



Board Agenda Item D.4 February 9, 2026

TOPIC:

Switch Upgrades

BACKGROUND:

This agenda item request is for the approval of network switch upgrades across the district. The district currently standardizes HPE, Hewlett Packard Enterprise, network switches, many of which are approximately 10 years old and at their recommended service life. After careful consideration of available industry options, the pilot implementation of Juniper network switches was conducted at the new MRES facility. These switches provide cloud managed functionality and AI driven network monitoring and management. Based on the successful results of this pilot, approval is requested to proceed with network switch upgrades districtwide. This upgrade also includes additional capacity for the expansion of our wireless infrastructure.

Five bids were received in response to RFP 10-2026-014 E-Rate Form 470 #260006632 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. Upon approval by the E-Rate program, we anticipate receiving approximately 80% reimbursement of eligible costs.

COST: \$2,291,506.25

Budgeted:	☐ Yes
	☐ No (Board Approval is authorization to establish funding for this item in the Budget.)
Fund	Other Source:
Source:	☒ ERATE/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 network switches districtwide.

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	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	20	20	60
4. Projects of Similar Scope/Size	10%		10	10	10	30
Total Score:	100%		100	100	100	300

MGT	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%		30	26	20	75
Technical Merit:						
1. Proposed Project Solution	20%		20	18	20	58
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	94	90	283

RTC	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%		30	22	10	60
Technical Merit:						
1. Proposed Project Solution	20%		20	18	10	46
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	90	70	256

AIOS	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%		30	28	25	80
Technical Merit:						
1. Proposed Project Solution	20%		20	18	10	46
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	96	85	276

Com-Tech	Weight	Max Rating	CF	MG	JG	RFP Score
Project Cost:	30%		30	18	5	43
Technical Merit:						
1. Proposed Project Solution	20%		20	18	20	58
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	86	75	251

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, Switch Upgrades

Quote # 018043
Version 2

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, Switch Upgrades

Quote Information:

Quote #: 018043

Version: 2

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	EX4400-48MP	12x1/2.5/5/10G, 36x1/2.5G Multigigabit switch with 2x100G uplink/ stacking ports. 90W POE. MACsec AES256. Optional extension module:4x10G or 4x25G	\$3,222.67	410	\$1,321,294.70
2	CBL-PWR-C15M-HITEMP-US	Power Cord, AC, US/Canada, C15M, 13A/125V, 2.5m, Straight Nema N5-15 to straight high temp C15M	\$20.78	410	\$8,519.80
3	JPSU-1600-C-AC-AFO	1600W Compact AC AFO power supply for EX4400 switches	\$399.12	410	\$163,639.20
4	S-EX-A-C3-5M2-C-E	Erate bundle, SW EX Advanced, Class 3 (32 or 48 ports), Includes Wired Assurance and VNA subscription for EX32 or EX48 Port Switches with SVC CORE support, 5 YEAR Note: Service Duration - 60 Months	\$795.02	410	\$325,958.20
5	PCS-100-Switches	Installation and Configuration	\$401.75	410	\$164,717.50
6	EX4400-24X	24x10GbaseX switch with 2x100G uplink ports. MACsec AES256. Airflow out of PSU. Optional module-4x10G or 4x25G	\$4,678.18	10	\$46,781.80
7	S-EX-A-C2-5M2-C-E	Erate bundle, SW EX Advanced, Class 2 (24 ports), Includes Wired Assurance and VNA subscription for EX24 Port Switches with SVC CORE support, 5 YEAR Note: Service Duration - 60 Months	\$525.55	10	\$5,255.50
8	PCS-100-Switches	Installation and Configuration	\$401.75	10	\$4,017.50

Products

Line #	Part #	Product Description	Price	Qty	Ext. Price
9	EX4000-24MP	EX4000 24-Port Multi-Gig with 4x 100M/1G/2.5GBa seT 20x 10/100/1000Base T PoE++ 4x 1G/10G SFP/SFP +(optics sold separately) with Standard SW	\$1,100.20	30	\$33,006.00
10	S-EX-A-C2-5M2 -C-E	Erate bundle, SW EX Advanced, Class 2 (24 ports), Includes Wired Assurance and VNA subscription for EX24 Port Switches with SVC CORE support, 5 YEAR Note: Service Duration - 60 Months	\$525.55	30	\$15,766.50
11	PCS-100-Switches	Installation and Configuration	\$401.75	30	\$12,052.50
12	EX4000-12MP	EX4000 12-Port Multi-Gig with 4x 100M/1G/2.5GBa seT 8x 10/100/1000Base T PoE++ 4x 1G/10G SFP/SFP +(optics sold separately) with Standard SW	\$559.97	25	\$13,999.25
13	S-EX-A-C1-5M2 -C-E	Erate bundle, SW EX Advanced, Class 1 (12 ports), Includes Wired Assurance and VNA subscription for EX12 Port Switches with SVC CORE support, 5 YEAR Note: Service Duration - 60 Months	\$338.10	25	\$8,452.50
14	PCS-100-Switches	Installation and Configuration	\$401.75	25	\$10,043.75
15	EX4000-8P	EX4000 8-Port 10/100/1000Base T PoE+ 2x 1GBaseT 2x 1G/10G SFP/SFP+ (optics sold separately) with Standard SW	\$310.63	5	\$1,553.15
16	S-EX-A-C1-5M2 -C-E	Erate bundle, SW EX Advanced, Class 1 (12 ports), Includes Wired Assurance and VNA subscription for EX12 Port Switches with SVC CORE support, 5 YEAR Note: Service Duration - 60 Months	\$338.10	5	\$1,690.50
17	PCS-100-Switches	Installation and Configuration	\$401.75	5	\$2,008.75
18	EX4400-EM-4S	4x10G SFP+ extension module for EX4400 series of switches	\$445.00	250	\$111,250.00
19	SFPP-10G-SR-C	SFP+, 10GBASESR, MMF OM3 300 meters and OM4 400 meters, Standard Temperature (0 through 70 DEGREE C), Duplex LC connector	\$15.81	465	\$7,351.65

Products

Line #	Part #	Product Description	Price	Qty	Ext. Price
20	SFP-10G-LRM-C	SFP+, 10G, MMF 220m and SMF 300m, Standard Temperature (-5 through 85 Deg C), Duplex LC connector	\$93.73	50	\$4,686.50
21	JNP-100G-DAC-1M	QSFP28, 100GE Direct Attach Copper Cable, 1 meter, Standard Temperature (0 through 70 DEGREE C), 0.015W, 30 AWG	\$48.48	325	\$15,756.00
22	JNP-100G-DAC-3M	QSFP28, 100GE Direct Attach Copper Cable, 3 meters, Standard Temperature (0 through 70 DEGREE C), 0.015W, 26 AWG	\$54.82	250	\$13,705.00
					Subtotal: \$2,291,506.25

Quote Summary

Description	Amount
Products	\$2,291,506.25
Total:	\$2,291,506.25

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

PC Solutions & Integration