW-OTHER	Select if this product will NOT be used for AI Applications	3	\$	-	\$	-	\$	-
CIE1TN9300XF-5Y	Data Center Networking Essentials Term N9300 XF, 5Y	3	\$	25,869.60	\$	5,691.31	\$	17,073.93
SVS-LIN9KE-XF-5Y	Cisco Support Enhanced for DCN Essentials Term N9300 XF, 5Y	3	\$	-	\$	-	\$	-
					\$	-		
Q5FP-100G-CU1M=	100GBASE-CR4 Passive Copper Cable, 1m	4	\$	455.94	\$	100.31	\$	401.24
					\$	-		
Q5FP-100G-CU3M=	100GBASE-CR4 Passive Copper Cable, 3m	4	\$	455.94	\$	100.31	\$	401.24
					\$	-		
DSI Professional Services	Installation and Configuration of the Equipment	54			\$	1,200.00	\$	64,800.00

Additional Comments or Special Instructions

83576487, DQ042499-1

SUBTOTAL	\$	752,174.95
TAX RATE		
TAX	\$	-
S & H	\$	-
OTHER	\$	-
TOTAL	\$	752,174.95

Wire Transfer Information:

JP Morgan Chase Bank, N.A.
4 New York Plaza, Floor 15, Mailcode: NY1-E050
New York, NY 10004-2413
Routing/Transit #: 021000021 (NY)
Lockbox Account #: 329381377

Remittance:

DISYS Solutions Inc (DSI)
44670 Cape Court, Suite 100
Ashburn, VA 20147

ACH Information:

Routing/Transit #: 021000021 (NY)

Pankaj Sharma

Authorized by

2/27/2026

Date

If you have any questions regarding this quote, please contact
Pankaj Sharma @ 571-707-3610 or Pankaj.Sharma@dsitech.com