

JACKSON PUBLIC SCHOOL DISTRICT

Jackson, Mississippi
Date: September 20, 2022

**Board of Trustees
Jackson Public School District
Jackson, Mississippi**

Ladies and Gentlemen:

Presented for your review on the attached page(s) are the bid tabulations for the formal bid proposals which were received in response to the bid solicitations indicated below. Bids were publicly advertised and opened according to all legal requirements (Mississippi Code of 1972, §31-7-13). All bids were tabulated, analyzed and based upon compliance with the specifications; the "lowest and best" bids were determined. Recommendations concerning the award of bids received for each bid category are contained on the attached page(s). Please consider recommendations for the following:

Bid Number	Opening Date	Bid Name
RFP 2022-21	07-21-22	Pre-K Intervention Program
RFP 2022-22	07-27-22	Data Center Refresh

It is recommended that the following action be taken by the Board of Trustees:

- A. **AN ORDER** be adopted ratifying the prior solicitation of bid proposals for the equipment, supplies, commodities and/or services in each bid category indicated above.

- B. **AN ORDER** be adopted authorizing the Chief Financial Officer or her designee to issue purchase orders and/or execute contracts and all related documents on behalf of the Board of Trustees to the vendors deemed to have submitted the "lowest and best" bids as indicated on the attached pages.

- C. **AN ORDER** be adopted to reject the bid of bidders who failed to comply with bid requirements, for the reason(s) indicated with each bid category, on the attached pages.

- D. **AN ORDER** be adopted to authorize the informal purchase of items according to all legal requirements and to the extent allowed under the law (Mississippi Code 1972, Annotated, §31-7-13(b)) for which no formal bids were received as indicated in the detailed support documentation on file in the Business Office.

Submitted by:
Mr. Earl Burke
Chief Operations Officer

Recommendation approved by:
Dr. Errick L. Greene, Superintendent
Superintendent of Schools

Information about the Content and Formatting of the Attached Bid Tabulation Sheet(s)

Pursuant to the legal requirements as outlined in the Mississippi Code 1972, Annotated, §31-7-13(d), all bid proposals received were compared to the written bid specifications and the recommendation to purchase or for rejection is indicated on the following pages, as per the manner prescribed below.

Recommendation to Purchase:

The recommendation to purchase from or award a contract to any vendor, is indicated on the attached tabulation sheet(s) by placing "Low Bid" to the right of the vendor's name/pricing and bolding the information.

Rejection of an Item or an Entire Bid:

The law requires that the District clearly state why in each instance that the lowest bid received is not the recommended "lowest and best" bid. The specific reason that an item or service, or a vendor's entire bid proposal, must be deemed "irregular" or "non-compliant" with the written bid specifications and therefore cannot be recommended for purchase, is indicated on the attached tabulation sheet(s) by drawing a line through the vendor's name/pricing and indicating the rejection reason beside the item.

Unit Price Differences Between the Lowest and the "Lowest and Best" Bid:

The unit price of all items is indicated and a difference between the bid unit price of the proposed item being rejected and the unit price of the item being recommended for purchase as the "lowest and best" can easily be computed from the data on the following pages. For each item, please see the attached tabulation sheet(s) for the bid name and number and opening date, item description, unit of measure, quantity purchased, and the unit or total pricing submitted by all vendors offering bid proposals.

Minority Vendor Participation in the Bid Process:

At the direction of the Board, all minority and women owned and operated vendors offering bid proposals are identified on the attached tabulation sheets, for informational purposes only. The following coding has been used:

- "M" Minority (Male) owned and operated business
- "W" Women (Non-minority) owned and operated business
- "B" Minority (Women) owned and operated business
- "N" Non-Minority owned and operated business

RFP 2022-21 (07-21-22) Pre-Kindergarten Intervention Program

Funding Source:

Recommendation: Dr. Rajeeni Clay-Scott

	Vendor	Location	Amount
N	Savvas Learning Co., LLC	Paramus, NJ	Not Responsive
N	Waterford Research Institute	Taylorsville, UT	\$152,037.00
B	WBF Global	Canton, MS	\$311,310.00

Waterford Research Institute has the best and lowest bid for this intervention program. Savvas Learning Company's bid could not be determined, so it is being rejected and is considered non-responsive.

RFP 2022-22 (07-27-22) Data Center Refresh**Funding Source: ESSER I****Recommendation: Erin Mason**

	Vendor	Location	Amount
N/A	In-Telecom Consulting, LLC	Slidell, LA	Non-responsive
N	CDWG	Vernon Hills, IL	Option 1 \$587,726.67 \$531,298.20 Option 2 \$545,710.12 \$493,999.34
W	Avexon, LLC	New Orleans, LA	\$233,244.64
N	OMS, Inc. dba Logista	Madison, MS	\$280,138.00
W	Pileum Corporation	Jackson, MS	\$303,982.00
N	ConvergeOne	Ridgeland, MS	Option 1 \$322,605.00 \$317,185 Option 2 \$281,345.00 \$290,185.00
W	Louisiana Technology Group	Metairie, LA	\$391,614.07 \$382,998.61
N	BCI, Inc.	Ridgeland, MS	Option1 \$399,996.63 \$361,224.78 Option 2 \$373,221.99 \$354,281.44
M	World Wide Technology, LLC	St. Louis, MO	\$503,023.11

After extensive reviews of all written and on-site presentations, the District is recommending the selection of the solution for a Nutanix solution for compute and storage with a HYKU backup solution proposed by the Louisiana Technology Group (LATG). The software defined hyperconverged infrastructure provided by Nutanix offers the District the most room for hardware scalability and sustainability over time vs hardware based hyperconverged infrastructure.

Although their proposal cost is not the lowest, the proposed cost includes all support and maintenance for 3 years for all the equipment and applications included with the proposed solution. The expected support and maintenance for the proposed solution in year four is within the current budget for support and maintenance of the District's compute, storage, and backup environment. The JPS ITS committee also determined the hyperconverged technology and the implementation and installation proposed by LATG not only improves both the performance and management of the compute and

storage environment, but the addition of Fortigate switches as part of the implementation improves the overall security of the network. After a thorough review, the committee has determined the proposal from LATG is in the best interest of the District as compared to the other solutions proposed.

Avexon, LLC

The solution proposed by Avexon includes replacing all the hardware identified in the project with hardware owned, maintained, and managed by HPE Greenlake. The HPE Greenlake service is a managed infrastructure as a service subscription model. While the initial implementation cost is lower than other proposals, the District would be required to either renew the subscription or replace the equipment at the end of the term. This model would commit the District and the JPS ITS department to a large capital or operational expenditure at the end of the term with no ability to foresee the state of the District budget at the time of renewal. As this project is based on one-time funding, it was decided that the infrastructure as a service model is not in the best interests of the District at this time.

OMS, Inc. dba Logista

Logista proposed the HPE dHCI (disaggregated hyperconverged infrastructure solution) for compute and storage with VEEAM as the backup solution. The JPS ITS committee determined that based on the technical architecture of the HPE solution that requires hardware for both compute and storage and includes limited support for multiple hypervisors, this solution did not provide the best hyperconverged solution for the District, and did not best meet the overall goals of the proposal, specifically:

- Install a secure, modern, and easy to manage system that not only meets the current needs of the District but can also meet the future needs of the District.

Pileum Corporation

Pileum Corporation proposed a Cisco UCS server, Pure Storage FlashArray and Cohesity backup. Based on the technical architecture of this proposal, the JPS ITS committee determined this model did not best meet the overall goals of the proposal, specifically:

- Install a secure, modern, and easy to manage system that not only meets the current needs of the District but can also meet the future needs of the District.

The internal staff and time needed to manage 3 different systems vs the 2 systems in a hyperconverged infrastructure where compute and storage are combined maximizes the ability of the District to effectively manage and secure the data center environment.

ConvergeOne

Option 1

ConvergeOne proposed Dell servers and storage with a Rubrik back up solution. The Dell solution servers and storage do not provide the best solution for the District as it requires the support and maintenance of both compute and storage as well as backup vs the single of glass management available in a hyperconverged environment.

Option 2

ConvergeOne proposed Dell servers and storage with Dell Apex backup storage solution. Although the solutions proposed are from the same manufacturer, based on the technical architecture of this proposal, the JPS ITS committee determined this solution did not best meet the overall goals of the proposal, specifically:

- Install a secure, modern, and easy to manage system that not only meets the current needs of the District but can also meet the future needs of the District.

The internal staff and time needed to manage 3 disparate systems vs the 2 systems in a hyperconverged infrastructure where compute and storage are combined maximizes the ability of the District to effectively manage and secure the data center environment.

BCI, Inc.

Option 1

BCI, Inc. proposed a Cisco Hyperflex with Cohesity that consists of a hyperconverged environment for compute and storage paired with the Cohesity backup solution. The committee determined that the Cisco Hyperflex hyperconverged solution did not offer the flexibility to add nodes from other hardware manufacturers should the District need to add capacity in the future as the Cisco solution is hardware specific. Other hyperconverged technologies allow the District to add nodes and storage capacity to the environment from other manufacturers.

Option 2

BCI, Inc. proposed a Cisco UCS FlashStack solution that consists of Cisco rack mounted blade servers paired with a Pure Storage FlashArray along with a Cohesity backup. Based on the technical architecture of this proposal, the JPS ITS committee determined this model did not best meet the overall goals of the proposal, specifically:

- Install a secure, modern, and easy to manage system that not only meets the current needs of the District but can also meet the future needs of the District.

The internal staff and time needed to manage 3 different systems vs the 2 systems in a hyperconverged infrastructure where compute and storage are combined maximizes the ability of the District to effectively manage and secure the data center environment.