

*ADM Community School District, in partnership with our communities, is committed to engaging all students in a challenging and supportive learning environment that ensures individual student success as measured by a comprehensive system of assessments.*

***"Experiencing Success Today, Achieving Dreams Tomorrow"***

**NOTICE OF PUBLIC MEETING**

You are hereby notified that the Board of Directors of the Adel DeSoto Minburn Community School District will meet in special session at 7:00 a.m. on the 23rd day April 2012, in the Board Room, Adel, Iowa.

The tentative agenda is as follows:

BOARD MEETING AGENDA  
BOARD ROOM

April 23, 2012  
7:00 A.M.

**OPENING:**

7:00                      Call to order  
                             Roll call  
                             Emergency additions and adoption of agenda

**ACTION ITEMS:**

7:05                      Technology Infrastructure contract

7:10                      Resolution Tentatively Approving the Plans, Specification, Form of Contract and Estimate of Cost for the Adel DeSoto Minburn Stadium Re-Lighting Project and Setting the Time, Date and Location for a Hearing Thereon and Further Authorizing the Advertisement for Competitive Bids on said Adel DeSoto Minburn Stadium Re-Lighting Project

7:20                      \$8,450,000 General Obligation School Refunding Bonds, Series 2012A

- Resolution Appointing Paying Agent, Bond Registrar, and Transfer Agent, Approving the Paying Agent, Bond Registrar and Transfer Agent Agreement and Authorizing the Execution of Same
- Approval of form of Tax Exemption Certificate
- Approval of Continuing Disclosure Certificate
- Resolution Authorizing the Issuance of Bonds

7:30                      \$470,000 General Obligation School Capital Loan Notes, Series 2012B

- Resolution Appointing Paying Agent, Note Registrar, and Transfer Agent, Approving the Paying Agent Note Registrar and Transfer Agent Agreement, and Authorizing the Execution of Same
- Approval of form of Tax Exemption Certificate
- Resolution Authorizing the Issuance of \$470,000 General Obligation School Capital Loan Notes, Series 2012B, Levying a Tax for the Payment Thereof, and Authorizing the Execution of a Loan Agreement.

Adjournment

ADEL DESOTO MINBURN COMMUNITY SCHOOL DISTRICT  
801 Nile Kinnick Drive S.  
Adel, Iowa 50003  
(515) 993-4283

Nancy Gee  
Secretary  
Board of Directors





Adel DeSoto Minburn

801 Nile Kinnick Drive S., Adel, Iowa 50003  
515-993-4283

Greg Dufoe, Superintendent

Nancy Gee, Business Manager

TO: Board of Directors  
FROM: Greg Dufoe, Superintendent  
SUBJECT: Memorandum for April 23, 2012

**TECHNOLOGY INFRASTRUCTURE CONTRACT:**

I recommend approval of the Network contract with QCI for HP Wired/MERU Wireless LAN System for \$97,103.77. Adam Kurth will be on hand to quickly describe the contract and services provided as well as the bid process followed. Approval of this contract will allow this work to commence in May following receipt of the PPEL loan funds. Adam will describe how much lower this bid is than earlier cost estimates.

**RESOLUTION TENTATIVELY APPROVING THE PLANS, SPECIFICATION, FORM OF CONTRACT AND ESTIMATE OF COST FOR THE ADEL DESOTO MINBURN STADIUM RE-LIGHTING PROJECT AND SETTING THE TIME, DATE AND LOCATION FOR A HEARING THEREON AND FURTHER AUTHORIZING THE ADVERTISEMENT FOR COMPETITIVE BIDS ON SAID ADEL DESOTO MINBURN STADIUM RE-LIGHTING PROJECT:**

I recommend approval of the resolution pertaining to the stadium re-lighting project. Please see the resolution language on page 1 of the document included in your board packets. We propose the public hearing on the proposed plans, et al, to be held on May 14, 2012 at 6:00 pm. Sealed bids will be received on Tuesday, June 5 at 2:00 pm in the middle school media center.

**\$8,450,000 GENERAL OBLIGATION SCHOOL REFUNDING BONDS, SERIES 2012A:**

- **RESOLUTION APPOINTING PAYING AGENT, BOND REGISTRAR, AND TRANSFER AGENT, APPROVING THE PAYING AGENT, BOND REGISTRAR AND TRANSFER AGENT AGREEMENT AND AUTHORIZING THE EXECUTION OF SAME:**
- **APPROVAL OF FORM OF TAX EXEMPTION CERTIFICATE**
- **APPROVAL OF CONTINUING DISCLOSURE CERTIFICATE:**
- **RESOLUTION AUTHORIZING THE ISSUANCE OF BONDS:**

I recommend approval of the four resolutions and actions found on page 2 and 3 of the packet included in your materials. There is a ton of supporting materials included. Our bond attorney at Ahlers and Cooney has reviewed all.

**\$470,000 GENERAL OBLIGATION SCHOOL CAPITAL LOAN NOTES, SERIES 2012B:**

- **RESOLUTION APPOINTING PAYING AGENT, NOTE REGISTRAR, AND TRANSFER AGENT, APPROVING THE PAYING AGENT NOTE REGISTRAR AND TRANSFER AGENT AGREEMENT AND AUTHORIZING THE EXECUTION OF SAME:**
- **APPROVAL OF FORM OF TAX EXEMPTION CERTIFICATE:**
- **RESOLUTION AUTHORIZING THE ISSUANCE OF \$470,000 GENERAL OBLIGATION SCHOOL CAPITAL LOAN NOTES, SERIES 2012B, LEVYING A TAX FOR THE PAYMENT THEREOF, AND AUTHORIZING THE EXECUTION OF LOAN AGREEMENT:**

I recommend approval of the two resolutions and one action as described on pages 2 and 3 of the documents included in your board packet for the \$470,000 GO School Capital Loan Notes, Series 2012B. These are the final steps that will allow us to get the funds in May. Work will start in earnest for our technology upgrades at this point.

***"Experiencing Success Today, Achieving Dreams Tomorrow"***



# ADEL DESOTO MINBURN COMMUNITY SCHOOL DISTRICT

## RESPONSE TO NETWORK PROPOSAL RFP

### HP WIRED/MERU WIRELESS LAN SYSTEM

Submitted by:

**Quality Consulting, Inc.**

1500 NW 118th Street

Clive, Iowa 50325

February 24, 2012

QLI #7

TL = 130,257

↳ 121,154 after  
Optional EzRF cut





February 24, 2012

Thank you for the opportunity to review your facilities and present our proposal.

Our commitment to providing the highest level of services to our clients has allowed Quality Consulting, Inc. to grow to become the largest technology consulting firm based in Iowa.

When selecting our Wireless partner, we had a choice. We selected Meru Networks to be our partner based on the quality of their solution and the value it presents to our clients. Our clients report outstanding results with Meru wireless solutions and we encourage you to contact the listed references.



With industry-leading virtualized Wireless LAN technology, Meru delivers the most predictable and highest performance wireless network.

Whether covering class rooms, assembly halls, residences or offices, Meru provides the fastest deployment at the lowest cost.

- **Fewer Access Points. Meru requires fewer access points on your campus than other solutions, stretching your IT dollars further and simplifying maintenance.**
- **Wireless Like Wire.** Meru's virtualized Wireless LAN offers all the performance that users expect from wired Ethernet combined with the mobility of cellular.
- **Airtime Fairness.** Each client in a packed library gets a fair share of the airwaves, letting legacy clients coexist peacefully with the latest 802.11n devices.
- **Strong Security and Simple Management.** The network takes control of every device's behavior, ensuring that applications get the resources they need and attackers are blocked before they connect.

A reminder: Any wireless network, regardless of vendor, will require PoE capable network switches. HP Procurve switches have been quoted as part of this RFP response.





## FORM OF BID

**Due: February 24, 2012 at 3pm.**

Title: Network Proposal

Vendor Name: Quality Consulting, Inc. (QCI)

Address: 1500 NW 118<sup>th</sup> Street  
Clive, Iowa 50325

Scope	Price
Total Bid Price Delivered	\$106,206.76

Delivery Date: 14 days after execution of agreement

Payment Terms: Net 30 Days - Payment of entire invoice amount is required within 30 days from invoice date or receipt and installation of goods, whichever is later.

## REFERENCES

Keith Troester <b>The University of Iowa</b> Network Services Manager Steve.troester@uiowa.edu (319) 353-2842	Neil Olson <b>Grand View University</b> Network and Telecom Administrator nolson@grandview.edu (515) 263-2961	Paul Crittenden <b>Simpson College</b> System Administrator paul.crittenden@simpson.edu (515) 961-1680
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Authorized Signature: \_\_\_\_\_

Name Printed or Typed: Chris Boom

Telephone Number: (515) 440-4973

Date: February 24, 2012

Federal Employment Identification Number: 42-1446986



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## Contact Information

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For all information regarding this Quotation, please contact:

**Chris Boom**  
Vice President

[cboom@qci.com](mailto:cboom@qci.com)  
(515) 440-4973

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## 2.1 Architecture Overview and System Technology

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Questions from the RFP	Response	
1. List the make and model number of the proposed switches	1. Qty 10 – HP Procurve 48 Port PoE+ 2. Qty 2 – HP Procurve 24 Port PoE+	
2. Do all switches support minimum 1Gbit on all ports?	Yes	
3. Can switches support 10Gbit interfaces?	Yes	
4. Does proposal include stacked switches? If so, please provide a description.	Yes. Switches can be stacked and managed through a single browser interface.	
5. Does proposal include a switch management solution? If so, please provide a description.	Yes. Built-in web management.	
6. Can the switch management solution (if any) also manage access points included in the proposal?	No	
7. What is the hardware warranty duration on switches included in the proposal?	HP switches include a lifetime standard warranty.	
8. List the make and model number of the proposed Access Points or controllers	AP Make and Model(s)	Meru AP320i
	DC Power Injector Make and Model	Integrated with proposed network switches
	Can Proposed AP use Power over Ethernet?	Yes
	Proposed Central Management Model	MC3200





Questions from the RFP	Response
9. Does the proposed Access Point have an embedded/integrated controller or is an external controller/wireless switch required for operation? If external controller is required what is the maximum encrypted (WPA2) supported and how will this impacts number of APS controlled?	No embedded controller on the access points. External controller is required. WPA2 Enterprise. The number of access points is not impacted by maximum supported encryption.
10. Can 802.11abg+n be supported simultaneously from the same Access Point Model specified above?	Yes
11. Can the Access Point support 802.11n-only mode? For 2.4 GHz or 5 GHz?	Yes for both 2.4GHz and 5GHz
12. Can the radios inside the Access Point be removed and replaced without replacing the entire Access Point?	No
13. How many radio interfaces does each the proposed Access Points support?	2
14. Can the Access Point support at least 216Mbps of Wi-Fi bandwidth?	Yes
15. What is the maximum amount of users each Access Point will reliably support? What speed or bandwidth will the max number of users receive?	Chipset can support 256 users. Actual amount depends on client requirements. 300Mb/s.
16. What options are available to configure Access Points? (Serial connection, SSH, HTTPS, Web, wireless, ...)	Configured by controller via HTTPS or SSH. A subset of commands can be configured on the AP via serial connection.
17. Can Access Points continue to provide full functionality if local or remote management systems become unavailable?	If controller fails the Access Points will not continue to function. A redundant controller configuration is possible for high availability but has not been quoted as part of this RFP. It is possible to add this functionality at any time.
18. Does the Access Point have Gigabit Ethernet ports? How many?	Yes. There is 1 gigabit Ethernet port per Access Point. The proposed wireless controller has 4 gigabit ports.
19. Describe the automatic RF tuning capabilities of each access point.	Not required for Meru's single channel architecture
20. Are each radio's RF settings manually configurable?	Yes. Also configurable per ESS (SSID).





Questions from the RFP	Response
21. Does each Access Point have a software upgradeable QoS and packet processing engine for queuing and traffic	Yes
22. If the system is a 802.11n, will all 11n modes be supported with PoGE (Power over Gigabit Ethernet).	Yes, as long as IEEE 802.3at (PoE+) compliant power is provided to Access Points. The switches proposed in this RFP are 802.3at (PoE+) compliant.
23. Indicate where 802.11n AES encryption/decryption takes place. At the AP or the central management console?	AP
24. Does the system provide integrated troubleshooting tools?	Meru EzRF provides advanced troubleshooting. This has been included in this RFP response.
25. List other Standards/Protocols that are supported.	IEEE 802.11 a/b/g/n, IEEE 802.11i support (AES, WEP, WPA, WPA2), IEEE 802.11e, WMM
26. What unique features does your product offer that may not have been covered?	Single channel architecture, Virtual Cell, Channel layering.

## 2.2 Wireless Networking

Questions from the RFP	Response
1. Does the system support multiple SSIDs?	Yes
2. Is the system capable of broadcasting at least 8 SSIDs per radio?	Yes. Meru can do 64 SSIDs per radio.
3. Is the system capable of mixing broadcast and non-broadcast SSIDs on the same Access point?	Yes
4. Does the system allow wireless QoS settings per SSID, Per User, and Per application.	Yes
5. Does the system support creation of User Groups to associate collective access rights to a set of users.	Yes





Questions from the RFP	Response
6. Does the system support 802.11e in the Access Point?	Yes. Meru builds upon 802.11e to provide a much more robust system. 802.11e delivers downstream QoS but leaves upstream transmissions up to the client. Meru's patented technology manages QoS on both upstream and downstream traffic. 802.11e only provides QoS on a per-device basis. Meru's QoS capability is on a per application basis, not per-device, so each application receives the correct QoS settings.
7. Can the system perform VLAN tagging on a per SSID basis at the Access Point?	VLAN tagging can be done on a per SSID basis and is done at the controller, or the access point in bridged mode.
8. Does the Access Point support seamless roaming between radios?	Yes. Meru's unique solution allows seamless roaming between radios/access points without the disassociation/re-association issues seen with other vendors.
9. Does the Access Point support 802.11i PMK caching between Access Points?	Yes
10. Does the enabling of roaming require any configuration changes on any equipment not supplied by the vendor including network switches, routers, computers, etc?	No
11. Is additional software required to take advantage of certain features on our or visitor computers? Explain the additional functionality of the software.	No
12. Does roaming require the use of Mobile IP protocols?	No
13. Can traffic be limited on a per station basis?	Yes
14. Can Traffic be limited on a Per SSID basis?	Yes
15. Does the Access Point support automatic RF configuration?	Yes. This is all handled by the controller.
16. Does the Access Point support automatic and dynamic cell sizing?	Yes
17. Is the AP / system capable of fully automatic compensation for an AP that is not available due to loss of power or failure?	Yes



## 2.3 Security

Questions from the RFP	Response
1. Do you support industry standard Authentication methods?	Yes
2. Do you support industry standard Encryption methods	Yes
3. Does the system allow for different Security Settings on a per SSID basis?	Yes
4. Does the system allow for different WEP Pre Shared Keys per SSID?	Yes
5. Is WEP/TKIP/AES Encryption processing done in the Access Point?	Yes
6. Does the system support the passing of LEAP credentials?	Yes
7. Does the system support RADIUS Authentication?	Yes
8. Is the system capable of blocking Station-to-Station Traffic?	Yes
9. Can management traffic be blocked on all interfaces?	Yes
10. Does the proposed system include an Intrusion Detection System (IDS/IPS)?	Yes
11. Can the system block access by time of day and day of week?	Yes
12. Does <u>the Access Point</u> have a built-in integrated packet capture tool?	Yes





## 2.4 Management

Questions from the RFP	Response
1. Describe your management system, centralized or other.	Centralized
2. Is the management an external application?	Yes. EzRF runs on a separate appliance.
3. Can each Access Point be locally and individually managed by a secure web interface (https) that provides access to all system features?	Only by the controller
4. Can the management system display live heat maps?	Yes
5. Does the management system support historical reporting?	Yes
6. Does the management system provide alerts and alarms?	Yes
7. Does the management system provide a dashboard for a summary view of the health of the wireless network?	Yes
8. Does the management system allow the creation of groups and policies?	Yes
9. Can the management system push firmware updates to Access Points?	Yes
10. If a firmware update is required for an Access Point, does the configuration need to be recreated?	No
11. Are all configuration parameters for Access Points represented in the management system?	No. This would be contained on the controller.



## 2.5 Planning and Design

Questions from the RFP	Response	
1. Will you perform a survey of each District location?	Yes. This has been completed.	
2. Will you design the coverage in each District location and assist in designing a security plan.	Yes	
3. What part of installation will you perform?	Cabling?	No, though we can provide references.
	Switches?	Yes
	AP's	We will configure the AP's. We do not physically mount the AP's. We typically see this done during cabling by the cabling contractor.
	Software?	Yes
	Configuration?	Yes
4. Verification	Will you verify the final network operation?	Yes
	Will you provide on-site training for technology staff?	Yes
	How much time?	4 hours
5. Our experience shows that predictive designs that do not take into account the physical elements of a building will result in designs that are under-provisioned and will force additional access points to be added later. Can attenuation be assigned and adjusted to all walls, the student body, and other objects to increase the accuracy of the predictive RF design? (This is a Yes or No answer).	Yes	
6. Does the planning tool have the capability to automatically determine the number and placement of Access Points?	No. This is done manually.	
7. Can bandwidth requirements be taken into account for the predictive design?	Yes. We identified areas requiring additional density and planned accordingly.	
8. Does the planning tool predict RSSI, SIR, SNR and data rates?	Yes	





Questions from the RFP	Response	
9. Does the system model design for 2.4GHz and 5GHz deployments?	Yes	
10. Describe the proposed wireless network design	Number of Access Points	67 (66 + 1 spare)
	Location of Access Points	See included wireless survey report
	The number of Cable runs required for all proposed Access Points, data and power. Identify how all Access points will be powered	One cable run per access point will be required. Power will be supplied via proposed network switches.
	Identify how all Access points will be powered	Access points will be powered by proposed network switches
	With a POGE solution is proposed list and total the number of POGE ports, Power injectors and power requirements (watts) for each Access Point	66 PoE ports will be required as proposed. 11.5W to 17W (depending on MIMO configuration) is required per access point.
	List all proposed components for the wireless network	<ul style="list-style-type: none"> <li>- One MC3200 controller</li> <li>- 66 AP320i access points</li> <li>- EzRF Appliance</li> <li>- PoE+ equipped network switches</li> </ul>
	List the physical mounting methods of the controllers/APs and security of the mounting	AP320i's come with wall mount bracket that is secured with screws. Ceiling mount brackets are available but have not been quoted for this RFP.



## 2.6 Support

Questions from the RFP	Response	
1. Describe the process for reporting a hardware failure in one of the components of the proposed system.	What methods are available for contacting tech support (phone, email, website, etc.)?	Tech support is available via phone, email, and website.
	What are the times for response and problem resolution?	This varies depending on the problem.
	How quickly can replacement components be delivered on-site?	As long as support is maintained on the controller replacements are typically received next business day. Access points come standard with a lifetime basic replacement warranty. You can get upgraded next business day warranty for access points. However, it is more cost effective to keep a spare access point on hand which is what has been included in this RFP response.
2. What is the standard warranty and maintenance for each of the components proposed?	<ul style="list-style-type: none"><li>- Controller comes with one year standard warranty</li><li>- Access points come with lifetime standard warranty</li><li>- HP Procurve switches come with lifetime standard warranty</li></ul>	
3. What is the upgrade path for management software and is there an annual support fee for the software?	Meru EzRF is an optional product that can be easily added on at any time. There is a separate annual support fee for EzRF.	
4. Describe the product training offered.	Meru's products are extremely easy to learn. In past experiences, QCI has typically done administrator training as part of the installation. 2-4 hours has historically been sufficient to make IT staff proficient in administration.	





Adel DeSoto Minburn Community School District

Network Upgrade

Proposal Form

This form is to be attached to the requested information in the  
Request For Proposal Document

We submit the following proposal for Adel DeSoto Minburn Community Schools:

Contractor: QCI

Address: 1500 NW 118<sup>th</sup> St

City, State, Zip: Des Moines, IA 50325

Authorized Signature: 

Contact E-Mail: cboom@qci.com

Phone #: 515-440-4973 Fax #: 515-440-4973

Predictive Site Survey Conducted: Yes ☒ No ☐

Physical Site Survey Conducted: Yes ☒ No ☐

Insurance Certificate Included: Yes ☒ No ☐

Proposal Cost:

Central Office/HS/MS (Wired): \$22,449.99

Central Office/HS/MS (Wireless Access Points): \$24,057.60

Adel Elementary (Wired) \$6,600.00

Adel Elementary (Wireless Access Points) \$10,310.40

DeSoto Intermediate (Wired) \$7,816.67

DeSoto Intermediate (Wireless Access Points) \$10,997.76

Management Tools/Controllers (includes 1 year support): \$23,974.34

**NOTE: Professional services installation included in above pricing. See included quotes for details.**

Grand Total for ADM Network Upgrade \$106,206.76

→ 97103.77 after optional  
e2RF cut

Submitted by: Quality Consulting, Inc.

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Adel DeSoto Minburn Community Schools will request that all contractors  
fill out an " Iowa Contractor's Statement"  
so the district can re-coup "sales tax paid by contractors"





QCI  
1500 NW 118th St - Des Moines, IA 50325  
Phone: 515-440-4960 - Fax: 515-440-4961

## QUOTE

Date	Quote #
02/23/12	QCIQ2332

**Sold To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

**Ship To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

Terms	Rep	P.O. Number	Ship Via
Net Due	cboom		

Quantity	Description	Unit Price	Ext. Price
<b>High School/Middle School AP's</b>			
35	AP320i - Dual radio 802.11a/b/g/n access point (AP) with integrated antennas providing 180 degrees coverage. AP can be mounted horizontally (below the ceiling) and vertically (on a wall). Includes mounting bracket and screws.	\$687.36	\$24,057.60
	SubTotal		\$24,057.60
<b>Elementary AP's</b>			
15	AP320i - Dual radio 802.11a/b/g/n access point (AP) with integrated antennas providing 180 degrees coverage. AP can be mounted horizontally (below the ceiling) and vertically (on a wall). Includes mounting bracket and screws.	\$687.36	\$10,310.40
	SubTotal		\$10,310.40
<b>Intermediate AP's</b>			
16	AP320i - Dual radio 802.11a/b/g/n access point (AP) with integrated antennas providing 180 degrees coverage. AP can be mounted horizontally (below the ceiling) and vertically (on a wall). Includes mounting bracket and screws.	\$687.36	\$10,997.76
	SubTotal		\$10,997.76
<b>Controller and Advanced Replacement Support - 1 year</b>			
1	MC3200 - Wireless Controller with ZERO AP licenses. Requires AP licenses to operate.	\$5,055.17	\$5,055.17

Quantity	Description	Unit Price	Ext. Price
	Platform can be upgraded to support up to 200 APs. Includes System Director software (5.0 or higher) with Air Traffic Control. Supports N+1 Wireless Controller Redundancy.		
1	MCx000-SD-50AP - MC3200/MC4200 50 AP Software Upgrade License	\$3,724.14	\$3,724.14
1	MCx000-SD-20AP - MC3200/MC4200 20 AP Software Upgrade License	\$1,926.44	\$1,926.44
1	SUP-1-MC3200 - 7x24x365 TAC, L1, L2 & L3 Support. Includes SW upgrades, patches, Advanced HW Replacement for Controllers and APs . Duration 1 year	\$2,199.20	\$2,199.20
1	SUP-1-MCx000-SD-50AP - 7x24x365 TAC, L1, L2 & L3 Software Support Only. No HW Support. Includes SW upgrades & patches. Duration 1 year	\$1,296.00	\$1,296.00
1	SUP-1-MCx000-SD-20AP - 7x24x365 TAC, L1, L2 & L3 Software Support Only. No HW Support. Includes SW upgrades & patches. Duration 1 year	\$670.40	\$670.40
	SubTotal		\$14,871.35

#### Optional - EzRF Advanced Monitoring Suite

1	EzRF-NM-U100 - E(z)RF Applications Suite - Network Manager with Base & Visualize software license upgrade for 100 APs. Functionality includes dashboards, monitoring, configuration, events and alarm notifications, reports, user administration, real-time RF visualization for performance and troubleshooting.	\$5,054.31	<del>\$5,054.31</del>
1	SA200-IDM - Services Appliance	\$2,209.48	<del>\$2,209.48</del>
	SubTotal		<del>\$7,263.79</del>

#### Optional - EzRF Support - 1 year

1	SUP-1-EZRF-NM-U100 - 7x24x365 TAC, L1, L2 & L3 Support. SW upgrades, maintenance and patches. Duration 1 year	\$1,279.20	<del>\$1,279.20</del>
1	SUP-1-SA200-IDM - 7x24x365 TAC, L1, L2 & L3 Support. Advanced HW replacement for SA200-IDM. Duration 1 year.	\$560.00	<del>\$560.00</del>
	SubTotal		<del>\$1,839.20</del>

**Note: Professional Services included - As part of this installation QCI will**

- Configure the controller and access points
- Provide basic training to IT staff
- Setup wireless networks (SSID's)
- Configure EzRF

**Any other activities will be considered out of scope and subject to normal hourly rates.**



Quantity	Description	Unit Price	Ext. Price
		SubTotal	\$69,340.10
		Sales Tax	\$0.00
		Shipping	\$0.00
		<b>Total</b>	<b>\$69,340.10</b>

UNLESS NOTED OTHERWISE, PRICES ARE VALID FOR THE MONTH THEY ARE QUOTED IN - PRICES SUBJECT TO CHANGE DUE TO AVAILABILITY - RETURN POLICY VARIES BY PRODUCT. IF PRODUCT CAN BE RETURNED, A MINIMUM 20% RESTOCKING FEE WITH ORIGINAL UNOPENED PACKAGING WILL BE CHARGED. UNLESS SPECIFICALLY QUOTED, SERVICES ARE NOT INCLUDED. SHIPPING FEES SUBJECT TO CHANGE.



QCI  
1500 NW 118th St - Des Moines, IA 50325  
Phone: 515-440-4960 - Fax: 515-440-4961

## QUOTE

Date	Quote #
02/22/12	QCIQ2330

**Sold To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

**Ship To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

Terms	Rep	P.O. Number	Ship Via
Net Due	cboom		

Quantity	Description	Unit Price	Ext. Price
<b>High School</b>			
7	HP ProCurve 2910al-48G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$3,083.33	\$21,583.31
4	HP Mini-GBIC Transceiver Module - 1 x 1000Base-SX - SFP (mini-GBIC)	\$216.67	\$866.68
	SubTotal		\$22,449.99
<b>DeSoto Intermediate</b>			
1	HP ProCurve 2910al-48G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$3,083.33	\$3,083.33
2	HP ProCurve 2910al-24G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 24 x 10/100/1000Base-T LAN	\$1,933.33	\$3,866.66
4	HP Mini-GBIC Transceiver Module - 1 x 1000Base-SX - SFP (mini-GBIC)	\$216.67	\$866.68
	SubTotal		\$7,816.67
<b>Elementary</b>			
2	HP ProCurve 2910al-48G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$3,083.33	\$6,166.66
2	HP Mini-GBIC Transceiver Module - 1 x 1000Base-SX - SFP (mini-GBIC)	\$216.67	\$433.34
	SubTotal		\$6,600.00

**Note: Professional services installation included in above pricing**



Quantity	Description	Unit Price	Ext. Price
		SubTotal	\$36,866.66
		Sales Tax	\$0.00
		Shipping	\$0.00
		<b>Total</b>	<b>\$36,866.66</b>

UNLESS NOTED OTHERWISE, PRICES ARE VALID FOR THE MONTH THEY ARE QUOTED IN - PRICES SUBJECT TO CHANGE DUE TO AVAILABILITY - RETURN POLICY VARIES BY PRODUCT. IF PRODUCT CAN BE RETURNED, A MINIMUM 20% RESTOCKING FEE WITH ORIGINAL UNOPENED PACKAGING WILL BE CHARGED. UNLESS SPECIFICALLY QUOTED, SERVICES ARE NOT INCLUDED. SHIPPING FEES SUBJECT TO CHANGE.



QCI  
1500 NW 118th St - Des Moines, IA 50325  
Phone: 515-440-4960 - Fax: 515-440-4961

## QUOTE

Date	Quote #
02/24/12	QCIQ2334

**Sold To:** Adel Desoto Minburn Community Sc  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

**Ship To:** Adel Desoto Minburn Community Sc  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

Terms	Rep	P.O. Number	Ship Via
Net Due	cboom		

Quantity	Description	Unit Price	Ext. Price
<b>Non-PoE switches (For comparison purposes - NOT included in RFP response)</b>			
1	HP ProCurve 2910al-48G Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$2,022.47	\$2,022.47
1	HP ProCurve 2910al-24G Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 24 x 10/100/1000Base-T LAN	\$1,388.89	\$1,388.89

UNLESS NOTED OTHERWISE, PRICES ARE VALID FOR THE MONTH THEY ARE QUOTED IN - PRICES SUBJECT TO CHANGE DUE TO AVAILABILITY - RETURN POLICY VARIES BY PRODUCT. IF PRODUCT CAN BE RETURNED, A MINIMUM 20% RESTOCKING FEE WITH ORIGINAL UNOPENED PACKAGING WILL BE CHARGED. UNLESS SPECIFICALLY QUOTED, SERVICES ARE NOT INCLUDED. SHIPPING NOT INCLUDED. TAX NOT INCLUDED.





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
01/05/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER 1-515-457-8849  
Arthur J. Gallagher Risk Management Services, Inc.

1415 28th Street, Suite 300

West Des Moines, IA 50266  
Mike McCoyINSURED  
QCI

1500 NW 118th Street

Des Moines, IA 50325

CONTACT NAME: Beth Lash

PHONE (A/C, No. Ext): (515) 440-8422

FAX (A/C, No.): (515) 457-8964

E-MAIL ADDRESS: Beth.Lash@AJG.com

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: NATIONAL FIRE INS CO OF HARTFORD

20478

INSURER B: CONTINENTAL CAS CO

20443

INSURER C: VALLEY FORGE INS CO

20508

INSURER D: NORTH RIVER INS CO

21105

INSURER E:

INSURER F:

## COVERAGES

CERTIFICATE NUMBER: 25031144

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY		4026635122	10/07/11	10/07/12	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ 2,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR					
	<input checked="" type="checkbox"/> Contractual Liability					
	GENTL AGGREGATE LIMIT APPLIES PER:					
	<input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC					
A	AUTOMOBILE LIABILITY		4026635119	10/07/11	10/07/12	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	<input checked="" type="checkbox"/> ANY AUTO					
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS				
	<input checked="" type="checkbox"/> HIRED AUTOS	<input checked="" type="checkbox"/> NON-OWNED AUTOS				
B	UMBRELLA LIAB	<input checked="" type="checkbox"/> OCCUR	4026635105	10/07/11	10/07/12	EACH OCCURRENCE \$ 5,000,000
	EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE				AGGREGATE \$ 5,000,000
	DED <input checked="" type="checkbox"/> RETENTION \$ 10,000					
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	<input type="checkbox"/> Y/N	4026635086	10/07/11	10/07/12	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input checked="" type="checkbox"/> N				
	If yes, describe under DESCRIPTION OF OPERATIONS below					
D	Errors & Omissions		9242041095	01/05/12	01/05/13	Per Occurrence 5,000,000 Policy Aggregate 5,000,000 Policy Deductible 50,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

## CERTIFICATE HOLDER

To Whom it May Concern

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



ADEL DESOTO MINBURN COMMUNITY  
SCHOOL DISTRICT

RESPONSE TO  
NETWORK PROPOSAL RFP

HP WIRED/MERU WIRELESS LAN SYSTEM

Submitted by:

**Quality Consulting, Inc.**

1500 NW 118th Street

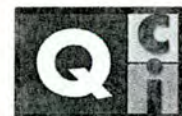
Clive, Iowa 50325

February 24, 2012

QCI #7

TL = 130,257

↳ 121, 154 after  
Optional EzRF cut







February 24, 2012

Thank you for the opportunity to review your facilities and present our proposal.

Our commitment to providing the highest level of services to our clients has allowed Quality Consulting, Inc. to grow to become the largest technology consulting firm based in Iowa.

When selecting our Wireless partner, we had a choice. We selected Meru Networks to be our partner based on the quality of their solution and the value it presents to our clients. Our clients report outstanding results with Meru wireless solutions and we encourage you to contact the listed references.



With industry-leading virtualized Wireless LAN technology, Meru delivers the most predictable and highest performance wireless network.

Whether covering class rooms, assembly halls, residences or offices, Meru provides the fastest deployment at the lowest cost.

- **Fewer Access Points. Meru requires fewer access points on your campus than other solutions, stretching your IT dollars further and simplifying maintenance.**
- **Wireless Like Wire.** Meru's virtualized Wireless LAN offers all the performance that users expect from wired Ethernet combined with the mobility of cellular.
- **Airtime Fairness.** Each client in a packed library gets a fair share of the airwaves, letting legacy clients coexist peacefully with the latest 802.11n devices.
- **Strong Security and Simple Management.** The network takes control of every device's behavior, ensuring that applications get the resources they need and attackers are blocked before they connect.

A reminder: Any wireless network, regardless of vendor, will require PoE capable network switches. HP Procurve switches have been quoted as part of this RFP response.



## FORM OF BID

**Due: February 24, 2012 at 3pm.**

Title: Network Proposal

Vendor Name: Quality Consulting, Inc. (QCI)  
Address: 1500 NW 118<sup>th</sup> Street  
Clive, Iowa 50325

Scope	Price
Total Bid Price Delivered	\$106,206.76

Delivery Date: 14 days after execution of agreement

Payment Terms: Net 30 Days - Payment of entire invoice amount is required within 30 days from invoice date or receipt and installation of goods, whichever is later.

## REFERENCES

Keith Troester <b>The University of Iowa</b> Network Services Manager Steve.troester@uiowa.edu (319) 353-2842	Neil Olson <b>Grand View University</b> Network and Telecom Administrator nolson@grandview.edu (515) 263-2961	Paul Crittenden <b>Simpson College</b> System Administrator paul.crittenden@simpson.edu (515) 961-1680
---	--	--

Authorized Signature: \_\_\_\_\_

Name Printed or Typed:  
Telephone Number:

Chris Boom  
(515) 440-4973

Date: February 24, 2012  
Federal Employment Identification Number: 42-1446986





## Contact Information

For all information regarding this Quotation, please contact:

**Chris Boom**  
Vice President

[cboom@qci.com](mailto:cboom@qci.com)  
(515) 440-4973

## 2.1 Architecture Overview and System Technology

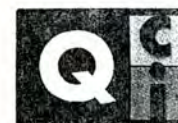
Questions from the RFP	Response	
1. List the make and model number of the proposed switches	1. Qty 10 – HP Procurve 48 Port PoE+ 2. Qty 2 – HP Procurve 24 Port PoE+	
2. Do all switches support minimum 1Gbit on all ports?	Yes	
3. Can switches support 10Gbit interfaces?	Yes	
4. Does proposal include stacked switches? If so, please provide a description.	Yes. Switches can be stacked and managed through a single browser interface.	
5. Does proposal include a switch management solution? If so, please provide a description.	Yes. Built-in web management.	
6. Can the switch management solution (if any) also manage access points included in the proposal?	No	
7. What is the hardware warranty duration on switches included in the proposal?	HP switches include a lifetime standard warranty.	
8. List the make and model number of the proposed Access Points or controllers	AP Make and Model(s)	Meru AP320i
	DC Power Injector Make and Model	Integrated with proposed network switches
	Can Proposed AP use Power over Ethernet?	Yes
	Proposed Central Management Model	MC3200





Questions from the RFP	Response
9. Does the proposed Access Point have an embedded/integrated controller or is an external controller/wireless switch required for operation? If external controller is required what is the maximum encrypted (WPA2) supported and how will this impacts number of APS controlled?	No embedded controller on the access points. External controller is required. WPA2 Enterprise. The number of access points is not impacted by maximum supported encryption.
10. Can 802.11abg+n be supported simultaneously from the same Access Point Model specified above?	Yes
11. Can the Access Point support 802.11n-only mode? For 2.4 GHz or 5 GHz?	Yes for both 2.4GHz and 5GHz
12. Can the radios inside the Access Point be removed and replaced without replacing the entire Access Point?	No
13. How many radio interfaces does each the proposed Access Points support?	2
14. Can the Access Point support at least 216Mbps of Wi-Fi bandwidth?	Yes
15. What is the maximum amount of users each Access Point will reliably support? What speed or bandwidth will the max number of users receive?	Chipset can support 256 users. Actual amount depends on client requirements. 300Mb/s.
16. What options are available to configure Access Points? (Serial connection, SSH, HTTPS, Web, wireless, ...)	Configured by controller via HTTPS or SSH. A subset of commands can be configured on the AP via serial connection.
17. Can Access Points continue to provide full functionality if local or remote management systems become unavailable?	If controller fails the Access Points will not continue to function. A redundant controller configuration is possible for high availability but has not been quoted as part of this RFP. It is possible to add this functionality at any time.
18. Does the Access Point have Gigabit Ethernet ports? How many?	Yes. There is 1 gigabit Ethernet port per Access Point. The proposed wireless controller has 4 gigabit ports.
19. Describe the automatic RF tuning capabilities of each access point.	Not required for Meru's single channel architecture
20. Are each radio's RF settings manually configurable?	Yes. Also configurable per ESS (SSID).





Questions from the RFP	Response
21. Does each Access Point have a software upgradeable QoS and packet processing engine for queuing and traffic	Yes
22. If the system is a 802.11n, will all 11n modes be supported with PoGE (Power over Gigabit Ethernet).	Yes, as long as IEEE 802.3at (PoE+) compliant power is provided to Access Points. The switches proposed in this RFP are 802.3at (PoE+) compliant.
23. Indicate where 802.11n AES encryption/decryption takes place. At the AP or the central management console?	AP
24. Does the system provide integrated troubleshooting tools?	Meru EzRF provides advanced troubleshooting. This has been included in this RFP response.
25. List other Standards/Protocols that are supported.	IEEE 802.11 a/b/g/n, IEEE 802.11i support (AES, WEP, WPA, WPA2), IEEE 802.11e, WMM
26. What unique features does your product offer that may not have been covered?	Single channel architecture, Virtual Cell, Channel layering.

## 2.2 Wireless Networking

Questions from the RFP	Response
1. Does the system support multiple SSIDs?	Yes
2. Is the system capable of broadcasting at least 8 SSIDs per radio?	Yes. Meru can do 64 SSIDs per radio.
3. Is the system capable of mixing broadcast and non-broadcast SSIDs on the same Access point?	Yes
4. Does the system allow wireless QoS settings per SSID, Per User, and Per application.	Yes
5. Does the system support creation of User Groups to associate collective access rights to a set of users.	Yes





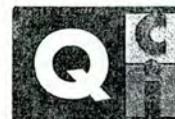
Questions from the RFP	Response
6. Does the system support 802.11e in the Access Point?	Yes. Meru builds upon 802.11e to provide a much more robust system. 802.11e delivers downstream QoS but leaves upstream transmissions up to the client. Meru's patented technology manages QoS on both upstream and downstream traffic. 802.11e only provides QoS on a per-device basis. Meru's QoS capability is on a per application basis, not per-device, so each application receives the correct QoS settings.
7. Can the system perform VLAN tagging on a per SSID basis at the Access Point?	VLAN tagging can be done on a per SSID basis and is done at the controller, or the access point in bridged mode.
8. Does the Access Point support seamless roaming between radios?	Yes. Meru's unique solution allows seamless roaming between radios/access points without the disassociation/re-association issues seen with other vendors.
9. Does the Access Point support 802.11i PMK caching between Access Points?	Yes
10. Does the enabling of roaming require any configuration changes on any equipment not supplied by the vendor including network switches, routers, computers, etc?	No
11. Is additional software required to take advantage of certain features on our or visitor computers? Explain the additional functionality of the software.	No
12. Does roaming require the use of Mobile IP protocols?	No
13. Can traffic be limited on a per station basis?	Yes
14. Can Traffic be limited on a Per SSID basis?	Yes
15. Does the Access Point support automatic RF configuration?	Yes. This is all handled by the controller.
16. Does the Access Point support automatic and dynamic cell sizing?	Yes
17. Is the AP / system capable of fully automatic compensation for an AP that is not available due to loss of power or failure?	Yes





## 2.3 Security

Questions from the RFP	Response
1. Do you support industry standard Authentication methods?	Yes
2. Do you support industry standard Encryption methods	Yes
3. Does the system allow for different Security Settings on a per SSID basis?	Yes
4. Does the system allow for different WEP Pre Shared Keys per SSID?	Yes
5. Is WEP/TKIP/AES Encryption processing done in the Access Point?	Yes
6. Does the system support the passing of LEAP credentials?	Yes
7. Does the system support RADIUS Authentication?	Yes
8. Is the system capable of blocking Station-to-Station Traffic?	Yes
9. Can management traffic be blocked on all interfaces?	Yes
10. Does the proposed system include an Intrusion Detection System (IDS/IPS)?	Yes
11. Can the system block access by time of day and day of week?	Yes
12. Does <u>the Access Point</u> have a built-in integrated packet capture tool?	Yes



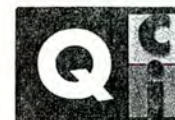
## 2.4 Management

Questions from the RFP	Response
1. Describe your management system, centralized or other.	Centralized
2. Is the management an external application?	Yes. EzRF runs on a separate appliance.
3. Can each Access Point be locally and individually managed by a secure web interface (https) that provides access to all system features?	Only by the controller
4. Can the management system display live heat maps?	Yes
5. Does the management system support historical reporting?	Yes
6. Does the management system provide alerts and alarms?	Yes
7. Does the management system provide a dashboard for a summary view of the health of the wireless network?	Yes
8. Does the management system allow the creation of groups and policies?	Yes
9. Can the management system push firmware updates to Access Points?	Yes
10. If a firmware update is required for an Access Point, does the configuration need to be recreated?	No
11. Are all configuration parameters for Access Points represented in the management system?	No. This would be contained on the controller.



## 2.5 Planning and Design

Questions from the RFP	Response	
1. Will you perform a survey of each District location?	Yes. This has been completed.	
2. Will you design the coverage in each District location and assist in designing a security plan.	Yes	
3. What part of installation will you perform?	Cabling?	No, though we can provide references.
	Switches?	Yes
	AP's	We will configure the AP's. We do not physically mount the AP's. We typically see this done during cabling by the cabling contractor.
	Software?	Yes
	Configuration?	Yes
4. Verification	Will you verify the final network operation?	Yes
	Will you provide on-site training for technology staff?	Yes
	How much time?	4 hours
5. Our experience shows that predictive designs that do not take into account the physical elements of a building will result in designs that are under-provisioned and will force additional access points to be added later. Can attenuation be assigned and adjusted to all walls, the student body, and other objects to increase the accuracy of the predictive RF design? (This is a Yes or No answer).	Yes	
6. Does the planning tool have the capability to automatically determine the number and placement of Access Points?	No. This is done manually.	
7. Can bandwidth requirements be taken into account for the predictive design?	Yes. We identified areas requiring additional density and planned accordingly.	
8. Does the planning tool predict RSSI, SIR, SNR and data rates?	Yes	



Questions from the RFP	Response	
9. Does the system model design for 2.4GHz and 5GHz deployments?	Yes	
10. Describe the proposed wireless network design	Number of Access Points	67 (66 + 1 spare)
	Location of Access Points	See included wireless survey report
	The number of Cable runs required for all proposed Access Points, data and power. Identify how all Access points will be powered	One cable run per access point will be required. Power will be supplied via proposed network switches.
	Identify how all Access points will be powered	Access points will be powered by proposed network switches
	With a POGE solution is proposed list and total the number of POGE ports, Power injectors and power requirements (watts) for each Access Point	66 PoE ports will be required as proposed. 11.5W to 17W (depending on MIMO configuration) is required per access point.
	List all proposed components for the wireless network	<ul style="list-style-type: none"><li>- One MC3200 controller</li><li>- 66 AP320i access points</li><li>- EzRF Appliance</li><li>- PoE+ equipped network switches</li></ul>
	List the physical mounting methods of the controllers/APs and security of the mounting	AP320i's come with wall mount bracket that is secured with screws. Ceiling mount brackets are available but have not been quoted for this RFP.





## 2.6 Support

Questions from the RFP	Response	
1. Describe the process for reporting a hardware failure in one of the components of the proposed system.	What methods are available for contacting tech support (phone, email, website, etc.)?	Tech support is available via phone, email, and website.
	What are the times for response and problem resolution?	This varies depending on the problem.
	How quickly can replacement components be delivered on-site?	As long as support is maintained on the controller replacements are typically received next business day. Access points come standard with a lifetime basic replacement warranty. You can get upgraded next business day warranty for access points. However, it is more cost effective to keep a spare access point on hand which is what has been included in this RFP response.
2. What is the standard warranty and maintenance for each of the components proposed?	<ul style="list-style-type: none"><li>- Controller comes with one year standard warranty</li><li>- Access points come with lifetime standard warranty</li><li>- HP Procurve switches come with lifetime standard warranty</li></ul>	
3. What is the upgrade path for management software and is there an annual support fee for the software?	Meru EzRF is an optional product that can be easily added on at any time. There is a separate annual support fee for EzRF.	
4. Describe the product training offered.	Meru's products are extremely easy to learn. In past experiences, QCI has typically done administrator training as part of the installation. 2-4 hours has historically been sufficient to make IT staff proficient in administration.	



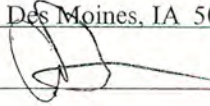
Adel DeSoto Minburn Community School District

Network Upgrade

Proposal Form

This form is to be attached to the requested information in the  
Request For Proposal Document

We submit the following proposal for Adel DeSoto Minburn Community Schools:

Contractor: QCI  
Address: 1500 NW 118<sup>th</sup> St  
City, State, Zip: Des Moines, IA 50325  
Authorized Signature:   
Contact E-Mail: cboom@qci.com  
Phone #: 515-440-4973 Fax # 515-440-4973

Predictive Site Survey Conducted: Yes ✓ No         
Physical Site Survey Conducted: Yes ✓ No         
Insurance Certificate Included: Yes ✓ No       

Proposal Cost:

Central Office/HS/MS (Wired):	<u>\$22,449.99</u>
Central Office/HS/MS (Wireless Access Points):	<u>\$24,057.60</u>
Adel Elementary (Wired)	<u>\$6,600.00</u>
Adel Elementary (Wireless Access Points)	<u>\$10,310.40</u>
DeSoto Intermediate (Wired)	<u>\$7,816.67</u>
DeSoto Intermediate (Wireless Access Points)	<u>\$10,997.76</u>
Management Tools/Controllers (includes 1 year support):	<u>\$23,974.34</u>

**NOTE: Professional services installation included in above pricing. See included quotes for details.**

Grand Total for ADM Network Upgrade \$106,206.76 → 97103.77 after optional  
e2 RF cut

Submitted by: Quality Consulting, Inc.

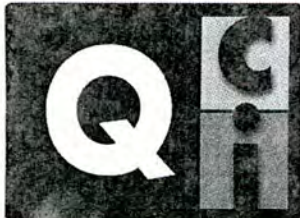
Page 14





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Adel DeSoto Minburn Community Schools will request that all contractors  
fill out an " Iowa Contractor's Statement"  
so the district can re-coup "sales tax paid by contractors"



QCI  
1500 NW 118th St - Des Moines, IA 50325  
Phone: 515-440-4960 - Fax: 515-440-4961

## QUOTE

Date	Quote #
02/23/12	QCIQ2332

**Sold To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

**Ship To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

Terms	Rep	P.O. Number	Ship Via
Net Due	cboom		

Quantity	Description	Unit Price	Ext. Price
<b>High School/Middle School AP's</b>			
35	AP320i - Dual radio 802.11a/b/g/n access point (AP) with integrated antennas providing 180 degrees coverage. AP can be mounted horizontally (below the ceiling) and vertically (on a wall). Includes mounting bracket and screws.	\$687.36	\$24,057.60
	SubTotal		\$24,057.60
<b>Elementary AP's</b>			
15	AP320i - Dual radio 802.11a/b/g/n access point (AP) with integrated antennas providing 180 degrees coverage. AP can be mounted horizontally (below the ceiling) and vertically (on a wall). Includes mounting bracket and screws.	\$687.36	\$10,310.40
	SubTotal		\$10,310.40
<b>Intermediate AP's</b>			
16	AP320i - Dual radio 802.11a/b/g/n access point (AP) with integrated antennas providing 180 degrees coverage. AP can be mounted horizontally (below the ceiling) and vertically (on a wall). Includes mounting bracket and screws.	\$687.36	\$10,997.76
	SubTotal		\$10,997.76
<b>Controller and Advanced Replacement Support - 1 year</b>			
1	MC3200 - Wireless Controller with ZERO AP licenses. Requires AP licenses to operate.	\$5,055.17	\$5,055.17



Quantity	Description	Unit Price	Ext. Price
	Platform can be upgraded to support up to 200 APs. Includes System Director software (5.0 or higher) with Air Traffic Control. Supports N+1 Wireless Controller Redundancy.		
1	MCx000-SD-50AP - MC3200/MC4200 50 AP Software Upgrade License	\$3,724.14	\$3,724.14
1	MCx000-SD-20AP - MC3200/MC4200 20 AP Software Upgrade License	\$1,926.44	\$1,926.44
1	SUP-1-MC3200 - 7x24x365 TAC, L1, L2 & L3 Support. Includes SW upgrades, patches, Advanced HW Replacement for Controllers and APs . Duration 1 year	\$2,199.20	\$2,199.20
1	SUP-1-MCx000-SD-50AP - 7x24x365 TAC, L1, L2 & L3 Software Support Only. No HW Support. Includes SW upgrades & patches. Duration 1 year	\$1,296.00	\$1,296.00
1	SUP-1-MCx000-SD-20AP - 7x24x365 TAC, L1, L2 & L3 Software Support Only. No HW Support. Includes SW upgrades & patches. Duration 1 year	\$670.40	\$670.40
	SubTotal		\$14,871.35

#### Optional - EzRF Advanced Monitoring Suite

1	EzRF-NM-U100 - E(z)RF Applications Suite - Network Manager with Base & Visualize software license upgrade for 100 APs. Functionality includes dashboards, monitoring, configuration, events and alarm notifications, reports, user administration, real-time RF visualization for performance and troubleshooting.	\$5,054.31	<del>\$5,054.31</del>
1	SA200-IDM - Services Appliance	\$2,209.48	<del>\$2,209.48</del>
	SubTotal		<del>\$7,263.79</del>

#### Optional - EzRF Support - 1 year

1	SUP-1-EZRF-NM-U100 - 7x24x365 TAC, L1, L2 & L3 Support. SW upgrades, maintenance and patches. Duration 1 year	\$1,279.20	<del>\$1,279.20</del>
1	SUP-1-SA200-IDM - 7x24x365 TAC, L1, L2 & L3 Support. Advanced HW replacement for SA200-IDM. Duration 1 year.	\$560.00	<del>\$560.00</del>
	SubTotal		<del>\$1,839.20</del>

**Note: Professional Services included - As part of this installation QCI will**

- Configure the controller and access points
- Provide basic training to IT staff
- Setup wireless networks (SSID's)
- Configure EzRF

**Any other activities will be considered out of scope and subject to normal hourly rates.**

Quantity	Description	Unit Price	Ext. Price
		SubTotal	\$69,340.10
		Sales Tax	\$0.00
		Shipping	\$0.00
		<b>Total</b>	<b>\$69,340.10</b>

UNLESS NOTED OTHERWISE, PRICES ARE VALID FOR THE MONTH THEY ARE QUOTED IN - PRICES SUBJECT TO CHANGE DUE TO AVAILABILITY - RETURN POLICY VARIES BY PRODUCT. IF PRODUCT CAN BE RETURNED, A MINIMUM 20% RESTOCKING FEE WITH ORIGINAL UNOPENED PACKAGING WILL BE CHARGED. UNLESS SPECIFICALLY QUOTED, SERVICES ARE NOT INCLUDED. SHIPPING FEES SUBJECT TO CHANGE.





QCI  
1500 NW 118th St - Des Moines, IA 50325  
Phone: 515-440-4960 - Fax: 515-440-4961

## QUOTE

Date	Quote #
02/22/12	QCIQ2330

**Sold To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

**Ship To:** Adel Desoto Minburn Community Sch  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

Terms	Rep	P.O. Number	Ship Via
Net Due	cboom		

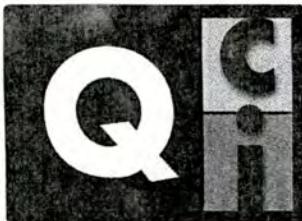
Quantity	Description	Unit Price	Ext. Price
<b>High School</b>			
7	HP ProCurve 2910al-48G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$3,083.33	\$21,583.31
4	HP Mini-GBIC Transceiver Module - 1 x 1000Base-SX - SFP (mini-GBIC)	\$216.67	\$866.68
	SubTotal		\$22,449.99
<b>DeSoto Intermediate</b>			
1	HP ProCurve 2910al-48G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$3,083.33	\$3,083.33
2	HP ProCurve 2910al-24G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 24 x 10/100/1000Base-T LAN	\$1,933.33	\$3,866.66
4	HP Mini-GBIC Transceiver Module - 1 x 1000Base-SX - SFP (mini-GBIC)	\$216.67	\$866.68
	SubTotal		\$7,816.67
<b>Elementary</b>			
2	HP ProCurve 2910al-48G-PoE Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$3,083.33	\$6,166.66
2	HP Mini-GBIC Transceiver Module - 1 x 1000Base-SX - SFP (mini-GBIC)	\$216.67	\$433.34
	SubTotal		\$6,600.00

**Note: Professional services installation included in above pricing**

Quantity	Description	Unit Price	Ext. Price
		SubTotal	\$36,866.66
		Sales Tax	\$0.00
		Shipping	\$0.00
		<b>Total</b>	<b>\$36,866.66</b>

UNLESS NOTED OTHERWISE, PRICES ARE VALID FOR THE MONTH THEY ARE QUOTED IN - PRICES SUBJECT TO CHANGE DUE TO AVAILABILITY - RETURN POLICY VARIES BY PRODUCT. IF PRODUCT CAN BE RETURNED, A MINIMUM 20% RESTOCKING FEE WITH ORIGINAL UNOPENED PACKAGING WILL BE CHARGED. UNLESS SPECIFICALLY QUOTED, SERVICES ARE NOT INCLUDED. SHIPPING FEES SUBJECT TO CHANGE.





QCI  
1500 NW 118th St - Des Moines, IA 50325  
Phone: 515-440-4960 - Fax: 515-440-4961

## QUOTE

Date	Quote #
02/24/12	QCIQ2334

**Sold To:** Adel Desoto Minburn Community Sc  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

**Ship To:** Adel Desoto Minburn Community Sc  
Adam Kurth  
801 Nile Kinnick Drive South  
Adel, IA 50003

**Phone:**  
**Fax:**

Terms	Rep	P.O. Number	Ship Via
Net Due	cboom		

Quantity	Description	Unit Price	Ext. Price
<b>Non-PoE switches (For comparison purposes - NOT included in RFP response)</b>			
1	HP ProCurve 2910al-48G Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 48 x 10/100/1000Base-T LAN	\$2,022.47	\$2,022.47
1	HP ProCurve 2910al-24G Ethernet Switch - 4 x SFP (mini-GBIC) Shared - 24 x 10/100/1000Base-T LAN	\$1,388.89	\$1,388.89

UNLESS NOTED OTHERWISE, PRICES ARE VALID FOR THE MONTH THEY ARE QUOTED IN - PRICES SUBJECT TO CHANGE DUE TO AVAILABILITY - RETURN POLICY VARIES BY PRODUCT. IF PRODUCT CAN BE RETURNED, A MINIMUM 20% RESTOCKING FEE WITH ORIGINAL UNOPENED PACKAGING WILL BE CHARGED. UNLESS SPECIFICALLY QUOTED, SERVICES ARE NOT INCLUDED. SHIPPING NOT INCLUDED. TAX NOT INCLUDED.





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
01/05/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER 1-515-457-8849  
Arthur J. Gallagher Risk Management Services, Inc.

1415 28th Street, Suite 300

West Des Moines, IA 50266  
Mike McCoyINSURED  
QCI

1500 NW 118th Street

Des Moines, IA 50325

CONTACT NAME: Beth Lash

PHONE (A/C, No. Exl): (515) 440-8422

FAX (A/C, No): (515) 457-8964

E-MAIL: Beth.Lash@AJG.com

ADDRESS:

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: NATIONAL FIRE INS CO OF HARTFORD

20478

INSURER B: CONTINENTAL CAS CO

20443

INSURER C: VALLEY FORGE INS CO

20508

INSURER D: NORTH RIVER INS CO

21105

INSURER E:

INSURER F:

## COVERAGES

CERTIFICATE NUMBER: 25031144

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY			4026635122	10/07/11	10/07/12	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						
	<input checked="" type="checkbox"/> Contractual Liability						
	GEN'L AGGREGATE LIMIT APPLIES PER:						
	<input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC						
A	AUTOMOBILE LIABILITY			4026635119	10/07/11	10/07/12	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<input checked="" type="checkbox"/> ANY AUTO						
	<input type="checkbox"/> ALL OWNED AUTOS		<input type="checkbox"/> SCHEDULED AUTOS				
	<input checked="" type="checkbox"/> HIRED AUTOS		<input checked="" type="checkbox"/> NON-OWNED AUTOS				
B	<input checked="" type="checkbox"/> UMBRELLA LIAB			4026635105	10/07/11	10/07/12	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
	<input type="checkbox"/> EXCESS LIAB		<input type="checkbox"/> CLAIMS-MADE				
	DED <input checked="" type="checkbox"/> RETENTION \$ 10,000						
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			4026635086	10/07/11	10/07/12	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)		Y/N				
	If yes, describe under DESCRIPTION OF OPERATIONS below		N/A				
D	Errors & Omissions			9242041095	01/05/12	01/05/13	Per Occurrence 5,000,000 Policy Aggregate 5,000,000 Policy Deductible 50,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

## CERTIFICATE HOLDER

## CANCELLATION

To Whom it May Concern

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



## ADM Network RFP Evaluation Scores

Vendor	Proposal #	Cost	Technical	Reputation	Qualifications	Total	Total Cost
QCI (HP/Meru)	7	33	28	24	10	<b>95</b>	\$121,154
CI (Extreme/Aruba)	8	32	26	23	10	<b>91</b>	\$122,669
QCI (Cisco/Meru)	6	27	28	24	10	<b>89</b>	\$149,993
CEC (Brocade/Brocade)	5	35	19	23	10	<b>87</b>	\$113,657
Access (HP/Xirrus)	2	28	22	25	10	<b>85</b>	\$140,641
AOS (Cisco/Cisco)	3	25	25	25	10	<b>85</b>	\$160,087
CDW-G (HP/Aruba)	1	24	26	23	10	<b>83</b>	\$163,371
CEC (Brocade/Brocade)	4	27	23	23	10	<b>83</b>	\$146,669

### Strengths and Weaknesses

CDWG (#1)	<b>Strengths:</b>	High density, good equipment
	<b>Weaknesses:</b>	Cost, channel interference, cabling
Access (#2)	<b>Strengths:</b>	Xirrus wireless, good equipment
	<b>Weaknesses:</b>	Lacks switch replacement, Cost
AOS (#3)	<b>Strengths:</b>	Cisco/Cisco, excellent equipment
	<b>Weaknesses:</b>	Cost, density concerns
CEC (#4)	<b>Strengths:</b>	High quality switches
	<b>Weaknesses:</b>	Serious density concerns, relatively new to wireless
CEC (#5)	<b>Strengths:</b>	Cost
	<b>Weaknesses:</b>	Density, most switches not upgradeable to 10Gb
QCI (#6)	<b>Strengths:</b>	Cisco/Meru, excellent equipment, virtual cell
	<b>Weaknesses:</b>	Cost, no switch management suite
QCI (#7)	<b>Strengths:</b>	Cost, good equipment, density/cabling, virtual cell
	<b>Weaknesses:</b>	No switch management suite
CI (#8)	<b>Strengths:</b>	High density, Aruba wireless, cost
	<b>Weaknesses:</b>	Channel interference, Extreme switches, prev. exp.

Vendor / Proposal Number: QCI (#7) HP/Meru  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 33

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$   
Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is  
expected cabling cost  
Lowest Project Cost: 113657 This Project Cost: 121154

Technical/Site Specifications Total Score 28

- 10: Basic AP Reqs (10)
- 9: Basic Switch Reqs (10) **No switch management suite**
- 2: Cisco/HP switches (2)
- 2: Channel Interference (2)
- 2: Traffic through controller (2) **Configurable, default via controller**
- 3: Warranty/Updates (4)

Reputation/Experience Total Score 24

- 19: Professional Community Reputation (20) **Good references, but few K-12**
- 5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **95**

Date Evaluated **2/28/12**



Vendor / Proposal Number: CI (#8) Extreme/Aruba  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 32

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 122669

Technical/Site Specifications Total Score 26

10: Basic AP Reqs (10)

10: Basic Switch Reqs (10)

0: Cisco/HP switches (2)

1: Channel Interference (2)

2: Traffic through controller (2) **Multiple controllers mitigates concern**

3: Warranty/Updates (4)

Reputation/Experience Total Score 23

19: Professional Community Reputation (20) **Extreme equipment issues**

4: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **91**

Date Evaluated **2/28/12**

Vendor / Proposal Number: QCI (#6) Cisco/Meru  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 27

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$   
Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is  
expected cabling cost  
Lowest Project Cost: 113657 This Project Cost: 149993

Technical/Site Specifications Total Score 28

- 10: Basic AP Reqs (10)
- 9: Basic Switch Reqs (10) **No switch management suite**
- 2: Cisco/HP switches (2)
- 2: Channel Interference (2)
- 2: Traffic through controller (2) **Configurable; default via controller**
- 3: Warranty/Updates (4)

Reputation/Experience Total Score 24

- 19: Professional Community Reputation (20) **Good references, but few K-12**
- 5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **89**

Date Evaluated **2/28/12**



Vendor / Proposal Number: CEC (#5) Brocade/Brocade  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 35

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 113657

Technical/Site Specifications Total Score 19

6: Basic AP Reqs (10) **Serious density concern (esp. @ 5GHz)**

7: Basic Switch Reqs (10) **Limited 10Gb upgrade capability**

0: Cisco/HP switches (2)

1: Channel Interference (2)

2: Traffic through controller (2)

4: Warranty/Updates (4)

Reputation/Experience Total Score 23

18: Professional Community Reputation (20) **Concern about Brocade wireless (new)**

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **87**

Date Evaluated **2/28/12**

Vendor / Proposal Number: Access (#2) HP/Xirrus  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 28

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$   
Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is  
expected cabling cost  
Lowest Project Cost: 113657 This Project Cost: 140641

Technical/Site Specifications Total Score 22

10: Basic AP Reqs (10)

3: Basic Switch Reqs (10) **Did not quote adequate switch capacity, likely would add \$15 - \$20K**

2: Cisco/HP switches (2)

2: Channel Interference (2)

2: Traffic through controller (2)

3: Warranty/Updates (4)

Reputation/Experience Total Score 25

20: Professional Community Reputation (20)

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **85**

Date Evaluated **2/28/12**



Vendor / Proposal Number: AOS (#3) Cisco/Cisco  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 25

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 160087

Technical/Site Specifications Total Score 25

8: Basic AP Reqs (10) **Density Concern**

10: Basic Switch Reqs (10)

2: Cisco/HP switches (2)

1: Channel Interference (2)

0: Traffic through controller (2)

4: Warranty/Updates (4)

Reputation/Experience Total Score 25

20: Professional Community Reputation (20)

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **85**

Date Evaluated **2/28/12**

Vendor / Proposal Number: CDW-G (#1) HP/Aruba  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 24

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$   
Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is  
expected cabling cost  
Lowest Project Cost: 113657 This Project Cost: 163371

Technical/Site Specifications Total Score 26

- 10: Basic AP Reqs (10)
- 10: Basic Switch Reqs (10)
- 2: Cisco/HP switches (2)
- 0: Channel Interference (2) **High qty microcell APs**
- 0: Traffic through controller (2)
- 4: Warranty/Updates (4)

Reputation/Experience Total Score 23

- 18: Professional Community Reputation (20) **Non-local, service issues**
- 5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **83**

Date Evaluated **2/28/12**



Vendor / Proposal Number: CEC (#4) Brocade/Brocade  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 27

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 146669

Technical/Site Specifications Total Score 23

6: Basic AP Reqs (10) **Serious density concern (esp. @ 5GHz)**

10: Basic Switch Reqs (10)

0: Cisco/HP switches (2)

1: Channel Interference (2)

2: Traffic through controller (2)

4: Warranty/Updates (4)

Reputation/Experience Total Score 23

18: Professional Community Reputation (20) **Concern about Brocade wireless (new)**

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **83**

Date Evaluated **2/28/12**

## ADM Network RFP Evaluation Scores

Vendor	Proposal #	Cost	Technical	Reputation	Qualifications	Total	Total Cost
QCI (HP/Meru)	7	33	28	24	10	<b>95</b>	\$121,154
CI (Extreme/Aruba)	8	32	26	23	10	<b>91</b>	\$122,669
QCI (Cisco/Meru)	6	27	28	24	10	<b>89</b>	\$149,993
CEC (Brocade/Brocade)	5	35	19	23	10	<b>87</b>	\$113,657
Access (HP/Xirrus)	2	28	22	25	10	<b>85</b>	\$140,641
AOS (Cisco/Cisco)	3	25	25	25	10	<b>85</b>	\$160,087
CDW-G (HP/Aruba)	1	24	26	23	10	<b>83</b>	\$163,371
CEC (Brocade/Brocade)	4	27	23	23	10	<b>83</b>	\$146,669

### Strengths and Weaknesses

CDWG (#1)	<b>Strengths:</b>	High density, good equipment
	<b>Weaknesses:</b>	Cost, channel interference, cabling
Access (#2)	<b>Strengths:</b>	Xirrus wireless, good equipment
	<b>Weaknesses:</b>	Lacks switch replacement, Cost
AOS (#3)	<b>Strengths:</b>	Cisco/Cisco, excellent equipment
	<b>Weaknesses:</b>	Cost, density concerns
CEC (#4)	<b>Strengths:</b>	High quality switches
	<b>Weaknesses:</b>	Serious density concerns, relatively new to wireless
CEC (#5)	<b>Strengths:</b>	Cost
	<b>Weaknesses:</b>	Density, most switches not upgradeable to 10Gb
QCI (#6)	<b>Strengths:</b>	Cisco/Meru, excellent equipment, virtual cell
	<b>Weaknesses:</b>	Cost, no switch management suite
QCI (#7)	<b>Strengths:</b>	Cost, good equipment, density/cabling, virtual cell
	<b>Weaknesses:</b>	No switch management suite
CI (#8)	<b>Strengths:</b>	High density, Aruba wireless, cost
	<b>Weaknesses:</b>	Channel interference, Extreme switches, prev. exp.

U



Vendor / Proposal Number: QCI (#7) HP/Meru  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 33

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 121154

Technical/Site Specifications Total Score 28

10: Basic AP Reqs (10)

9: Basic Switch Reqs (10) **No switch management suite**

2: Cisco/HP switches (2)

2: Channel Interference (2)

2: Traffic through controller (2) **Configurable, default via controller**

3: Warranty/Updates (4)

Reputation/Experience Total Score 24

19: Professional Community Reputation (20) **Good references, but few K-12**

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **95**

Date Evaluated **2/28/12**

Vendor / Proposal Number: CI (#8) Extreme/Aruba  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 32

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 122669

Technical/Site Specifications Total Score 26

10: Basic AP Reqs (10)

10: Basic Switch Reqs (10)

0: Cisco/HP switches (2)

1: Channel Interference (2)

2: Traffic through controller (2) **Multiple controllers mitigates concern**

3: Warranty/Updates (4)

Reputation/Experience Total Score 23

19: Professional Community Reputation (20) **Extreme equipment issues**

4: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **91**

Date Evaluated **2/28/12**



Vendor / Proposal Number: QCI (#6) Cisco/Meru  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 27

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 149993

Technical/Site Specifications Total Score 28

10: Basic AP Reqs (10)

9: Basic Switch Reqs (10) **No switch management suite**

2: Cisco/HP switches (2)

2: Channel Interference (2)

2: Traffic through controller (2) **Configurable; default via controller**

3: Warranty/Updates (4)

Reputation/Experience Total Score 24

19: Professional Community Reputation (20) **Good references, but few K-12**

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **89**

Date Evaluated **2/28/12**

Vendor / Proposal Number: CEC (#5) Brocade/Brocade  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 35

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost + (30000 – (370 \* APs)) where (30000 – (370 \* APs)) is  
expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 113657

Technical/Site Specifications Total Score 19

6: Basic AP Reqs (10) **Serious density concern (esp. @ 5GHz)**

7: Basic Switch Reqs (10) **Limited 10Gb upgrade capability**

0: Cisco/HP switches (2)

1: Channel Interference (2)

2: Traffic through controller (2)

4: Warranty/Updates (4)

Reputation/Experience Total Score 23

18: Professional Community Reputation (20) **Concern about Brocade wireless (new)**

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **87**

Date Evaluated **2/28/12**



Vendor / Proposal Number: Access (#2) HP/Xirrus  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 28

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$   
Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is  
expected cabling cost  
Lowest Project Cost: 113657 This Project Cost: 140641

Technical/Site Specifications Total Score 22

10: Basic AP Reqs (10)

3: Basic Switch Reqs (10) **Did not quote adequate switch capacity, likely would add \$15 - \$20K**

2: Cisco/HP switches (2)

2: Channel Interference (2)

2: Traffic through controller (2)

3: Warranty/Updates (4)

Reputation/Experience Total Score 25

20: Professional Community Reputation (20)

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **85**

Date Evaluated **2/28/12**

Vendor / Proposal Number: AOS (#3) Cisco/Cisco  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 25

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$   
Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is  
expected cabling cost  
Lowest Project Cost: 113657 This Project Cost: 160087

Technical/Site Specifications Total Score 25

8: Basic AP Reqs (10) **Density Concern**

10: Basic Switch Reqs (10)

2: Cisco/HP switches (2)

1: Channel Interference (2)

0: Traffic through controller (2)

4: Warranty/Updates (4)

Reputation/Experience Total Score 25

20: Professional Community Reputation (20)

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **85**

Date Evaluated **2/28/12**



Vendor / Proposal Number: CDW-G (#1) HP/Aruba  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 24

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$   
Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is  
expected cabling cost  
Lowest Project Cost: 113657 This Project Cost: 163371

Technical/Site Specifications Total Score 26

- 10: Basic AP Reqs (10)
- 10: Basic Switch Reqs (10)
- 2: Cisco/HP switches (2)
- 0: Channel Interference (2) **High qty microcell APs**
- 0: Traffic through controller (2)
- 4: Warranty/Updates (4)

Reputation/Experience Total Score 23

- 18: Professional Community Reputation (20) **Non-local, service issues**
- 5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **83**

Date Evaluated **2/28/12**

Vendor / Proposal Number: CEC (#4) Brocade/Brocade  
RFP Evaluation Sheet

EVALUATION CRITERIA/WEIGHTING

Price	35%
Technical/Site Specifications	30%
Vendor Experience/Reputation	25%
Vendor Personnel Qualifications	10%

Cost Score = 27

Cost Score =  $35 * (\text{lowest project cost} / \text{this project cost})$

Total Cost = Proposal Cost +  $(30000 - (370 * \text{APs}))$  where  $(30000 - (370 * \text{APs}))$  is expected cabling cost

Lowest Project Cost: 113657 This Project Cost: 146669

Technical/Site Specifications Total Score 23

6: Basic AP Reqs (10) **Serious density concern (esp. @ 5GHz)**

10: Basic Switch Reqs (10)

0: Cisco/HP switches (2)

1: Channel Interference (2)

2: Traffic through controller (2)

4: Warranty/Updates (4)

Reputation/Experience Total Score 23

18: Professional Community Reputation (20) **Concern about Brocade wireless (new)**

5: Past Experiences (5)

Vendor Personnel Qualifications 10

(NOTE: All vendors submitting responses have extensive qualifications)

Proposal Total Score **83**

Date Evaluated **2/28/12**



April 23, 2012

The Board of Directors of the Adel-DeSoto-Minburn Community School District, in the County of Dallas, State of Iowa, met in open session, in the Board Room of the Adel-DeSoto-Minburn Community School District, 801 Nile Kinnick Drive South, Adel, Iowa, at \_\_\_\_\_ o'clock A.M., on the above date. There were present President \_\_\_\_\_, in the chair, and the following Board Members:

\_\_\_\_\_  
\_\_\_\_\_

Absent: \_\_\_\_\_

\* \* \* \* \*

Board Member \_\_\_\_\_ introduced the following Resolution and moved that the same be adopted. Board Member \_\_\_\_\_ seconded the motion to adopt. The roll was called and the vote was,

AYES: \_\_\_\_\_  
\_\_\_\_\_

NAYS: \_\_\_\_\_

Whereupon, the President declared the following Resolution duly adopted:

RESOLUTION TENTATIVELY APPROVING THE  
PLANS, SPECIFICATIONS, FORM OF CONTRACT AND  
ESTIMATE OF TOTAL COST FOR THE ADEL-DESOTO-  
MINBURN STADIUM RE-LIGHTING PROJECT, AND  
FIXING A DATE, TIME AND LOCATION FOR  
HEARING THEREON AND FOR TAKING OF  
COMPETITIVE BIDS THEREFOR.



WHEREAS, it is deemed advisable and necessary by the Board to perform re-lighting work at the athletic stadium at the Adel-DeSoto-Minburn High School and, therefore, the Board has caused to be prepared and now has received a recommendation from the architect and administration for plans, specifications and form of contract, together with an estimate of total cost, which documents will be on file in the office of the Secretary for public inspection prior to the public hearing for the Adel-DeSoto-Minburn Stadium Re-Lighting Project, and said plans, specifications, form of contract and estimate of total cost are deemed suitable for the aforementioned public improvements; and

WHEREAS, before said plans, specifications, form of contract and estimate of total cost may be adopted, and a contract for the Adel-DeSoto-Minburn Stadium Re-Lighting Project can be entered into, it is necessary to hold a public hearing and advertise for bids:

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE ADEL-DESOTO-MINBURN COMMUNITY SCHOOL DISTRICT, IN THE COUNTY OF DALLAS, STATE OF IOWA:

Section 1. That it is hereby determined that it is both necessary and advisable to perform re-lighting work at the athletic stadium of the Adel-DeSoto-Minburn High School in the manner set forth in the plans, specifications, form of contract and estimate of total cost above referred to, in accordance with the provisions as set out in the published Notice of Hearing and Advertisement/Notice for Bids as follows:

ADVERTISEMENT TO BID

NOTICE IS HEREBY GIVEN: Sealed bids will be received by the Board of Directors of the Adel-Desoto-Minburn Community School District at the Board Room of the District Administrative Offices, 801 Nile Kinnick Drive South, Adel, Iowa 50003, before 2:00 p.m. local Iowa time, according to the designated clock in the District Administration Office, on Tuesday, June 5, 2012 for the Adel-Desoto-Minburn High School Stadium Lighting Replacement project ("Project"). Bids will be publicly opened and read aloud after 2:00 p.m. in the Adel-Desoto-Middle School Media Center at the same address. All in accordance with the plans and specifications now on file and available at the District Administrative Offices. All interested parties are invited to attend.

The Project consists of removing existing lighting system and replace with new systems for the Stadium at Adel-Desoto-Minburn High School.

Work on the Project shall commence as soon as possible after the Notice to Proceed is given and shall be substantially complete on or before August 17, 2012.

Bids must be a lump sum basis for a single Combined Construction Contract as described in the specifications.

Bidding Documents may be examined at the office of DLR Group inc., the Architect-Engineer, 6200 Aurora Avenue, Suite 210W, Des Moines, Iowa 50322, at the Board Secretary, at the Board Secretary's Office of the Adel-Desoto-Minburn Community School District, 801 Nile Kinnick Drive South, Adel,



Iowa, and at the following exchanges after May 15, 2012:

CONSTRUCTION UPDATE PLAN ROOM, 521 3<sup>rd</sup> Ave SW, Suite A, Cedar Rapids, IA 52404  
CONSTRUCTION UPDATE PLAN ROOM, 221 Park St., Des Moines, IA 50303  
CONSTRUCTION UPDATE PLAN ROOM, 612 Mulberry St., Waterloo, IA 50703  
MASTER BUILDERS OF IOWA, 903 6<sup>th</sup> St., Sioux City, IA 51101  
McGRAW HILL DODGE, 2507 Ingersoll Ave., Des Moines, IA 50312  
OMAHA BUILDERS EXCHANGE, 4255 S. 94<sup>th</sup> St., Omaha, NE 68127  
PLAINS BUILDERS EXCHANGE, 220 N. Kiwanis Ave., Sioux Falls, SD 57101  
REED CONSTRUCTION DATA, 30 Technology Pkwy S., Ste 500, Norcross, GA 30092  
SIOUX CITY CONSTRUCTION LEAGUE, 3900 Stadium Dr., Sioux City, IA 51102

Bidders may obtain Bidding Documents at the office of the Printer, Action Reprographics, 1423 High Street, Des Moines, Iowa 50309, by calling 515-288-2146 or through their On-line Plan Room from 8:00 AM until 5:00 PM, Monday through Friday, in accord with the Instructions to Bidders, upon depositing the sum of fifty dollars (\$50.00) for each set of the Construction Documents. Checks shall be made out to DLR Group inc. The entire deposit will be refunded to bona fide Bidders upon the return of the Documents, in good condition to Action Reprographics, with-in fourteen (14) days after award of the Project. If shipping is required, there will be a non-refundable fee required for each set shipped. The cost shall be determined by Action Reprographics based on the size of the project. Checks for shipping shall be made out to Action Reprographics.

Members of Associated Builders and Contractors of Iowa may obtain Bidding Documents by use of the non-cash security method adopted by the ABC of Iowa.

Members of Master Builders of Iowa may obtain Bidding Documents by use of the non-cash security method adopted by the Master Builders of Iowa, Inc.

Members of the Omaha Builders Exchange may obtain Bidding Documents by use of the OBE Non-Cash Security Method for Return of Plans and Specs endorsed by the Omaha Builders Exchange.

Bids must be submitted on the approved bid form available in the Bidding Documents. No oral, facsimile, telegraphic or telephonic bids or modifications will be considered.

Bidders will be required to provide a security deposit, in the form of an approved Bid Bond, cashiers or certified check, or certified share draft in the amount of five percent (5%) of the amount of the bid, in a separate attached envelope as outlined in the Instruction to Bidders. Bid security shall be made payable to the Adel-Desoto-Minburn Community School District.

Should the successful bidder fail or neglect to furnish satisfactory performance/payment bonds, refuse to enter into a Contract on the basis of the bid, or fail to meet the requirements of this Notice and the specifications regulating the award, the bidder's security may be retained as liquidated damages. No bidder may withdraw its bid for a period of forty-five (45) calendar days after the date and hour set for opening of bids.

Consideration of the bids received and the award of contracts or other action may be made by the Board of Directors of the Adel-Desoto-Minburn Community School District upon the proposals received in accordance with the law and the plans and specifications at its meeting to be at 6:00 o'clock on June 11<sup>th</sup>, 2012, in the Board Room of the Adel-Desoto-Minburn Community School District, located at 801 Nile Kinnick Drive South, Adel, Iowa.



The Board of Directors may make the contract award to the lowest responsive, responsible bidder meeting specifications. The right is reserved to reject any or all bids, or any part thereof, and to waive informalities, and to enter into such contract or contracts as shall be deemed in the best interests of the Adel-Desoto-Minburn Community School District.

The successful Bidder will be required to furnish a Performance Bond and Labor and Material Payment Bond both in an amount equal to 100% of the Contract Price and in accordance with other requirements outlined in the Bid Documents.

Minority and Targeted Small Business participation is encouraged. Bidders shall make a good faith documented effort to encourage the participation of Certified Iowa Targeted Small Business in accordance with the Code of Iowa.

By virtue of statutory authority, preference will be given to products and provisions grown and/or produced within the State of Iowa, and preference will be given to Iowa domestic labor as provided in the Code of Iowa.

All bids will be governed by applicable provisions in the Iowa Code and Adel-Desoto-Minburn Community School Board Policies.

Secretary  
Board of Directors  
Adel-Desoto-Minburn Community School District  
Adel, Iowa

END OF SECTION 001113

Section 2. The Secretary is directed to publish the Notice of Hearing to reflect a public hearing on the proposed plans, specifications, form of contract and estimate of total cost for the Adel-DeSoto-Minburn Stadium Re-Lighting Project to be held at 6:00 p.m. on the 14<sup>th</sup> day of May, 2012 in the Board Room of the Adel-DeSoto-Minburn Community School District 801 Nile Kinnick Drive South, Adel, Iowa. Said Notice to be published in the *Dallas County News*, a legal newspaper, printed wholly in the English language, published in the County in which the work is to be done at least once weekly, and is a newspaper of general circulation in the District. The publication shall be at least four (4) days but not more than twenty (20) days prior to the date set for the public hearing.

Section 3. The Secretary is also directed to work with the project architect to publish an Advertisement for Bids for the Adel-DeSoto-Minburn Stadium Re-Lighting Project, with the bid submission date for the construction project bids set for June 5, 2012. All bids shall be received and opened in the media center of the Adel-DeSoto-Minburn Community Middle School, 801 Nile Kinnick Drive South, Adel, Iowa. Said Advertisement for Bids to be published in the *Dallas County News*, a legal newspaper, printed wholly in the English language, published in the County in which the work is to be done at least once weekly, and is a newspaper of general circulation in the District.



The publication shall be at least four (4) days but not more than forty-five (45) days prior to the date set for receiving bids.

PASSED AND APPROVED, this 23<sup>rd</sup> day of April, 2012.

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President

ATTEST:

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Secretary

CERTIFICATE

STATE OF IOWA            )  
                                  ) SS:  
COUNTY OF DALLAS    )

I, the Secretary of the Board of Directors of the Adel-DeSoto-Minburn Community School District in the County of Dallas, State of Iowa, certify that attached is a true and complete copy of the portion of the corporate records of this School District showing proceedings of the Board, and the same is a true and complete copy of the action taken by this Board with respect to the matter at the meeting held on the date indicated in the attachment, and remain in full force and effect, and have not been amended or rescinded in any way; that the meeting and all action were duly and publicly held in accordance with a notice of meeting and a tentative agenda, a copy of which was timely served on each member of the Board and posted on a bulletin board or other prominent place easily accessible to the public and clearly designated for that purpose at the principal office of the Board (a copy of the face sheet of the agenda is attached) pursuant to the local rules of the Board and the provisions of Iowa Code Chapter 21, upon reasonable advance notice to the public and media at least twenty-four hours prior to the commencement of the meeting as required by law and with members of the public in attendance; I further certify that the individuals named possess their respective offices as indicated, that no board vacancy existed except as is stated, and that no controversy or litigation is pending, prayed or threatened involving the incorporation, organization, existence or boundaries of the School District or the right of the individuals named as officers to their respective positions.

Dated \_\_\_\_\_, 2012.

\_\_\_\_\_  
Secretary, Adel-DeSoto-Minburn Community  
School District