

AIOS GROUP PROPOSAL

2025

Prepared By
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Macon, Ga 31210



BIBB COUNTY SCHOOL DISTRICT

Interactive Panel Refresher RFP

RFP# 25-015

Joshua Moneypenny



AIOS GROUP

PROPOSAL FOR:

Bibb County School District
Attn: Joshua Moneypenny
Address: 2011 Riverside Dr. Macon, GA 31204
Date: 12/08/2024

AiOS Group is delighted to submit its proposal for products and services related to the RFP 25-015 Interactive Panel Refresher. As a premier technology service provider, AiOS Group is fully equipped to offer the necessary products, services, and technical guidance to fulfill the school's diverse infrastructure needs.

Our prior experience delivering infrastructure services in both local government and K-12 environments provides us with a deep understanding of the operating model and culture, enabling us to engage meaningfully with the school. At AiOS Group, we value the importance of this initiative to the school and its constituents.

We are confident in our ability to exceed your expectations and encourage you to reach out to us for any queries or clarifications. Thank you for considering our proposal.

Point of Contact:
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chris.hall@aiosgroup.com
770-880-8388



ABOUT AIOS GROUP

AiOS Group is a technology service provider based in Macon, GA since 2016. We provide communication and collaboration technology to school districts, municipalities, library systems, and private businesses. We have an extensive portfolio of IT services, including consulting and professional services around IT strategy, data center infrastructure, virtualization, backup and disaster recovery, project management, telecommunications, networking, and many more. We pride ourselves on being a reliable partner and someone you can count on to provide honest, dependable guidance and service. Through the years we have established experience and a methodology that ensures IT initiatives will be delivered on time and within scope.

AiOS Group clients can expect a technology company that will act as a thoughtful partner and cares about providing solutions to increase communication and collaboration. We offer our clients the expertise of our leadership team and staff—experienced IT and business executives with strong experience in project management, strategic planning, networking, cabling, and technology projects. Our foundation for service offerings are hundreds of network infrastructure projects we've delivered over the years. These projects have included CAT6 and CAT6A cabling; fiber optics; coaxial cables; switching and routing; wireless networking; BYOD initiatives; VoIP implementations; and more!

We have experience designing and installing infrastructure for a new organization or retrofitting it with new LAN cabling, backbones, and networking equipment. We're grounded in principles of honesty, reliability, and eagerness to deliver services that are undeniably superior. We take pride in being able to offer a wide range of products and services at competitive pricing while maintaining high-quality standards—whether it be installation or maintenance work performed on your network or servers or just helping you choose what products or solutions would best fit your needs.



QUALIFICATIONS



SPIN Number: 143047939

Cage Code: 9DRW6

UIE: UBBPKLCHGL75

GA Low Voltage License – Telecommunications: LVT305525

Cisco Certified Internetwork Expert (CCIE):4583

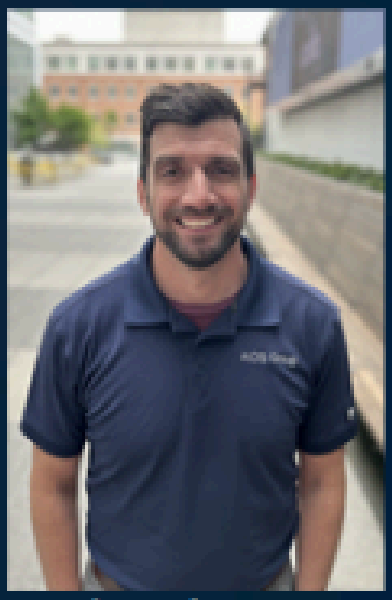
Cisco Certified Network Associate (CCNA): CSCO12740653

PMI – Project Management Professional (PMP): 1494947

InfoComm – Certified Technology Specialist (CTS): 1336057



AIOS GROUP'S TEAM



CHRIS HALL
Owner

Highly skilled and knowledgeable CEO with over 20 years' experience. Has extensive experience and numerous certifications that showcase a dedication to continuous learning and growth in their field. With a proven track record of successfully managing large global enterprise IT projects, including cloud migrations, network infrastructure, and security services.



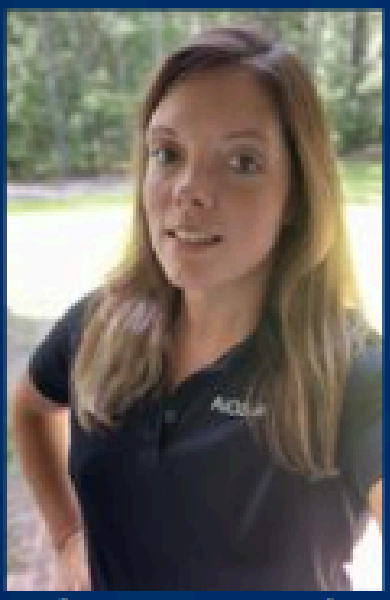
JACOB MIZE
Project Manager

Army Veteran with extensive achievements, including multiple Army Achievement Medals, demonstrates his commitment and excellence in serving our country. Project Manager with over 10 years of experience with expertise in managing large enterprise IT projects, particularly in areas such as CAT6/CAT6A cabling, fiber optic networks, network infrastructure, and wireless infrastructure.



ROBERT BALDREE
Network Operations Manager

Navy Veteran with a Bachelor's Degree in Computer Engineering Technology. Years of experience leading teams in support of Information Technology environments from Southern California to Alaska under the Bureau of Indian Affairs. Supported Defense Contractors providing testing, documentation, base support and management tasks for the Foreign Military Sales division of the US Air Force.



ASHLEY DILBECK
Sales

Former 7-12 Certified Science Educator of 10 years with a Masters of Science in Education. Spent years as a Mentor Teacher to other Teachers as well as a Gifted Instructor. With a strong foundation in education and a passion for technology, I have transitioned into a role where I am dedicated to supporting schools in Georgia with cutting-edge network infrastructure.

REFERENCES

Contact: Brian Trent
Director of Technology
Houston County School District
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478-988-6145, ext 10158

Contact: David Carter
Director of technology
Henry County School District
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770.957.0371

Contact: Curtis Augustin
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Contact: Scott Smith
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404.508.7190 x2287

Contact: Adam Barnett
Director of Technology
Jones County School District
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Contact: Greg Deal
IT Manager
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706.613.3650 x365

Contact: David Hutcheson
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678.988.2889

Contact: Donna Ferguson
IT Director
Sequoyah Regional Libraries
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770.479.3090 x227



PROPOSED SOLUTION

AiOS Group is providing Bibb County Schools with the requested Cleartouch or SMART Interactive Panel equipment. Differentiation data, marketing material, and datasheets are provided at the end of this proposal. This would be a great opportunity to integrate AiOS Group into your collaboration infrastructure.

Also, AiOS Group provides seamless installation services to ensure the solution is properly implemented. This includes conducting thorough site surveys, installing the equipment, configuration and testing settings and documenting the entire process. With open communication channels, the AiOS Group team keeps your locations informed throughout the entire installation process, ensuring a smooth and hassle-free deployment.

OUR PERSONAL SERVICES

1. Our company is based in Macon, with our main office located at 318 Corporate Pkwy STE 101, Macon, GA 31210.
2. **We are the only service provider with a warehouse 10 minutes from SOAR, can provide warehouse storage for all BCSD IFP Panels, and give 24/7 access to BCSD technology staff to our facilities locally in Macon, GA.**
3. We prioritize hiring local employees, with a particular emphasis on veterans. Currently, half of our staff consists of veterans.
4. All of our employees are W2 employees, and we handle all work in-house without sub-contracting.
5. Our highly skilled team of over 25 employees is dedicated to technology infrastructure in K-12 school systems.
6. Our staff is well-versed in working in school systems and adhering to rules, work schedules, and unique considerations specific to the K-12 environment.
7. We are committed to providing exceptional customer service and ensuring that our customers are always satisfied with their installations and/or services.
8. Our team is proficient in providing unparalleled services and documentation, with a strong focus on providing meticulous documentation and attention to detail.

INTERACTIVE PANEL INSTALLATION METHODOLOGY

Methodology of Example Switch Upgrade

- **Assess, Design, and Plan Phase**: During this phase, we will have several meetings to discuss the overall approach and start detailing specific requirements for each school including network requirements, naming conventions, installation procedures, configuration procedures, testing procedures, documentation, scheduling, school notification, change management, training, etc. We will also schedule walkthroughs at each school to review the classroom configurations and preferences for installation. All requirements will be documented in a living deployment document and shared with the client. This deployment document will act as our guide for the prepping and staging phase.
- **Prepping and Asset Tagging**: During this phase, our engineers will record serial numbers into our documentation, and we will assign equipment to each location. We will start pre-staging equipment by school location. As we stage equipment, each serialized piece of equipment will be asset-tagged, labeled, and recorded in the deployment document. Customer will be able to visit our warehouse anytime to view all equipment, count inventory, and sign-off on inventory as requested.
- **Customer Review and Approval**: During this phase, we will review our work in the previous phase with the customer's team and make sure the prepped equipment match the expectations and requirements of the customer. Any issues or requested changes will be documented and then applied to the equipment in preparation for installation.
- **Documentation and Knowledge Transfer:** This phase will be a recurring phase throughout the project for documenting all our services as we roll out the equipment to each school. The documentation will be handed off as we complete each school. At the end of the project, all documentation will be finalized and reviewed with the customer. We will also do an in-depth review of the new equipment with the customer and make sure they have all the information needed to take ownership of the new system and begin managing it. In this phase we will also make sure that any professional development and training is completed to give the customer the knowledge base to support these new devices throughout their life cycle.
- **Installation of each School:** The installation at each school will be coordinated through the School District's tech department. We will finalize the schedule for each installation and confirm the deployment window with the school and its principal. The deployment window will be after-hours, and we will ensure the school's IFPs are operational before the start of the next school day. Any issues will be documented and reported, via our field report and also a checklist, to the tech department before finishing a deployment window. We will also ensure having a person onsite the next morning to help address any unforeseen issues that might have arisen from the previous deployment window. All the services listed below will be completed during our deployment windows:

INTERACTIVE PANEL INSTALLATION METHODOLOGY

Methodology Continued

- De-installation of existing Interactive Flat Panels (IFPs)
- All legacy IFPs serial numbers and labels will be documented in a spreadsheet (see Exhibit A).
- Each IFP with be labeled per school district requirements.
- All serial numbers, asset tags, labels, and installation locations will be documented in a spreadsheet and status report (see Exhibit B).
- A checklist will be provided in nightly updates detailing steps of installation that were completed by AiOS Group for each hallway or area (see Exhibit C).
- AiOS Group will provide a nightly status report detailing tasks that were accomplished, issues or concerns, and an agenda for the following night.
- AiOS Group will provide a completed Field Report at the end of each school's installation detailing all installed equipment (see Exhibit C).
- Implementation of all equipment, configuration, services, and fees for a complete turnkey installation.
- Clean-up and removal of all trash daily so that work areas remain in their previous condition and are not disturbed.
- Maintaining a detailed timeline of the project from start to finish. Work will be completed when staff and students are not in the building (after school hours/summer).
- Providing knowledge transfer before, during, and after implementation to school district's engineers.
- AiOS Group will provide a walk-through with personnel from the School District post-installation at each school.

***Exhibits on the subsequent page**