



HOWARD™

Howard Technology Solutions

Company Overview

Howard Technology Solutions (HTS) is a division of Howard Industries, which is headquartered in Ellisville, MS and employs more than 3300 people in locations all across the United States. Howard Industries has been in business since 1968 and began offering technology solutions in 1998, a venture that quickly spiraled into a viable business that today includes a successful line of Howard-manufactured servers, desktops, notebooks, and presentation carts.

Howard Technology Solutions further accelerated its growth by partnering with other industry leaders, such as Cisco, Polycom, Enterasys, Xirrus, Fujitsu, and Panasonic; Crestron, Toshiba, Lenovo, and Mimio, securing its position as a leader in technology.

While Howard clients range from state governments and hospitals to the Kennedy Space Center, the HTS education department focuses solely on the needs of K12 school and higher education facilities, supplying them with affordable, advanced technology-everything from distance learning and interactive 21st Century classroom products to network security and storage solutions.

As an E-Rate solutions provider since 2001, Howard understands both the requirements and challenges associated with education networks. This insight, coupled with product knowledge, makes Howard account managers and customer service representatives uniquely qualified to assist you in choosing the right technology for your network.

www.howard.com | (888) 912 -3151

Contact
Ty Parker
Howard E-Rate Specialist
at tparker@howard.com

Letter of Transmittal

January 24, 2013

Washington Parish School Board
Attn: Jimmy Thigpen
800 Main Street
Franklinton, LA 70438

RE: RFP 2013-14


Dear Washington Parish School Board:

Howard Technology Solutions (a division of Howard Industries, Inc. -- Federal ID Number 64-0466143 and SPIN 143022153) is pleased to offer the attached response for your request for proposal.

Melissa Reeves, Contract Manager, and Darlene Parker, Bid Specialist, are in charge of compiling the data for this proposal and are authorized to contractually bind Howard Technology Solutions in this regard. Melissa's contact information is as follows: (Address): 36 Howard Drive, Ellisville, Mississippi 39437; (Phone): 601-399-5680; (Fax): 601-399-5077; (Email): mreeves@howard.com. Darlene's contact information is as follows: (Address): 36 Howard Drive, Ellisville, Mississippi 39437; (Phone): 601.399.5055; (Fax): 601.399.5077; (Email): dparker@howard.com.

Clarifications and questions should be directed to Howard Technology Solutions E-Rate Manager, Ty Parker, whose contact information is as follows: (Email): tparker@howard.com; (Phone): 601.577.0252.

Sincerely,



Melissa Reeves
Contract Manager
601.399.5680
mreeves@howard.com

**Washington Parish School District
RFP 2013-14**

TERMS AND CONDITIONS OF REQUEST FOR PROPOSAL (RFP)

General Requirements

Vendor must participate in the FCC E-Rate Program and is responsible for complying with all rules and regulations of this program, including providing invoices to the Schools and Libraries Division in order for the school system to receive appropriate discounts.

This bid is made without any previous understanding or agreement with any other person, firm or corporation making a bid for the same purpose.

Response Submission

Sealed responses to this RFP must be submitted and delivered to Washington Parish School Board, 800 Main Street, Franklinton, LA 70438, or submitted online at <https://www.centrauctionhouse.com/rfp.php?cid=10074> no later than 10 a.m. (Central Standard Time) on **Thursday, January 24, 2013**. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner. Late arrivals will not be considered. **ERATE RFP 1/24/2013** should be clearly marked on the face of the envelopes containing the proposals. The envelopes should be addressed to:

Washington Parish School Board
Attn: Jimmy Thigpen
800 Main Street
Franklinton, LA 70438

Oral, telephone, e-mail or fax proposals shall not be considered, nor will modifications of proposals by such communication be considered.

The board will not be liable for any cost incurred by the respondents in preparing responses to this RFP or negotiations associated with award of a contract.

Contact Person

Any questions concerning this RFP must be directed to Jimmy Thigpen via email at jthigpen@wpsb.org no later than 4:00 PM CST on January 22, 2013.

E-rate Contingency Clause

Any contract derived from this RFP shall include the option to void the entire contract or specific components of said contract in the event that e-rate funds are not awarded to the Washington Parish School Board.

Exclusion of Ineligible Equipment

Bids submitted should contain only E-rate eligible equipment and services. **Any services or products that are not e-rate eligible must be presented on separate bids or quotes.**

Installation Charges

Labor charges for installation and configuration of any product or service must be identified on the initial bid.

Completeness of Bid

Any parts or equipment that are necessary to install the requested equipment or services must be identified on the bid.

Addenda

WPSB reserves the right to amend this RFP by an addendum issued up to five business days prior to the date set for receipt of proposals. Addenda will be emailed to all vendors that have procured copies of the RFP.

Selection Criteria

Washington Parish School reserves the right to reject any or all proposals and select the bid that offers the best overall benefit to the school system. Price is the primary factor but not the only one.

- 35% - Cost (relative to proposed level of service/equipment and affordability).
- 25% - Vendor's ability to provide technical support services within 100 miles.
- 20% - Ability of the proposal to meet the district's current and future needs.
- 20% - Vendor's overall performance record based on past experience, available references and perceived reliability.

SERVICES REQUESTED

I. Telecommunication Services

Cellular phone service – District wide – (63 lines) Describe the rate plans, pricing options and features that are available. Cost of phones must be presented on separate bids.

Basic Phone Service – District wide – 160 lines

Long Distance – District wide – 160 lines.

Fiber WAN Links between the Washington Parish School Board district office and the following schools:

Enon Elementary School – 100 Mbps

Mount Hermon School – 1000 Mbps

Pine School – 1000 Mbps

Thomas Elementary School - 100 Mbps

Varnado High School - 1000 Mbps

Wesley Ray Elementary School – 100 Mbps

II. Internet Access

FJHS - Dedicated internet access with port speed of 500 Mbps (minimum) delivered to 617 Main Street, Franklinton, LA 70438 via fiber. Three (3) year contract with possible 2-year extension clause.

Wireless Data – 52 cellular lines.

Student Email Accounts – 1500 CIPA compliant

III. Internal Connections

19 - Cisco WS-C2960S-24TS-L (Or equivalent)

50 - Cisco WS-C2960S-48TS-L (Or equivalent)

138 - Cisco GLC-SX-MM= (Or equivalent)

48 - Cisco AIR-AP1131G-A-K9 (Or equivalent)

All equipment will be new and in original factory packaging. Do not include installation in the price of equipment.

Video Conference Ring – The board desires to establish a video conference ring (Not web-hosted) between Franklinton High School, Mt. Hermon School, Pine School and Varnado High School. All stations should be mobile with one site set up as a presenter station and the other three set up as participant stations. Please quote all equipment separately.

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TECHNOLOGY SOLUTIONS

References

Below is a list of just some of our satisfied K12 School District Customers. If you need to speak to more references, please contact a Howard team member. We work with higher education, governments, and other types of customers as well.

Amory School District

Amory, MS
Janice Russell
jrussell@amory.k12.ms.us
601-256-5991
21st Century Classroom
Since 2003
ERate 2011 pending - Xirrus
network upgrade

Bedford County Schools

Shelbyville, TN
Ben Berrett
barrettb@bedfordk12tn.net
931.684.3285
Howard brand desktop computers
Since 2003

Bossier Parish School Board

Benton, LA
Bill Allred
Bill.allred@bossierschools.org
318-549-6201
21st Century Classrooms, all non-
network IT technology
Since 2005
Dec 2010 - \$275k NComputing

Cabot School District

Cabot, AR
Kendal Wells
kendal.wells@cps.k12.ar.us
501-843-3363
Printers, projectors
Since 2011

Calcasieu Parish School Board

Lake Charles, LA
Roger Creel
Roger.creel@cpsb.org
337-217-4080
Desktops, Projectors, Mimio, Etc
Since 2006

Cossatot River School District

Wickes, AR
Kenny Davis
RFoster@cossatot.k12.ar.us
870-385-7101
computer, projectors
Since 2011
August 2011 – Enterasys Network
upgrade

Cutter Morning Star Schools

Hot Springs Township, AR
Peggy Stanley
peggys@cms.dsc.k12.ar.us
501-262-2414
Epson, Mimio, Computers
Since 2009

Dekalb County Schools

Rainsville, AL
Cyndy Smith
cyndy@dekalbk12.org
(256) 638-6921 ext: 102
Howard brand laptops and
desktops, Enterasys, all non-
network IT technology
Since 2007
Feb 2011 – Erate Enterasys
network upgrade

Farmington Public School

Farmington, AR
Jarrod Morrison
jmorriso@farmcards.org
479-266-1819
Mimio, Projectors, Computers
Since 2008

Fort Smith School District

Fort Smith, AR
Jeff Mosby
jmosby@fortsmithschools.org
479-784-8130 Ext. 2274
Mimio
Since 2010

Franklin County Schools

Winchester, TN
Alan Clark
alan.clark@fcstn.net
(931) 967-0626
Enterasys switches
Since 2006

Grant Parish School Board

Colfax, LA
David Smith
dsmith@gpsb.org
Rhonda Norris
rnorris@gpsb.org
318-392-0254
21st Century Classrooms, all non-
network related IT technology
Since 2009

Hancock County Schools

Kiln, MS
Jon McCraw
jmccraw@hancock.k12.ms.us
228-255-0376
Computers, ERate switches,
projectors, PET carts, servers
Since 2002
July 2011 - Installed 275 desktops

Hartselle City Schools

Hartselle, AL
Tim Southerland
tim.southerland@hcs.k12.al.us
(256) 773-6802
AV equipment
Since 2007

Haywood County Schools

Brownsville, TN
Lisa Prescott
prescottL@k12tn.net
731.772.9613
ERate Basic Maintenance, Mimio,
laptops
Since 2011
2011 Erate pending - Wireless
Network upgrade

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TECHNOLOGY SOLUTIONS

Jones County Schools

Ellisville, MS
Patrick Robinson
probinson@jones.k12.ms.us
601-649-5201
computers, interactive products,
SAN solution.
Since 1999

Lauderdale County Schools

Florence, AL
Mark Wilson
mark.wilson@lcschools.org
(256) 757-2101 ext: 224
Computers, Enterasys network
upgrade
Since 2006

Lauderdale County Schools

Meridian, MS
Lisa Hull
lhull@lauderdale.k12.ms.us
601-485-1761
interactive technology (Mimio,
document cameras,
projectors, etc.), Xirrus
Since 2003
Aug 2011 - Xirrus network upgrade

Laurel School District

Laurel, MS
Jeff Davis
davis@laurelschools.org
601-649-6391
all non-network IT technology,
installation of 21st Century
Classroom
Since 1999

Lincoln County Schools

Fayetteville, TN
Terry Sue Fanning
tsfanning@kdoe.org
931.438.1467
Mimio and Howard desktops
Since 2006

Magnet Cove School District

Malvern, AR
Jeff Blakeney
jeffb@magnetcove.k12.ar.us
501-332-5468
Extron, Computers, Servers,
projectors
Since 2008

Marengo County Schools

Linden, AL
Jana Hoggle
jhoggle@marengo.k12.al.us
334-295-223
Howard brand Desktops; Fujitsu
Laptops; all non-network IT
technology
Since 2007

Ozark City Schools

Ozark, AL
Mike Parrish
mkparrish@ocbe.k12.al.us
(334) 445-3800
AV equipment, laptops, servers,
desktops, laptops and
accessories.
Since 2008

Parker Core Knowledge Charter

Parker, CO
Sheree Gerhard
Sgerhard@Ckcs.Net
303-840-7070
AV Media Equipment, MIMIO, LCD
Since 2010

Pea Ridge School District

Pea Ridge, AR
Brent Kinkade
bkinkade@prs.k12.ar.us
479-451-8181
Computers
Since 2009

Pontotoc County Schools

Pontotoc, MS
Melanie Kidd
mkidd@pcsd.k12.ms.us
662-489-2042
all non-network IT technology,
Mimio, Enterasys
Since 2007
Aug 2009 – Erate Enterasys
network upgrade

Poudre School District

Fort Collins, CO
Karen Wailly
Kwailly@Psdschools.Org
(970) 490-3518
Mimio products
Since 2010

McCrary School District

McCrary, AR
Phillip Millwee
millweep@mccrary.k12.ar.us
870-731-0082
Mimio, Xirrus
Since 2010

Searcy School District

Searcy, AR
John Brown
jbrown@searcyschools.org
501-268-6954
Mimio
Since 2010

Thompson School

Loveland, CO
Mandy Zila
Amanda.Zila@Thompsonschoools
.org
970-613-5146
Mimio, and HP Products
Since 2010

Starkville School District

Starkville, MS
Jamie Stidham
jstidham@starkville.k12.ms.us
662-324-4170
PC's, interactive products,
switches
Since 2002
June 2007 – Installation of STEM
labs

HOWARDTM

TECHNOLOGY SOLUTIONS

Washington Parish School BOE

Franklinton, LA
Jimmy Thigpen
jthigpen@wpsb.org
985-839-7785
Desktops, Laptops, Mimio,
Printers, Etc
Since 2005

Wilson County Schools

Lebanon, TN
Tom Waller
wallert@wcschools.com
615-443-2702
Mimio, Professional services
Since 2011

Watson Chapel

Pine Bluff, AR
Brenda Sharpmack
bks@wcmail.k12.ar.us
870-879-7206
Mimio, projectors
Since 2008

Webster Parish School Board

Minden, LA
Patsy Whitlow
pwhitlow@websterpsb.org
318-377-5434
Desktops, Printers, 21st Century
Classrooms
Since 2002
January 2010 - \$250k Howard
brand Desktops

Widefield School District

Colorado Springs, CO
Betty Heinsman
heinsmanb@wsd3.k12.co.us
719-391-3023
Servers, laptops, desktops, mimio
Since 2007
July 2011 - Xirrus wireless network
March 2011 – 21st Century
Classroom

Wilcox County BOE

Camden, AL
Angela Parham
aparham@wilcox.k12.al.us
334-682-4178
Computers, 21st Century
Classroom, servers, wireless
network
Since 2007