

# Contract Requests



STATE OF MICHIGAN  
DEPARTMENT OF TREASURY  
LANSING

GRETCHEN WHITMER  
GOVERNOR

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STATE TREASURER

**DETROIT FINANCIAL REVIEW COMMISSION**

**SCHOOL DISTRICT RESOLUTION 2020-2**

**APPROVING THE COMMUNITY DISTRICT'S JANUARY CONTRACT  
REQUESTS**

WHEREAS, Public Act 181 of 2014, the Michigan Financial Review Commission Act (the "Act"), allows for the creation of the Detroit Financial Review Commission (the "Commission") within the Michigan Department of Treasury; and

WHEREAS, Section 6(1) of the Act empowers the Commission to provide oversight for the Detroit Public Schools Community District (the "Community District") beginning on June 2016; and

WHEREAS, Section 6(6) of the Act provides that during the period of oversight, the Commission review and approve the Community District's applicable contracts, as defined by Section 3(a) of the Act, and that an applicable contract does not take effect unless approved by the Commission; and

WHEREAS, at the Commission meeting on January 27, 2020 the Community District presented applicable contracts, attached as **Exhibit A** to this Resolution, for the Commission's review and approval.

NOW THEREFORE, be it resolved by the Detroit Financial Review Commission as follows:

1. That the Community District's January 2020 contract requests, attached as **Exhibit A** to this Resolution but excluding any contracts a majority of Commission members present has agreed to exclude as noted in the minutes, are hereby approved.
2. That the minutes of the Detroit Financial Review Commission meeting at which this Resolution is adopted take notice of the adoption of this Resolution.
3. This Resolution shall have immediate effect.

# Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
1	Finance	17-0019	<p><b>Contract Amount:</b> \$1,793,231  <b>Contract Period:</b> January 27, 2020 – Dec 31, 2020  <b>Source:</b> General Funds  <b>Purpose:</b> Insurance Brokerage Services  <b>Contractor:</b> AON Risk Services Central Inc.  <b>Location:</b> 3000 Town Center Suite 3000, Southfield, MI 48075</p>	Renewal	Yes	Yes	<p>Academic Committee 12.16.2019</p> <p>Finance Committee 12.20.2019</p> <p>Board 01.14.2020</p> <p>FRC 01.27.2020</p>	<p>AON Risk Services Central, Inc. procures insurance coverage and services for the District. This exercises a renewal option to procure insurance coverage and services in an amount not to exceed \$1,793,231 with direct brokerage fees for the insurance portfolio of approximately \$56,281, inclusive of the total.</p> <p>RFP 17-0019 was issued in 2016 and received 2 responses. Based on evaluation of the proposals, AON was selected as the best fit and lease expensive insurance broker.</p>
2	IT	19-0291	<p><b>Contract Amount:</b> \$1,325,450  <b>Contract Period:</b> July 1, 2019 – June 30, 2020  <b>Source:</b> General Funds  <b>Purpose:</b> Maintenance, repair, and installation services for public address systems and AV systems  <b>Contractor:</b> Learning Consultants, Inc  <b>Location:</b> 17601 James Couzens, Detroit, MI 48235</p>	Increase	Yes	Yes	<p>Academic Committee 12.16.2019</p> <p>Finance Committee 12.20.2019</p> <p>Board 01.14.2020</p> <p>FRC 01.27.2020</p>	<p>Learning Consultants has existing Board and FRC approved contracts with the District in the amount of \$1,195,450 for physical cable plant services. This request is for an increase in the contract by \$130,000, for a total not to exceed \$1,325,450. The increase is for additional maintenance services related to repair and installation of public address and audio/visual systems in schools.</p> <p>RFP 20-0061 was issued on DemandStar and received 2 responses. Learning Consultants, Inc was the most qualified and lowest cost supplier.</p>

# Contract Requests

The following contracts are being provided to the Financial Review Commission (“FRC”) for review and approval. Contracts over \$750,000 or a two (2) year period must also be provided to the FRC for review and approval pursuant to section 6(6) of the Michigan Financial Review Commission Act. Please review the individual Action Items provided for more detailed information.

	Department	Contract Number	Description	Contract Request Type	Competitively Bid? If not a new contract, was the original contract competitively bid?	Lowest Bid? If not a New Contract, was the original contract the lowest bid?	DPSCD Approval Date	Comments
3	Finance	N/A	<b>Contract Amount:</b> \$4,312,746 <b>Contract Period:</b> July 1, 2019 – June 30, 2020 <b>Source:</b> General Funds <b>Purpose:</b> Physical Security Network Solutions <b>Contractor:</b> Presidio <b>Location:</b> 12120 Sunset Hills, Suite 202, Reston, VA 20190	Cooperative	N/A	N/A	Academic Committee 12.16.2019  Finance Committee 12.20.2019  Board 01.14.2020  FRC 01.27.2020	<p>A technology audit conducted by Plante Moran indicated severe deficiencies in the District’s IT infrastructure, including physical security which includes video surveillance, alarm monitoring, and card access controls.</p> <p>The School Board and FRC previously approved use of the Oakland County Intergovernmental Cooperative agreement for purchases of material to upgrade network infrastructure in schools in the amount of \$1,994,473 for this vendor.</p> <p>This request is to use the MiDeal and REMC cooperatives to purchase an additional \$2,318,273 of material, a total not-to-exceed \$4,312,746, for disaster recovery (licensing and hardware) and video surveillance equipment.</p>
4	IT	N/A	<b>Contract Amount:</b> \$879,482 <b>Contract Period:</b> January 27, 2020 – June 30, 2020 <b>Source:</b> General Funds <b>Purpose:</b> Disaster Recovery Solutions <b>Contractor:</b> InSight <b>Location:</b> Ingber and Leiken, P.C., Southfield, MI 48075	Cooperative	N/A	N/A	Academic Committee 12.16.2019  Finance Committee 12.20.2019  Board 01.14.2020  FRC 01.27.2020	<p>InSight currently supplies the District with disaster recovery solutions (software) through the MiDEAL cooperative agreement. This renewal is for the period July 1, 2019 through June 30, 2020, not-to-exceed \$879,482.</p> <p>The significant investments in technology devices for students and staff as well as upgrades to the network infrastructure require protection from security threats such as malware, ransomware and email phishing. The Technology Audit made recommendations to implement disaster recovery as a disastrous event could significantly affect District Operations. The District is moving to cloud computing options, but in the meantime is at risk as the data center that manages all connectivity is a single point of failure. Insight will design and deploy a secondary site for disaster recovery in conjunction with remote data backup solutions.</p>

**Agenda Item Details**

Meeting	Jan 14, 2020 - Regular Board Meeting
Category	15. Consent Agenda (Administrative Items)
Subject	15.01 Approval of Contract for AON Risk Services Central Inc. for Insurance Brokerage Services
Access	Public
Type	Action
Recommended Action	Motion to approve a contract with AON Risk Services Central Inc. for Insurance Brokerage Services for the period January 15, 2020 through December 31, 2020 in an amount not-to-exceed \$1,793,231.

**Public Content****Recommendation:**

That the School Board approve a contract with AON Risk Services Central Inc. to procure insurance coverages and services for the period of January 15, 2020 through December 31, 2020, with an expected payment of approximately \$56,281 in brokerage fees and a total cost for the portfolio of insurance, paid to various companies in the form of premiums, an additional \$1,736,950, for a total amount not-to-exceed \$1,793,231.

**Description and Background:**

This item was recommended for approval by the Finance Committee on December 20, 2019.

The District conducted a request for proposals in 2016 and selected AON Risk Services Central Inc. (AON), the lowest bidder, to provide brokerage services for commercial property, liability, causality, excess workers compensation and other insurance coverage. AON is a leading global professional services firm providing a broad range of risk, retirement and health solutions. The company has 50,000 employees in 120 countries and uses proprietary data and analytics to deliver insights that reduce volatility and improve performance.

AON will be contracted as a single broker to procure insurance policies requested by the District for a fixed fee. Previously, the District would purchase insurance from various brokers. This resulted in the District paying commissions on each policy. Working with one broker, the District will now pay a fixed fee for all insurance placements.

Below is a list of policies currently in place, and for which the District will procure coverage for the next year.

INSURANCE POLICIES IN-FORCE JANUARY 2020 - DECEMBER 2020 THROUGH AON RISK MANAGEMENT SERVICES					
Insurance Policy Coverage	Current Insurance Company	Description	Anticipated Premium	Limits	Deductible/SIR
Commercial Property Insurance	Lexington Insurance Company	Coverage protects the physical assets of the District building, contacts, valuable papers & records. Coverage is provided on an all risk basis, including Earthquake and Flood, subject to exclusions	\$452,000	\$250,000,000 Limit	\$1,000,000 Deductible

Excess Workers' Compensation and Employer's Liability	State National Insurance Company, Inc	Excess Insurance coverage against catastrophic occurrences for Self-insured loss exposures	\$149,000	\$1,000,000 Employers Liability limit. Workers' Compensation limit statutory	\$2,000,000 Self Insured Retention
Automobile Liability Insurance	National Union Fire Insurance Company	Liability coverage for DPSCD owned vehicles	\$180,000	\$1,000,000 combined single limit. \$40,000 Garage Keepers Liability limit	First Dollar
Student Travel Insurance	AIG - National Union Fire Insurance Company of Pittsburgh, PA	Covers participating students and adult supervisors to & from DPSCD sponsored and supervised field trips - out of state & international only	\$5,000	\$25,000 limit	\$50 Deductible
Underground Storage Tank Liability Insurance	ACE American Insurance Company	For Eastside & Westside Hub/Bus Terminal Third-Party Liability, Corrective Action and Cleanup Policy	\$3,725	\$1,000,000 limit	\$25,000 Deductible
Surety Bond	The Hartford	For DPSCD Police Department campus police	\$350	\$25,000 limit	N/A
Aircraft Hull & Liability Insurance	Catlin Insurance Company	Liability coverage for DPSCD owned aircrafts at Davis Aerospace	\$22,800	\$2,000,000 limit	\$2,500 Deductible
Student Catastrophic Athletic Accident Insurance	Gerber Life Insurance Company	Covers students involved in interscholastic activities, including athletics sport, and non-sport extracurricular activities	\$27,325	\$5,000,000 limit	\$25,000 Deductible
School Board Legal Liability Employment Practices Liability	Illinois National Insurance Company	Provides coverage for Management Professional Liability for DPSCD	\$106,750	\$1,000,000 limit	\$500,000
Police Professional Liability Insurance	Lexington Insurance Company	Provides liability coverage for police officers and Department while	\$420,000	\$5,000,000 limit	\$500,000

		performing their professional duties			
Commercial General Liability	Lexington Insurance Company	Provides coverage for Liability claims for bodily injury, property damage, and personal injury	\$370,000	\$5,000,000 limit	\$500,000 Deductible

**Gap Analysis:**

If the District does not procure insurance coverage, then the District's general operating fund and surplus would be liable for coverage of any claims.

**Previous Outcomes:**

Since 2018, the District has been fully insured in all coverage areas, thus reducing risk. Previously the District had self-insured for many coverage areas, which means it managed payment of claims for “gap coverage” areas out of the general operating budget.

Insurance expenses over the past three years are as follows:

Year	Expenditures
2017	\$737,515*
2018	\$1,660,515
2019	\$1,666,254

\* The District was only partially covered. The increase from 2017 to 2018 was based on the addition of School Board Legal Liability and Employment Practices Liability coverage (\$86,523), Police Professional Liability coverage (\$345,000), and Commercial General Liability (\$281,000). These expenditures also includes brokerage fees.

**Expected Outcomes:**

Through a bid process, AON will identify the insurance companies to provide the continuing coverage for the areas outlined previously. This coverage will limit the District’s exposure in the event of a catastrophic incident.

**Alignment to Strategic Plan:**

Responsible Stewardship

**Financial Impact:**

Insurance Fees: \$1,736,950

Brokerage Fees: \$56,281

Total including contingency (NTE): \$1,793,231 General Funds

Bid Process: RFP 17-0019 was issued on Demandstar and received 2 responses. Based on evaluation of the proposal, AON was selected as the insurance broker. They have the capability and experience, as well as the most competitive pricing, to provide the services requested.

**Contact for Item:**

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AON Amendment 3.pdf (147 KB)

**Administrative Content**

Lambent - RFP Response 12.6.pdf (1,212 KB)

AON - RFP Response 12.6.2020.pdf (20,893 KB)



### Agenda Item Details

Meeting	Jan 14, 2020 - Regular Board Meeting
Category	15. Consent Agenda (Administrative Items)
Subject	15.03 Approval of Contract Amendment with Learning Consultants, Inc.
Access	Public
Type	Action
Recommended Action	Motion to approve the contract amendment with Learning Consultants, Inc. to include maintenance, repair and installation services for public address and audiovisual systems for the period of July 1, 2019 through June 30, 2020 in an amount not-to-exceed \$1,325,450.

### Public Content

#### Recommendation:

That the School Board approve the contract amendment with Learning Consultants, Inc. (LCI) to include maintenance, repair and installation services for the public address systems and audiovisual (AV) systems for the period of July 1, 2019 through June 30, 2020 in an additional amount of \$130,000 to be added to \$1,195,450 previously approved by the Board for an amount not-to-exceed \$1,325,450.

#### Description and Background:

This item was recommended for approval by the Academic Committee on December 16, 2019 and the Finance Committee on December 20, 2019.

The District released a request for proposal to seek a qualified vendor to perform installation, provisioning, maintenance and MACR (Move, Add, Change and Repair) services for the District's public address (PA) systems (including bells and clocks) and audiovisual (AV) systems. The public address system is a critical component to the emergency communication protocol at all schools. The repair, maintenance and installations services provided by Learning Consultants, Inc. (LCI) provides a reliable communication

source for office staff to communicate with teachers, students and guests at any given time throughout the school day. The scope of work will include installation projects and daily repair and maintenance service work at District designated sites coordinated through the Central Office Help Desk ticketing system. Maintenance of any associated components with the public address systems, including auditorium sound enhancements and AV presentation systems, is a part of the work to be performed.

LCI has supported the District with data cabling and installation services since 1995. These cabling services connect the District's devices to the network and power sources. The vendor has installed data, video, and voice infrastructure systems for District buildings, installed electrical lines for projectors, interactive boards, and additional outlets in schools, and has provided project planning and site mapping services for installation of new technology and network moves and additions. LCI has also designed and installed computer labs using new equipment as well as District refurbished technology. During the 2018-2019 school year, LCI installed over 500 SMART interactive television-size flat panels through the One-to-One (1:1) Technology Initiative in addition to routine interactive installations and cabling projects.

### **Gap Analysis:**

There is significant need for repairs and upgrades to public address, AV, bells, and clock systems at schools throughout the District. The focus for the 2019-2020 school year is to address those systems that are not functioning for major repair and upgrades while maintaining services for repair or updates. This contract amendment directly addresses the support needed to facilitate the maintenance of these communication systems.

### **Previous Outcomes:**

LCI has been working with the District since 1995. After the completion of a request for proposals in August 2016, the District signed a three-year contract with LCI for these services with an option for two one-year renewals after the three-year term. The District exercised a one-year renewal of services for July 2019 through June 2020 with LCI to maintain the continuity and installation standards for interactive technology installation; this continuity is key to the seamless expansion of the 1:1 Technology Initiative. The Board approved this contract renewal at the Regular Board Meeting held on June 18, 2019 for an amount not-to-exceed \$695,450. In August 2019, LCI responded to a request for proposal for plant cabling installation services with the most competitive pricing. The Board subsequently approved a contract amendment to include plant cabling installation services to the LCI contract at the Regular Board Meeting held on October 15, 2019 for an additional amount of \$500,000 for a total amount not to exceed \$1,195,450.

LCI technicians utilize the District ticketing system to manage projects that range from interactive technology repairs and installations to cabling installations and wiring projects. This allows the District to track contractor progress in real-time as well as the time allotted to each school or District project. The District has been satisfied with the assembly, transport and installation services for interactive technology. As previously stated, in October 2019 the contract with LCI was amended to include cabling and installation services. To date, the District has completed cabling and wireless access point upgrades for eleven (11) school buildings. LCI has also been instrumental with the cabling projects for the new schools which opened this year.

<b>Fiscal Year</b>	<b>Annual Expenditures</b>
2016 – 2017	\$750,000
2017 – 2018	\$925,000
2018 – 2019	\$1,071,450

### **Expected Outcomes:**

The installation, provisioning, maintenance and MACR services for public address systems and AV equipment provided by LCI will complete work orders to repair or replace PA systems to broadcast news and emergency announcements. It will also allow for two-way voice communications between the office and individual or all classrooms. LCI will complete a project to upgrade PA systems in critical need locations to ensure equipment is operable and functional. The service provided for bells and clocks by LCI will enable scheduling of bells, tones, and clocks through advanced programming of the location's master clock. Bells that ring on time improves teaching effectiveness and students focus on instruction as well as ensures that classes begin and end on schedule.

### **Alignment to Strategic Plan:**

Transformative Culture

### **Financial Impact:**

\$1,325,450 (General Fund) through a RFP process.

Bid Process: RFP 20-0061 was issued on DemandStar and received 2 response(s). Based on evaluation of the proposal, Learning Consultants, Inc. was selected as the supplier providing installation, provisioning, maintenance and MACR services. They have the capability, experience, and competitive pricing to provide the services requested. Learning Consultants' proposal is the lowest cost solution.

**Contact for Item:**

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[LCI Physical Plant Cabling - PA Amendment.pdf \(110 KB\)](#)

**Administrative Content**

[LCI RFP RESPONSE.pdf \(9,518 KB\)](#)

[Sound Planning RFP Response.pdf \(1,219 KB\)](#)



### Agenda Item Details

Meeting	Jan 14, 2020 - Regular Board Meeting
Category	15. Consent Agenda (Administrative Items)
Subject	15.05 Approval of Cooperative Purchasing Agreement with Presidio, Inc.
Access	Public
Type	Action
Recommended Action	Motion to approve the cooperative purchasing agreement with Presidio Inc. for physical security network solutions for the period of July 1, 2019 through June 30, 2020 in an additional amount not-to-exceed \$2,318,273 in a total amount not-to-exceed \$4,312,746.

### Public Content

#### Recommendation:

That the School Board approve the cooperative purchasing agreement with Presidio Inc. for physical security network solutions for the period of July 1, 2019 through June 30, 2020 for an additional amount not-to-exceed \$2,318,273 added to \$1,994,473 previously approved for an amount not-to exceed \$4,312,746.

#### Description and Background:

This item was recommended for approval by the Academic Committee on December 16, 2019 and the Finance Committee on December 20, 2019.

The physical security infrastructure- which includes video surveillance, alarm monitoring, and card access controls- is an important component to the safety and security of District students, staff, and property. In order for physical security to be fully efficient, equipment must be fully functional and supported for optimal performance. The servers and management solutions used to securely store and exchange information from the Command Center to each District location must be fully functional and supported as well.

During the 2018-19 school year, the District engaged Plante Moran to complete a comprehensive assessment of the District's technology needs, including video surveillance. Equipment purchased from Presidio Inc. (Presidio) will address the most pressing findings from the assessment. Additionally, the Board approved the cooperative purchase agreement to secure network infrastructure solutions from Presidio in an amount not-to-exceed \$1,994,473.

### **Gap Analysis:**

The Technology Audit conducted by Plante Moran last spring identified deficiencies in the video surveillance equipment at 84 schools. The physical security infrastructure which includes video cameras and alarms has become a collection of disparate systems that are no longer supported by the manufacturer and have far exceeded their useful and technical life. This dated equipment, in addition to the inability to manage the video surveillance equipment from a centralized management system, restricts staff from effectively addressing and ensuring the safety and security of staff and students. Also, the lack of a single solution and adequate investments in our physical security systems has prevented the District from being able to leverage integrations with other security systems.

The District plans to focus on 13 schools with the highest unacceptable rating for video surveillance for new installations of upgraded equipment.

In addition, this upgrade will begin the transition to a standardized Video Management System (VMS) solution for centralized monitoring of video surveillance equipment.

### **Previous Outcomes:**

Recently, the District invested in upgrades to the visitor monitoring systems at the District's largest high schools and the new schools that opened in Fall 2019.

Based on the audit priorities, the District purchased the following:

<b>Fiscal Year</b>	<b>Goods Purchased</b>	<b>Expenditure</b>
2018-2019	Network Equipment for Schools	\$1,736,408

### **Expected Outcomes:**

The network equipment and video surveillance upgrades will significantly improve the District's physical security network by

providing a sound foundation with an integrated, single platform that will meet the needs of the District well into the future. The equipment purchased through the Presidio cooperative agreement includes 523 video cameras inclusive of licensing and support, and upgraded network equipment for the physical security infrastructure that will allow for better security, retention, and access to digital footage.

In addition, a standardized Video Management System (VMS) solution for centralized monitoring of video surveillance equipment will replace the four outdated monitoring system, and the upgraded video cameras will be transitioned to this system as well. The implementation of the video management system would allow the District to integrate its video cameras with the city of Detroit's Project Greenlight's cameras. This integration will allow the District greater collaboration with the Detroit Police Department.

**Alignment to Strategic Plan:**

Responsible Stewardship

**Financial Impact:**

\$2,318,273 from the General Fund, for a total not-to-exceed \$4,312,746.

MiDeal Cooperative Purchase Program for Disaster Recovery Network  
REMC Cooperative Purchase Program for Video Surveillance Upgrades

**Contact for Item:**

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**Administrative Content**



Presidio MiDeal Contract (network).pdf (517 KB)



### Agenda Item Details

Meeting	Jan 14, 2020 - Regular Board Meeting
Category	15. Consent Agenda (Administrative Items)
Subject	15.06 Approval of Cooperative Purchasing Agreement with InSight
Access	Public
Type	Action
Recommended Action	Motion to approve the cooperative purchasing agreement with InSight for disaster recovery solutions for the period of July 1, 2019 through June 30, 2020 in an amount not-to-exceed \$879,482.

### Public Content

#### Recommendation:

That the School Board approve the cooperative purchasing agreement with InSight for disaster recovery solutions for the period of July 1, 2019 through June 30, 2020 in an amount not-to-exceed \$879,482.

#### Description and Background:

This item was recommended for approval by the Finance Committee on December 20, 2019.

The District has focused on the investment in technology devices for students and staff, as well as upgrades to the network infrastructure. The security and connectivity for these resources- including servers, firewalls, laptops, printers, and Internet connection- is managed through a single data center. This type of dependence on the operation of a single site creates a risk associated with business continuity and disaster recovery. Even as the District continues to move computing solutions to the cloud, an organization is always dependent upon a network head-end to route traffic from across the organization to the Internet and other computing resources. Therefore, the existing data center is a single point of failure, meaning it could take weeks or even months to mitigate and restore critical services in the event of a disaster.

The District has implemented a range of cybersecurity measures to protect itself and its users from data breaches and online threats. The server, storage, backup and virtualization solutions purchased from InSight provides the District with the tools required to implement a viable disaster recovery plan while maintaining the existing infrastructure.

### **Gap Analysis:**

Security threats, such as malware, ransomware and email phishing, has increased in the education landscape, and the District has become a target for information and data hackers. Many large school districts, cities and corporations have fallen victim to data breaches and security threats. As we continue to invest in the technology infrastructure, it is also important for the District to implement and maintain solutions that help to safeguard each deployed device and data source on the network.

Ransomware is one of the rapidly growing cyber threats that schools and organizations face today. Ransomware is a type of malware threat that hackers use to infect computers and encrypt computer files until a ransom is paid. Ransomware is a devastating event as it not only affects the files on the computer being used by the victim, but after the initial infection, ransomware will attempt to spread to connected systems, including shared storage drives and other accessible computers. While the District has a number of highly effective counter measures to combat security threats and to protect the network and users, ransomware is a type of threat that is unique to combat. Industry best practices and recommendations from the Department of Homeland Security Cybersecurity & Infrastructure Security Agency (CISA), recommends three keys to protecting an organizations data and network: train your staff on cybersecurity awareness, comprehensive organization-wide scheduled backups and storage of data backups on a separate device that cannot be accessed from the network.

### **Previous Outcomes:**

The District has been making investments in technology infrastructure upgrades at schools in order to close the gap on the technology audit that resulted in an unacceptable rating. These upgrades have improved the security and reliability of the network operations across the District. Also, recent upgrades to wireless access points and switches at priority schools have improved the connectivity to the Internet and network resources across the District.

<b>Fiscal Year</b>	<b>Expenditures (Actual Spend)</b>
2016-2017	\$829,752*
2017-2018	\$569,784*
2018-2019	\$934,776*

\* The cooperative agreement with InSight has been used to purchase Microsoft Office365 licenses, network equipment, and network solutions, such as renewals of the annual antivirus, virtualization and malware licenses.

### **Expected Outcomes:**

The District plans to address key recommendations from the Technology Audit to upgrade network equipment, and implement disaster recovery solutions and license renewals to strengthen the security posture of the technology infrastructure. Disaster recovery is a major focus area to ensure business continuity in the event of a disaster, and to respond appropriately to attempted security threats. The server, storage, backup and virtualization upgrades as well as the implementation of a secondary site for data center operations will provide a significant improvement in the technology infrastructure and ability to provide effective and reliable operations that best support the current and growing needs of staff and students.

The new design and deployment of the storage solution at the secondary site for disaster recovery would provide an active replication of all District resources in conjunction with the separate data backup solution to a remote site will help meet the CISA best practices.

### **Alignment to Strategic Plan:**

Responsible Stewardship

### **Financial Impact:**

<b>Description</b>	<b>Cost</b>
Disaster Recovery Solutions – Storage Area Network Licenses and Support, Off-Site/Remove Storage and Replacement of Backup Servers	\$600,067
VMWare and Virtualization License and Support Renewal	\$199,462
Contingency (10%)	\$79,953
<b>Total</b>	<b>\$879,482</b>

General Fund

MiDeal Cooperative Purchase Program

### Contact for Item:

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### Administrative Content

[Insight MiDeal Contract .pdf \(291 KB\)](#)