

# Calcasieu Parish School Board

## E-Rate Proposal for

### 325-AP Installation



#### PREPARED FOR:

Dana Swift  
Calcasieu Parish School Board  
3310 Board St.  
Lake Charles, LA 70615

#### SUBMITTED BY:

Dean Harrington  
General Informatics  
One Smart Way  
Baton Rouge, LA 70810

FRN : 0027208693

SPIN : 143035602



www.geninf.com | 225.767.7670 | info@geninf.com  
One Smart Way . Baton Rouge, LA . 70810

## WHAT WE ARE AIMING TO DO FOR YOU

*Vision: Continue to earn the title of "leading IT partner of businesses, schools and government agencies"*

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General Informatics is proposing the installation of 3438 AP for CPSB.



## WHO WE ARE

*Mission: To make our clients even more successful through the best use of technology.*

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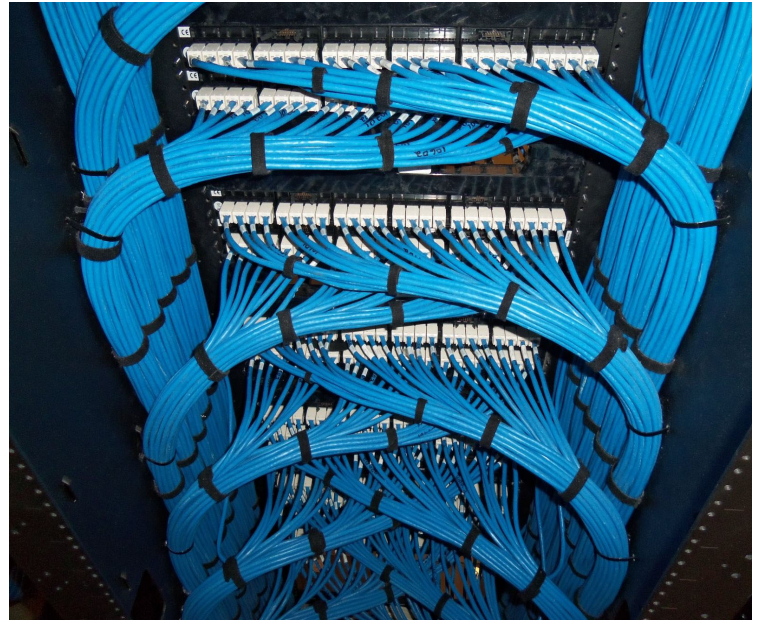
GI was founded in 2001, and from the beginning we've maintained our commitment to meeting the growing needs of our clients through continuous innovation. As part of that drive, GI acquired fellow IT firm Teknarus in 2016 and TCTelecom in 2018, and most recently EMCO MSP, bringing Louisiana's top technology talent under one roof.

Today, with a team of 60+ engineers, programmers, and designers, GI has evolved to become the leading IT partner of businesses, schools and government agencies.

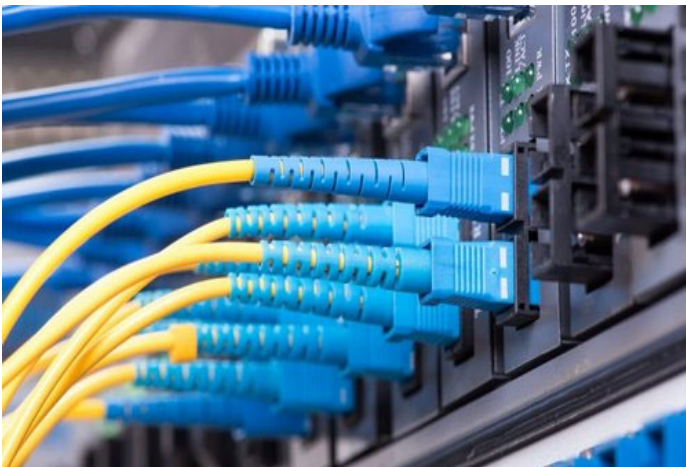
## HOW GI APPROACHES CLIENTS' SERVICES

When organizations hire General Informatics, they employ a partner dedicated to their success through the best use of technology.

At GI, we believe that the best investment we can make toward supporting our customers is investing in our people. As a result, GI has only the best technicians in the infrastructure field to install technology and cabling. In addition, our support structure enables us to serve our clients no matter the scenario.



GI's support teams understand that our clients want the best possible products and installation the industry offers. GI follows and maintains the highest of industry standards regarding installation practices and the products that we use. All projects are managed to uphold the quality that GI has worked so hard to make standard in our installations. Making our clients successful makes us successful. Delivering successful outcomes for our clients begins with this understanding.





To Whom It May Concern:

On behalf of the entire General Informatics team, thank you for the opportunity to present the enclosed E- Rate proposal to Calcasieu Parish School Board for new Extreme Access Points. As a leading systems integrator providing complex IT, technology, and infrastructure solutions for more than 20 years, we have extensive experience providing these types of services and solutions across many industries, including government agencies and municipalities state-wide.

As a foundation of our customer service philosophy, it is our mission to produce excellent results and ensure complete satisfaction. Client satisfaction is a trademark of our reputation among our customers who continually find value in our services as we have retained 98% of them for the past 20 years, while 100% are referenceable. Several of these customers are referenced in our proposal response.

It is an honor to be included in this proposal evaluation process for the Calcasieu Parish School Board. We sincerely hope that based on the following facts that Calcasieu Parish School Board determines General Informatics is well qualified to meet and exceed expectations and provide competitive pricing for organizations in need of our services across the State.

General Informatics acknowledges all solicitation terms and conditions and in accordance with proposal requirements. If you have any questions, please feel free to contact our office at 225.767.7670 or email at [donm@geninf.com](mailto:donm@geninf.com).



Sincerely,



Donald Monistere  
CEO and President, General Informatics

## Company Partners



## Client Focus through empathy and respect.

“

General Informatics was able to integrate all of our data and communications into a single smart system and back it up with top notch support. A true partner.

---

Hillar Moore

*EBR District Attorney*

“

GI not only provides outstanding service, they help us stay on the cutting edge of technology. They've exceeded our expectations in both performance and value of money.

---

Jerry Hebert

*GraceHebert Architects*

“

TotalCARE™ was a great decision for our company. We have a department of professionals managing our IT with best practices. Within the first year we realized the ROI was fantastic.

---

Dan Strecker

*CK Associates*

“

The mark of a great IT expert is when everything runs to a level of precision that you don't even realize you need. Everything just works. That's General Informatics.

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Roxson Welch

*Family & Youth Service  
Center*

## Company References

### Livingston Parish Public Schools

Carlos Williams, IT Director  
13909 Florida Blvd.  
Livingston, LA 70754  
Email: carlos.williams@lpsb.org  
Phone: 225.686.7044

### Ascension Parish Public Schools

Jake Ragusa, Director of Technology  
1707 South Purpera  
Gonzales, LA 70754  
Email: jake.ragusa@apsb.org  
Phone: 225.391.7153

### Iberville Parish Government

Jayce Morales, IT Director  
PO Box 389  
Plaquemine, LA 70765  
Email: jmorales@ibervilleparish.com  
Phone: 225.687.5190

### Holmes Community College

Jesse Nichols, IT Specialist  
1 Hill St.  
Goodman, MS 39079  
Email: jnichols@holmescc.edu  
Phone: 601.605.3356

### Biloxi Public Schools

Alex Mitchell, IT Director  
160 St. Peter St.  
Biloxi, MS 39503  
Email: alex.mitchell@biloxischools.net  
Phone: 228.297.6039

### Enterprise Holdings

Caitlin Ryan  
3529 N. I-10 Service Rd.  
Metairie, LA 70002  
Email: caitlin.e.ryan@ehi.com  
Phone: 504-717-6108

## Requested Documents





**State Licensing Board for Contractors**

**This is to Certify that:** GENERAL INFORMATICS, LLC.  
8000 GSRI Road, #3000  
Baton Rouge, LA 70820

**is duly licensed and entitled to practice the following classifications**

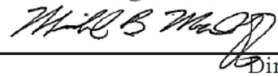
SPECIALTY: TELECOMMUNICATIONS (EXCLUDING PROPERTY PROTECTION AND LIFE SAFETY SYSTEMS)

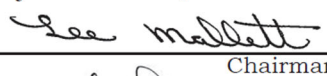


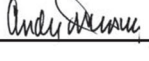
Expiration Date: February 5, 2022

License No: 66287

Witness our hand and seal of the Board dated,  
Baton Rouge, LA 6th day of February 2019

  
Director

  
Chairman

  
Treasurer

This License Is Not Transferrable

<b>Form W-9</b> (Rev. October 2018) Department of the Treasury Internal Revenue Service	<b>Request for Taxpayer Identification Number and Certification</b> ▶ Go to <a href="http://www.irs.gov/FormW9">www.irs.gov/FormW9</a> for instructions and the latest information.	<b>Give Form to the requester. Do not send to the IRS.</b>																																																						
1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>General Informatics, LLC</b>																																																								
2 Business name/disregarded entity name, if different from above																																																								
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>																																																							
<input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ <b>P</b> <small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small> <input type="checkbox"/> Other (see instructions) ▶	5 Address (number, street, and apt. or suite no.) See instructions. <b>One Smart Way</b> 6 City, state, and ZIP code <b>Baton Rouge, LA 70810</b> 7 List account number(s) here (optional)																																																							
<b>Part I Taxpayer Identification Number (TIN)</b> Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a TIN</i> , later. <small>Note: If the account is in more than one name, see the instructions for line 1. Also see <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.</small>																																																								
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<b>Part II Certification</b> Under penalties of perjury, I certify that: 1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and 2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and 3. I am a U.S. citizen or other U.S. person (defined below); and 4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct. <small>Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.</small>																																																								
<b>Sign Here</b>	Signature of U.S. person ▶ _____	Date ▶ _____																																																						
<b>General Instructions</b> Section references are to the Internal Revenue Code unless otherwise noted. <b>Future developments.</b> For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to <a href="http://www.irs.gov/FormW9">www.irs.gov/FormW9</a> . <b>Purpose of Form</b> An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following: • Form 1099-INT (Interest earned or paid) • Form 1099-DIV (dividends, including those from stocks or mutual funds) • Form 1099-MISC (various types of income, prizes, awards, or gross proceeds) • Form 1099-B (stock or mutual fund sales and certain other transactions by brokers) • Form 1099-S (proceeds from real estate transactions) • Form 1099-K (merchant card and third party network transactions) • Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition) • Form 1099-C (canceled debt) • Form 1099-A (acquisition or abandonment of secured property) Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN. If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.																																																								







AUTHORIZED PARTNER  
FY 22

General Informatics

VALID FROM AUGUST 1, 2021 – JULY 31, 2022

*N. Vianden*

NATALIA VIANDEN, DIRECTOR, GLOBAL CHANNEL PROGRAMS

## Approach & Methodologies

General Informatics proposes procurement of all equipment and necessary to perform a complete turnkey solution as referenced in Bid document, Scope of Work: Instructions. Newly Extreme AP's shall be installed using industry best practices to ensure that the AP's are installed in a method that meets standards. All cabling is to be combed and formed into network racks and terminated to patch panel. All cabling shall be identified using computer printer labels at both the patch panel and face plate. General Informatics uses Velcro straps for securing wiring and therefore no Ty-raps shall be used in a cable infrastructure. In addition, General Informatics will assure that all cabling has ten (10) foot service loops at the TR/Data Rack. Upon completion of each installation, all cabling will be tested and certified using a Fluke Cable Analyzer. General Informatics will provide day-by-day project management using best management practices for all tasks and activities necessary to complete the Statement of Work. All APs installed according to the owner and proper installation standards.

Our technicians have extensive experience and have performed network services in numerous schools/facilities throughout the State. Additionally, our technicians have an extensive knowledge of the IT infrastructure industry and have been certified to install APs. All technicians are required to complete annual recertification's by each manufacturer. General Informatics proudly keeps current with the newest and latest skill set from our vendor partners.

Standard Onsite service or repair is available Monday through Friday, 7:00AM to 3:30PM. Normal response time is 24-72 hours unless Service Ticket is expedited. If system downtime is required, it is scheduled after normal hours of operation, weekends, or holidays to reduce network downtime. Employees of General Informatics required to work on the District property, shall sign-in at the main office of the site prior to beginning activities, comply with all policies and procedures related to on-campus work that are in effect at the school or administrative site, and ensure the worksite is clean and all trash removed upon leaving. Any interaction with students by the Contractor and/or any Representative is strictly prohibited.



# Proposal

Cost per device install	Quantity	Total Cost
\$ 68.73	3438	\$ 236,293.74
		= \$ 236,293.74