



Board Agenda Item D.5
February 9, 2026

TOPIC:

Wireless Network Upgrades

BACKGROUND:

This agenda item request is for the approval of wireless network upgrades across the district. The district currently utilizes Cisco Meraki wireless infrastructure. After careful consideration of available industry options, the pilot implementation of Juniper wireless was conducted at the new MRES facility. Juniper wireless provides AI driven network monitoring and management and integrates seamlessly with the Juniper network switching environment. Based on the successful results of this pilot, approval is requested to proceed with network switch upgrades districtwide.

Five bids were received in response to RFP 10-2026-015 # 470 # 260007125 for this purchase. The responding vendors were AIOS, Com-Tech, MGT Impact Solutions, LLC, PC Solutions and Integration, Inc., and Ringold Telephone Company. After careful review and evaluation of all proposals, we recommend awarding the project to PC Solutions and Integration, Inc.

COST: \$1,290,191.09

Budgeted:	☐	Yes
	☐	No (Board Approval is authorization to establish funding for this item in the Budget.)
Fund		Other Source:
Source:	☒	SPLOST
	☐	Additional Revenue
	☒	Capital Projects

DATA SOURCES:

Mr. Clint Terza, Superintendent
Mr. David Stephenson, Chief Leadership and Learning Officer
Mrs. Chris Forsyth, Director of Technology
Mr. Michael Guthrie, Network Specialist
Mr. Josh Gayton, Systems Technology Support Specialist

SUPERINTENDENT'S RECOMMENDATION:

Approval to accept the PC Solutions and Integration, Inc. proposal for upgrading our districtwide wireless network solution.

The following selection criteria will be used as the basis for the evaluation of proposals:

- A. Project Cost – 30%
- B. Proposed Project Solution – 20%
- C. Quality of Service from References – 20%
- D. Completion Timeline – 20%
- E. Projects of Similar Scope/Size – 10%

The award criteria that will be used for this RFP is broken out as follows using the rating system below:

PCS	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%	30	28	25	29	82
Technical Merit:						
1. Proposed Project Solution	20%	20	20	20	20	60
2. Quality of Service from References	20%	20	20	20	20	60
3. Completion Timeline	20%	20	20	20	20	60
4. Projects of Similar Scope/Size	10%	10	10	10	10	30
Total Score:	100%	100	98	95	99	292

RTC	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%	30	24	15	27	66
Technical Merit:						
1. Proposed Project Solution	20%	20	18	10	18	46
2. Quality of Service from References	20%	20	20	20	20	60
3. Completion Timeline	20%	20	20	20	20	60
4. Projects of Similar Scope/Size	10%	10	10	10	10	30
Total Score:	100%	100	92	75	95	262

Com-Tech	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%	30	20	5	20	45
Technical Merit:						
1. Proposed Project Solution	20%	20	18	10	20	48
2. Quality of Service from References	20%	20	20	20	20	60
3. Completion Timeline	20%	20	20	20	20	60
4. Projects of Similar Scope/Size	10%	10	10	10	10	30
Total Score:	100%	100	88	65	90	243

AIOS						
	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%	30	29	30	30	89
Technical Merit:						
1. Proposed Project Solution	20%	20	18	10	18	46
2. Quality of Service from References	20%	20	20	20	20	60
3. Completion Timeline	20%	20	20	20	20	60
4. Projects of Similar Scope/Size	10%	10	10	10	10	30
Total Score:	100%	100	97	90	98	285

MGT	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%	30	26	20	28	74
Technical Merit:						
1. Proposed Project Solution	20%	20	18	18	20	56
2. Quality of Service from References	20%	20	20	20	20	60
3. Completion Timeline	20%	20	20	15	20	55
4. Projects of Similar Scope/Size	10%	10	10	10	10	30
Total Score:	100%	100	94	83	98	275

Pricing Proposal



Main: 305-667-0633

Email: ksimpson@pcsusa.net

Web: www.pcsusa.net

We have prepared a quote for you

**RFP 10-2026-014, Wireless
Upgrades**

Quote # 018044
Version 1

Prepared for:

Bartow County Schools - GA

Prepared by:

PC Solutions & Integration



Main: 305-667-0633

Email: ksimpson@pcsusa.net

Web: www.pcsusa.net

RFP 10-2026-014, Wireless Upgrades

Quote Information:

Quote #: 018044

Version: 1

Delivery Date: 12/29/2025

Expiration Date: 03/18/2026

Prepared for:

Bartow County Schools - GA

65 Gilreath Road Southeast

Cartersville, GA 30121

Albert Zielke

albert.zielke@bartow.k12.ga.us

Prepared by:

PC Solutions & Integration

Katie Simpson

305-667-0633

Fax 305-667-0618

ksimpson@pcsusa.net

- Products

Line #	Part #	Product Description	Price	Qty	Ext. Price
1	B-AP37-2S-5Y-E	AP37 eRate bundle, Superior Performance MultiGigabit Wi-Fi 7 802.11be Access Point (AP37) with vBLE Array includes two 5yr Cloud Subscriptions (specify SUBMAN, SUBENG, SUBAST, SUBVNA, SUB-PMA) and a universal mounting bracket	\$813.82	1250	\$1,017,275.00
2	PCS-100-Wireless	Installation and Configuration	\$127.80	1250	\$159,750.00
3	B-AP47-2S-5Y-E	AP47 eRate bundle Premium Performance MultiGigabit Wi-Fi 7 802.11be Access Point (AP47) with Adaptive BLE Array includes two 5yr Cloud Subscriptions (specify SUBMANSUBENG SUB-ASTSUBVNASUB-PMA) and a universal mounting bracketUS OnlyContains WIFI Assuranc	\$1,000.89	80	\$80,071.20
4	PCS-100-Wireless	Installation and Configuration	\$127.80	80	\$10,224.00
5	B-AP66-2S-5Y-E	AP66 eRate bundle, High Performance Outdoor MultiGigabit Wi-Fi 7 802.11be Access Point (AP66) with BLE includes two 5yr Cloud Subscriptions (specify SUBMAN, SUBAST, SUBVNA, SUB-PMA) and a flush mounting bracket	\$919.96	21	\$19,319.16
6	APOUTBR-FM2	Flush mount bracket for outdoor AP64 wall and pole mounting	\$41.33	21	\$867.93
7	PCS-100-Wireless	Installation and Configuration	\$127.80	21	\$2,683.80
					Subtotal: \$1,290,191.09



Main: 305-667-0633

Email: ksimpson@pcsusa.net

Web: www.pcsusa.net

Quote Summary

Description	Amount
- Products	\$1,290,191.09
Total:	\$1,290,191.09

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

PC Solutions & Integration



Board Agenda Item D.6
February 9, 2026

TOPIC:

Woodland High School Digital Sign

BACKGROUND:

This agenda item request is to upgrade and replace the roadside sign at Woodland High School. The proposed sign is a Watchfire professional LED digital sign similar to the signs installed at Adairsville High School, Adairsville Middle School, Cass Middle School and Woodland Middle School.

Two bids were received in response to RFP 10-2026-012 for this purchase. The responding vendors were New Beginning Signs and SignWorks. After careful review and evaluation of all proposals, we recommend awarding the project to New Beginning Signs.

COST: **\$167,890.00**

Budgeted:	☐	Yes
	☐	No (Board Approval is authorization to establish funding for this item in the Budget.)
Fund		Other Source:
Source:	☒	SPLOST
	☐	Additional Revenue
	☒	Capital Projects
	☒	Local Funds

DATA SOURCES:

Mr. Clint Terza, Superintendent
Mr. David Stephenson, Chief Leadership and Learning Officer
Mrs. Chris Forsyth, Director of Technology
Mr. Michael Guthrie, Network Specialist
Mr. Josh Gayton, Systems Technology Support Specialist
Mr. Lamar Burt, Maintenance Supervisor

SUPERINTENDENT'S RECOMMENDATION:

Approval to accept the New Beginning Signs proposal to upgrade the Woodland High School to a digital sign.

Professional LED Display Sign
RFP 10-2026-012
Thursday, November 13, 2025

The following selection criteria will be used as the basis for the evaluation of proposals.

- A. Project Cost – 30%
- B. Proposed Project Solution – 20%
- C. Quality of Service from References – 20%
- D. Completion Timeline – 20%
- E. Projects of Similar Scope/Size – 10%

The award criteria that will be used for this RFP is broken out as follows using the rating system below:

Signworks	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%		30	30	30	90
Technical Merit:						
1. Proposed Project Solution	20%		20	20	20	60
2. Quality of Service from References	20%		20	20	20	60
3. Completion Timeline	20%		20	18	10	46
4. Projects of Similar Scope/Size	10%		10	10	10	30
Total Score:	100%		100	98	90	286

New Beginning Signs	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%		30	29	25	83
Technical Merit:						
1. Proposed Project Solution	20%		20	20	20	60
2. Quality of Service from References	20%		20	20	20	60
3. Completion Timeline	20%		20	20	20	60
4. Projects of Similar Scope/Size	10%		10	10	10	30
Total Score:	100%		100	99	95	293



5 S. Gilmer Street
Cartersville, Ga.
30120

Quote

O - 770.387.1720
F - 770.387.2710
NBSigns.com

Date: 12-15-25

Phone: 770-606-5800

Customer: Bartow County School System

Contact: Albert Zielke

Address: 63 Gilreath Rd NW Cartersville Ga 30120

E-Mail: Albert.zielke@bartow.k12.ga.us

Quantity	Description	Unit Price	Total Price
	Invitation # REP 10-2026-012 -Description: Professional LED sign *Addition to original bid with 10' x 16' LED MC		
	Option 2 - V-Shape mounted double sided sign cabinet		
1	Woodland High School - sign, double-sided, over-all height 12ft tall. 10ft x16ft x 16mm Watchfire LED message center. (See attached sheet for spec.) Mounted on 24" tall V-shape monument style base		\$142500.00
1	Installation of new concrete footing and base with 1" treaded rode and rebar (see attached copy with specs.) Grading for flat surface on top of hill		\$15500.00
*	Price includes software training & proگرامing, communication with 4G wireless cellular data plan (life of the sign) & 5year parts warranty for the Watchfire LED message center. *The all-new material signs meets or exceeds all specifications in proposal.		
*	Completion time 9-11 weeks		
Price quotes will be honored up to 30 days after the quote date. After 30 days this quote will expire and a new quote must be created.		Subtotal	
		Tax	N/A
		Total Price	\$158000.00
		Deposit	N/A
		Balance	

Thank you for giving us the opportunity to serve you. If you have any questions about this quote, please contact us and we will be happy to assist you.

*Approval Signature

Date

SOUTHEASTERN INDUSTRIAL CONTRACTING CO., INC.

P.O. Box 200531

Cartersville GA 30120

Phone: 770-386-0607

Fax: 770-386-9454

Email: tjacobs@secontracting.net

DATE: 01-28-2026

COMPANY NAME: Bartow County School System

CITY: Cartersville

STATE: Georgia

SITE: Woodland High School

PHONE: E-MAIL:

ATTN: Lamar B.

WE APPRECIATE THE OPPORTUNITY TO PROVIDE THE FOLLOWING PROPOSAL:
QUOTE # 01282026-1

Project Name:

- Woodland High School Front Sign

Project Scope:

- Provide and install one metal frame to mount meter and electrical panel color (TBD)
- Provide and install Ga. Power provided meter enclosure based on 100 amp 480-volt
- Provide one nema 3-r service disconnect
- Provide and install one 480 to 120/240 transformer
- Provide and install one 2.5" pvc conduit from meter enclosure to underground service ditch
- Provide and install one 100 amp 240-volt single phase nema 3-r panel board to include
 - 100 amp main breaker
 - 5- 20 amp branch breakers
- Provide and install one 10ft earth ground rod with #6 bare copper to service panel
- Provide and install branch circuit conduit to new sign and connect as needed
- Provide and install one service GFCI outlet
- Load all conduits with correct sized conductors and label as needed
- Provide labor and equipment to remove one pine tree from site

Southeastern Supplied:

- Labor and materials

Customer Supplied:

- Ga. Power meter enclosure
- Location for connection for new sign

Working Hours:

- Mon-fri
- This quote does not reflect weekends or holidays

Any alteration or deviation from above specifications involving extra cost, will be executed only upon written order and will become an extra charge over and beyond the estimate. This quote is good for 30 days with the exception of conduit, wire and steel because prices fluctuate from week to week. Workmen's Compensation and Public Liability Insurance on above work will be taken out by Southeastern Industrial Contracting Co., Inc.

PRICE: \$ 9,890.00

NET: 30 Days

ACCEPTED BY: _____

DATE: _____

Respectfully submitted by: Terry Jacobs, Project Manager