

**GROSSE POINTE PUBLIC SCHOOL SYSTEM  
TECHNOLOGY DEPARTMENT**

**AGENDA TITLE: VI. E.**

2021 Technology Cabling

**BACKGROUND INFORMATION:**

In November 2018, voters passed a bond referendum which would allow the District to begin updating much needed classroom technology. The following information presented to the Board of Education involves structured cabling for buildings in 2021, and continued work from the 2020 buildings.

The project consists of the following (taken verbatim from Plante Moran's attached letter):

- Removing existing structured cabling materials and network closet equipment racks for five (5) district buildings under construction
- Implementing new structured cabling materials for seven (7) district buildings and new network closet equipment racks for five (5) district buildings under construction.

After working with Plante Moran, the District is making the recommendation to award the Cabling Project to the following vendors:

- Active Solutions Group (Maire, Grosse Pointe North): \$313,336 + \$31,000 (10% Contingency)
- Complete Interactive Technologies (Monteith): \$9,374 + \$1,000 (10% Contingency)
- Learning Consultants, Inc. (Brownell, Richard, Parcels, Grosse Pointe South): \$256,692.48 + \$24,900 (10% Contingency)

The total cost of this project (including contingency): \$636,302.48

This above project is E-Rate eligible, which the District has worked closely with its E-Rate Consultant as part of this project.

**REQUEST:** Board approval of Technology Cabling to Active Solutions Group, Complete Interactive Technologies, and Learning Consultants, Inc. for a total cost of \$636,302.48 on 2/22/2021

By: Chris Stanley, Director of Instructional Technology



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February 3, 2021

Mr. Chris Stanley, Director of Instructional Technology  
Grosse Pointe Public School System  
389 St. Clair Avenue  
Grosse Pointe, MI 48230

via email: stanlec@gpschools.org

RE: 2018 Grosse Pointe Public School System Bond Program  
Structured Cabling Projects Recommendation

Dear Chris:

This letter transmits an update from Plante Moran (PM) as it relates to the assignment to assist and advise the Grosse Pointe Public School System (GPPSS) in the procurement and implementation of structured cabling systems for the 2021 construction projects (Projects). This update represents the mutual efforts of PM and GPPSS administration (the Project Team) to present a framework in order to identify, evaluate and recommend vendors for the structured cabling projects. This procurement included E-rate eligible services, which allows the District the opportunity to seek federal reimbursement for a percentage of the total project cost. This procurement has followed specific E-rate program guidelines in accordance with the direction provided by the District's E-rate consultant.

The Project Team publicly issued an RFP on the District web site, SIGMA, and the E-Rate Productivity Center for a structured cabling system for seven district buildings. The Project consists of:

- Removing existing structured cabling materials and network closet equipment racks for five (5) district buildings under construction
- Implementing new structured cabling materials for seven (7) district buildings and new network closet equipment racks for five (5) district buildings under construction.

Six (6) bids were received by GPPSS on January 6, 2021 and were opened and read aloud publicly. All six bids received were complete. Bids were evaluated based on five unique evaluation criteria:

- E-Rate eligible costs (30%)
- Compliance to technical specifications (20%)
- Compliance to proposal requirements (15%)
- Ability to support implementation (20%)
- Prior experience (15%)

In accordance with guidance from the District's E-Rate consultant, cost was the most heavily weighted factor in this evaluation. For the remaining four evaluation criteria, weights were assigned based on the importance of that criteria to the District. To disperse the project workload in an attempt to meet the established construction deadlines, the vendor proposals were scored per building for each of the seven buildings in-scope.

The lowest cost vendor for all schools, Capricorn Diversified Systems, did not present adequate prior experience,

having provided no K-12 project references. In addition, the project team has concerns regarding the ability of Capricorn to complete the implementation in accordance with the construction deadlines with limited numbers of project crew members.

While the proposal from AmComm Telecommunications, Inc. received competitive scores based on the E-rate scoring matrix for the 2020 buildings, they would only honor their proposed pricing if awarded half of the project. For this reason, AmComm was not considered in the recommendation.

**RECOMMENDATION**

Based on review of the responses, discussions, and clarifications with multiple vendors, the District is recommending award of this project to the following vendors:

**Active Solutions Group**

Active Solutions Group is the recommended vendor for Maire Elementary School and North High School based on the E-rate scoring matrix (see attached analysis). Additionally, Active Solutions Group represents the lowest cost qualified vendor for the scope of work at both buildings. References were all positive.

**Complete Interactive Technologies**

Complete Interactive Technologies is the recommended vendor for Monteith Elementary School based on the E-rate scoring matrix (see attached analysis). They have positive prior experience working within the district, as well as significant K12 experience.

**Learning Consultants, Inc.**

Learning Consultants, Inc. is the recommended vendor for Brownell Middle School, Richard Elementary School, Parcels Middle School, and South High School based on the E-rate scoring matrix (see attached analysis). They have significant experience in buildings similar to those in the district, as well as significant K12 experience. References were all positive.

<b>Vendor</b>	<b>Recommended Buildings</b>	<b>Total Cost</b>	<b>Contingency (10%)</b>
Active Solutions Group	Maire Elementary School, Grosse Pointe North High School	\$313,336.00	\$31,000.00
Complete Interactive Technologies	Monteith Elementary School	\$9,374.00	\$1,000.00
Learning Consultants, Inc.	Brownell Middle School, Richard Elementary School, Parcels Middle School, Grosse Pointe South High School,	\$256,692.48	\$24,900.00
<b>Total:</b>		<b>\$579,402.48</b>	<b>\$56,900</b>
<b>Project Total (Total Cost + Contingency)</b>		<b>\$636,302.48</b>	

The costs provided above are not-to-exceed totals. The award of these projects is contingent upon successful contract



negotiations. The cost of this work will be detailed in a Structured Cabling contract. The District is actively working with their E-rate consultant to comply with E-rate funding requirements for 2021.

Plante Moran appreciates the opportunity to be of assistance to Grosse Pointe Public School System. Please contact Alex Dietrich at 248.223.3956 or alex.dietrich@plantemoran.com or me at 248.223.3304 if you have any questions.

Sincerely,

**PLANTE & MORAN, PLLC**



Judy Wright, Partner

cc: Alex Dietrich, Amy Sasina, Matt Lindner

Attachments: GPPSS Structured Cabling Recommendation Summary, Draft Structured Cabling Contract

Grosse Pointe Public School System  
Structured Cabling RFP Analysis

General Information		Active Solutions Group	Amcomm Telecommunications	Capricorn Diversified Systems	Complete Interactive Technologies	ElectroMedia	Learning Consultants, Inc.
Supporting Office		Dearborn, MI	Brighton, MI	Farmington Hills, MI	Clinton Twp, MI	Spring Lake, MI	Detroit, MI
Address		4 Parklane Blvd, Suite 170, Dearborn, MI 48126	12482 Emerson Dr., Brighton, MI 48116	23399 Commerce Drive, Suite B4, Farmington Hills, MI 48335	44265 Groesbeck Hwy, Clinton Twp, MI 48036	16681 148th Ave, Spring Lake, MI 49456	17601 James Couzens Fwy, Detroit, MI 48235
Contact		Frank Kadaf	Todd Stone	Sam Applebee	Mark Demaria	Dave Phillips	Michael Pacioni
Contact email		<a href="mailto:frank@activesolutionsmi.com">frank@activesolutionsmi.com</a>	<a href="mailto:mhgjgins@amcomminc.com">mhggjns@amcomminc.com</a>	<a href="mailto:sam.applebee@cdsonline.com">sam.applebee@cdsonline.com</a>	<a href="mailto:mark.demaria@cit-4u.com">mark.demaria@cit-4u.com</a>	<a href="mailto:dphillips@electromediainc.com">dphillips@electromediainc.com</a>	<a href="mailto:mpacioni@ciodefetroit.com">mpacioni@ciodefetroit.com</a>
Number of years in business		17 years	30 years	10 years	33 years	25 years	52 years
Staffing / Crew Size							
# of crews prior to 7/15		2	1	N/A	3	1	5
# of crews per building, per shift (7/15-8/15, M-F)		2	3	1-2	1	As needed	5
# of crews per building, per shift (7/15-8/15, Sat.)		1	1	1-2	1	1	5
# of staff per crew		4	2 to 5	2-10	4	5	4 to 6
<b>eRate Scoring</b>	<b>Weight</b>						
Brownell eRate Scoring		3.95	5.00	4.10	5.00	3.85	5.10
Maire eRate Scoring		5.15	4.70	4.10	4.40	3.55	5.10
North eRate Scoring		5.15	4.70	4.10	4.70	3.55	4.80
Richard eRate Scoring		5.10	4.70	4.10	4.40	2.55	5.10
Parcels eRate Scoring		4.10	5.00	4.10	4.70	4.45	4.80
South eRate Scoring		3.95	5.00	4.10	4.70	4.45	4.80
Monteith eRate Scoring		3.95	4.70	4.10	4.70	4.60	4.65
<b>Proposed Fee Information</b>							
Base Bid - Brownell		\$234,840.00	\$123,490.00	\$95,850.00	\$148,823.00	\$177,659.97	\$152,487.32
Performance Bond		\$6,840.00	\$1,950.00	\$718.00	\$2,098.00	\$1,759.00	\$4,574.62
Normalized Total		\$241,680.00	\$125,440.00	\$96,568.00	\$150,921.00	\$179,418.97	\$157,061.94
Base Bid - Maire		\$47,998.00	\$53,320.00	\$39,600.00	\$59,494.00	\$76,408.31	\$54,027.28
Performance Bond		\$1,398.00	\$800.00	\$297.00	\$819.00	\$756.25	\$1,620.82
Normalized Total		\$49,396.00	\$54,120.00	\$39,897.00	\$60,313.00	\$77,164.56	\$55,648.10
Base Bid - North		\$256,470.00	\$288,540.00	\$249,100.00	\$354,013.00	\$439,828.47	\$364,913.19
Performance Bond		\$7,470.00	\$4,400.00	\$1,868.25	\$3,159.00	\$4,354.73	\$10,947.40
Normalized Total		\$263,940.00	\$292,940.00	\$250,968.25	\$357,172.00	\$444,183.20	\$375,860.59
Base Bid - Richard		\$45,835.00	\$49,200.00	\$42,700.00	\$58,772.00	\$72,503.07	\$58,306.90
Normalizations							
Add - Cable Supports for Richard		\$2,976.00	\$6,200.00	Not a finalist	Included	N/A	Included
Performance Bond Changes		Not provided	\$124.00	\$0.00	\$0.00	\$0.00	\$0.00
Performance Bond		\$1,335.00	\$800.00	\$320.25	\$900.00	\$717.85	\$1,749.21
Normalized Total		\$50,146.00	\$56,324.00	\$43,020.25	\$59,672.00	\$73,220.92	\$60,056.11
Base Bid - Parcels		\$37,595.00	\$9,700.00	\$5,700.00	\$10,862.00	\$10,099.95	\$14,917.14
Performance Bond		\$1,095.00	\$200.00	\$42.75	\$159.00	\$99.99	\$447.51
Normalized Total		\$38,690.00	\$9,900.00	\$5,742.75	\$11,021.00	\$10,199.94	\$15,364.65
Base Bid - South		\$45,217.00	\$13,850.00	\$9,200.00	\$21,858.00	\$14,595.37	\$23,504.64
Performance Bond		\$1,317.00	\$250.00	\$69.00	\$317.00	\$144.50	\$705.14
Normalized Total		\$46,534.00	\$14,100.00	\$9,269.00	\$22,175.00	\$14,739.87	\$24,209.78
Base Bid - Monteith		\$34,505.00	\$8,140.00	\$5,200.00	\$9,230.00	\$8,049.36	\$11,838.08
Performance Bond		\$1,005.00	\$200.00	\$39.00	\$144.00	\$79.69	\$355.14
Normalized Total		\$35,510.00	\$8,340.00	\$5,239.00	\$9,374.00	\$8,129.05	\$12,193.22
Budget	\$748,500						
<b>Board Award</b>							
Brownell Middle School							\$157,061.94
10% Contingency							\$15,000.00
Maire Elementary School		\$49,396.00					
10% Contingency		\$5,000.00					
North High School		\$263,940.00					
10% Contingency		\$26,000.00					
Richard Elementary School							\$60,056.11
10% Contingency							\$6,000.00
Parcels Middle School							\$15,364.65
10% Contingency							\$1,500.00
South High School							\$24,209.78
10% Contingency							\$2,400.00
Monteith Elementary School					\$9,374.00		
10% Contingency					\$1,000.00		
Budget Total:	\$748,500.00						
Structured Cabling Total:	\$636,302.48	\$344,336.00			\$10,374.00		\$281,592.48
Variance	\$112,197.52						
Iran Economic Sanctions		X	X	X	X	X	X
Non-Familial Disclosure Affidavit		X	X	X	X	X	X
E-Rate SPIN Number Provided?		X	X	X	X	X	X