

April 10, 2013
Lincolnshire / 6:00 PM



This is a meeting of the Washington Local Board of Education in public for the purpose of conducting school district business and is not to be considered a public community meeting. The time for public participation during this meeting is indicated on the agenda as Delegations and Communications. R.C. 121.22, 3313.15

1. Opening
 - A. Call to Order by the President
 - B. Roll Call by the Treasurer
 - C. Pledge of Allegiance
 - D. Delegations and Communications

RECOGNITIONS AND PRESENTATIONS

- Kristin Filby
- Whitmer Varsity Bowling Team
- Bruce Smith

TREASURER'S REPORTS AND RECOMMENDATIONS

2. Minutes
3. Financial Reports and Investments
4. Authorization for Payment of Legal Fees
5. Purchases Over \$25,000
6. FY2013 Amended Appropriation Measure
7. Attendance at Professional Meeting

BOARD COMMUNICATION

ADMINISTRATOR REPORTS

SUPERINTENDENT'S REPORT

SUPERINTENDENT'S RECOMMENDATIONS

8. Resolution Opposing Provisions in HB 59
9. Gifts and Donations
10. Textbook Adoption
11. Advanced Placement Exam Cost
12. Food and Beverage Compliance
13. Award Contract
14. Job Description
15. Purchases Over \$25,000
16. Personnel
17. Executive Session
18. Adjournment

1. Opening

A. Call to Order by the President

The April 10, 2013 meeting of the Board of Education of Washington Local Schools will come to order. It is now _____ P.M.

B. Roll Call by the Treasurer

Mr. Erme _____ Mr. Ilstrup _____ Mr. Adler _____
Mr. Hunter _____ Mr. Zuber _____

Also present:

_____ Mr. Hickey, Superintendent
_____ Mr. Bringman, Director of Business Services
_____ Mrs. Mourlam, Assistant Superintendent
_____ Mr. Fouke, Treasurer

C. Pledge of Allegiance

D. Delegations and Communications

The purpose of the Board of Education meeting is to conduct official Board business. The opportunity for people to address the Board of Education is a privilege that Boards of Education need not grant. This Board of Education has been interested in receiving information from the community. However, in order to provide time for the Board to carry on regular Board business, it becomes necessary to establish certain rules to be followed by those persons wishing to address the Board during Delegations and Communications.

PROCEDURE FOR DELEGATIONS AND COMMUNICATIONS

1. Person addressing the Board should state his/her full name and address.
2. The number of delegates speaking on a particular topic should be limited to one whenever possible.
3. Person addressing the Board should limit his/her remarks to three minutes unless the presentation is of an unusual nature.
4. Questions pertaining to the school operation should be directed to the administration at a time other than during Delegations and Communications.
5. Person addressing the Board should not engage in remarks that could be interpreted as libelous or inflammatory to a particular individual.
6. The Board of Education will attempt to complete the item of Delegations and Communications within thirty minutes.

Adopted by the Washington Local Board of Education ~ July 8, 1976

2. Minutes

The Treasurer recommends that the Board approve the minutes of the regular meeting of March 20, 2013, as presented.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

March 20, 2013

The Washington Local Board of Education met in regular session pursuant to the rules in the Administration Building, 3505 West Lincolnshire Boulevard on March 20, 2013, at 6:00 p.m. The following members were present:

Mr. John Adler	Also, Mr. Patrick Hickey, Superintendent,
Mr. Frank Erme	Mrs. Cherie Mourlam, Assistant Superintendent,
Mr. Dave Hunter	Mr. Dave Bringman, Director of Business Services,
Mr. Tom Ilstrup	and Mr. Jeffery Fouke, Treasurer.
Mr. Steve Zuber	

Superintendent Hickey recognized Whitmer Cheerleaders as they placed fifth in the State of Ohio and to student, Marquise Moore for his success in wrestling. A presentation was given by Dr. Gulick, Director of Technology regarding the Department of Information Services and related space requirements.

Recognition
and
Presentations

It was moved by Mr. Hunter and seconded by Mr. Zuber to accept the Treasurer's recommendation to approve the minutes of the special meeting of February 25, the regular meeting of February 27, and the regular meeting of March 9, 2013, as presented.

Minutes
618-3/13

Yes: Mr. Hunter, Mr. Zuber, Mr. Erme, Mr. Ilstrup, Mr. Adler (5)

The Board of Education was presented with the following reports for the month of February:

1. Summary of Cash Balances, Revenue, General Fund Revenue Detail and Expenses for the Month
2. Cash Report of All Funds
3. Schedule of Checks Written
4. Summary of Investments and Earnings

Financial
Report and
Investments
619-3/13

It was moved by Mr. Erme and seconded by Mr. Zuber to accept the Treasurer's recommendation to approve the financial report and investments as presented.

Yes: Mr. Zuber, Mr. Erme, Mr. Ilstrup, Mr. Adler, Mr. Hunter (5)

It was moved by Mr. Ilstrup and seconded by Mr. Erme to accept the Treasurer's recommendation to approve payment of legal fees billed by Bricker & Eckler in the amount of \$16,166.66 and Spengler Nathanson in the amount of \$1,800.00.

Legal Fees
620-3/13

Yes: Mr. Erme, Mr. Ilstrup, Mr. Adler, Mr. Hunter, Mr. Zuber (5)

Purchases
over \$25,000
621-3/13

It was moved by Mr. Hunter and seconded by Mr. Ilstrup to accept the Treasurer's recommendation to approve the following request for purchases over \$25,000 per Policy 6320 as presented:

- a) Request from John Bettis, Transportation Supervisor
Brahier Oil: Fleet fuel purchase
Purchase Total.....Not to Exceed \$28,500
(Actual w/ delivery \$28,026.07)

Yes: Mr. Ilstrup, Mr. Adler, Mr. Hunter, Mr. Zuber, Mr. Erme (5)

Acceptance
of Tax Rates:
2013/2014
622-3/13

It was moved by Mr. Ilstrup and seconded by Mr. Hunter to accept the Treasurer's recommendation to accept the tax rates to be used for tax collection in fiscal year 2013/2014 as set by the Lucas County Budget Commission as presented:

Said tax rates to be 70.70 mills outside the 10 mill limitation and 5.30 mills inside the 10 mill limitation for the General Fund and 2.60 mills outside the 10 mill limitation for Capital Projects for a total of 78.60 mills

Yes: Mr. Adler, Mr. Hunter, Mr. Zuber, Mr. Erme, Mr. Ilstrup (5)

Mr. Ilstrup gave Governmental Liaison update: Mrs. Spentoff and Ms. Carmean were recognized for their efforts in bringing in Congressman, Bob Latta to Wernert to give a talk to the students.

Gifts &
Donations
623-3/13

It was moved by Mr. Erme and seconded by Mr. Ilstrup to accept the Superintendent's recommendation to accept the gifts and donations as presented:

- A. **Brondes Ford Toledo**
John Stedcke, 5545 Secor Road, Toledo, Ohio 43623
 - \$1,000 cash donation for the Wernert Book Tree Project
- B. **BP-Husky Refining LLC**
Operated by BP Products, North America, Inc.
Diane Thurber, Public Affairs Assistant to Mary Caprella
P.O. Box 696, Toledo, Ohio 43697
 - Monetary donation of \$1,500 to the Engineering-Project Lead the Way Program for the Whitmer Engineering Solar Car

C. Owens Community College

Office of Information Technology

Frances O'Connor

Associate Director, Applications & Network Operations

P.O. Box 10,000, Toledo, Ohio 43699

- Donation of Cisco Catalyst switches to the Computer Networking Technology Program:

<u>MODEL</u>	<u># OF SWITCHES</u>
2950	31
3550	3
6500	1
4500	1

Yes: Mr. Hunter, Mr. Zuber, Mr. Erme, Mr. Ilstrup, Mr. Adler (5)

It was moved by Mr. Hunter and seconded by Mr. Zuber to waive the first reading on the Board of Education policies as presented:

Waive First
Reading on
Board
Policies
624-3/13

- A. 3362 – Nondiscrimination and Anti-Harassment - Professional Staff – REPLACEMENT
- B. 4362 – Nondiscrimination and Anti-Harassment - Classified Staff – REPLACEMENT
- C. 5517 - Nondiscrimination and Anti-Harassment – Students - REPLACEMENT

Yes: Mr. Zuber, Mr. Erme, Mr. Ilstrup, Mr. Adler, Mr. Hunter (5)

It was moved by Mr. Hunter and seconded by Mr. Zuber to accept the Superintendent's recommendation to approve the Board of Education policies as presented.

Board Policy
Replacements
625-3/13

- A. 3362 – Nondiscrimination and Anti-Harassment - Professional Staff – REPLACEMENT
- B. 4362 – Nondiscrimination and Anti-Harassment - Classified Staff – REPLACEMENT
- C. 5517 - Nondiscrimination and Anti-Harassment – Students - REPLACEMENT

Yes: Mr. Zuber, Mr. Erme, Mr. Ilstrup, Mr. Adler, Mr. Hunter (5)

It was moved by Mr. Ilstrup and seconded by Mr. Erme to accept the Superintendent's recommendation to approve, via consent motion, personnel items as presented:

Table
Personnel
Agenda
Item
626-3/13

It was moved by Mr. Hunter and seconded by Mr. Zuber to table the Personnel agenda item.

Yes: Mr. Erme, Mr. Ilstrup, Mr. Adler, Mr. Hunter, Mr. Zuber (5)

Executive
Session
627-3/13

It was moved by Mr. Ilstrup and seconded by Mr. Erme to accept the Superintendent's recommendation to enter into Executive Session to consider the dismissal of a public employee or official, consider the compensation of a public employee or official, consider the investigation of charges or complaints against a public employee, official, licensee, or student, prepare for negotiations or bargaining sessions with public employees concerning their compensation or other terms and conditions of employment, and to review negotiations or bargaining sessions with public employees concerning their compensation or other terms and conditions of employment.

Yes: Mr. Ilstrup, Mr. Hunter, Mr. Adler, Mr. Zuber, Mr. Erme (5)

The Board entered into Executive Session at 7:44 p.m. The meeting was reconvened at 8:21 p.m. and did, in fact, consider the dismissal of a public employee or official, consider the compensation of a public employee or official, consider the investigation of charges or complaints against a public employee, official, licensee, or student, prepare for negotiations or bargaining sessions with public employees concerning their compensation or other terms and conditions of employment, and review negotiations or bargaining sessions with public employees concerning their compensation or other terms and conditions of employment. All five board members are still in attendance.

Restore
Personnel
Agenda Item
628-3/13

It was moved by Mr. Hunter and seconded by Mr. Ilstrup to restore the personnel agenda item to the table.

Yes: Mr. Ilstrup, Mr. Adler, Mr. Hunter, Mr. Zuber, Mr. Erme (5)

Personnel
629-3/13

1. RESIGNATIONS

A. Administrative Personnel

1. Lynita Bigelow	Elementary Principal Hiawatha	06/30/2013 Retirement 20 yrs.
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B. Classified Personnel

1. John Eisenhauer	Bus Driver Transportation	06/30/2013 Retirement 12 yrs.
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2. Sandra Konz	Bus Driver Transportation	06/30/2013 Retirement 23 yrs.	<u>Personnel</u> <u>Continued</u>
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C. Extra Duty Personnel

1. Frank Avenelle**	#15-4 Basketball-Jr.High Coach	06/30/2013
2. Irshad Bannister**	#10-3f Football-Jr.High Coach(10%)	06/30/2013
3. Christian Battle**	#14-2a Basketball-Fresh.Coach(90%)	06/30/2013
4. Robert Brown**	#13-2b Basketball-Assoc.Coach(60%)	06/30/2013
5. Robert Brown**	#14-2b Basketball-Fresh.Coach(10%)	06/30/2013
6. Ryan Brown	#13-3 Basketball-Assoc.Coach	06/30/2013
7. Constantine Chrysochoos**	#3-b Equipment Manager	06/30/2013
8. Kevin Fansler**	#10-3b Football-Jr.High Coach(15%)	06/30/2013
9. Kevin Fansler**	#15-3 Basketball-Jr.High Coach	06/30/2013
10. Kevin Garverick**	#3-e Equipment Manager	06/30/2013
11. Wondell Hills**	#3-c Equipment Manager	06/30/2013
12. Brett Keller**	#9-3d Football-Fresh.Coach(20%)	06/30/2013
13. Justin Keller	#13-2a Basketball-Assoc.Coach(40%)	06/30/2013
14. Thomas Nolan**	#9-2d Football-Fresh.Coach(10%)	06/30/2013
15. Michael Parker**	#15-6 Basketball-Jr.High Coach	06/30/2013
16. Chad Pennywitt	#9-1a Football-Fresh.Coach(50%)	06/30/2013
17. Mikel Pfaff**	#8-4b Football-Assoc.Coach(15%)	06/30/2013
18. Steve Sumner**	#10-4a Football-Jr. High Coach(15%)	06/30/2013
19. William Syroka**	#15-8 Basketball-Jr.High Coach	06/30/2013

**Consultants

2. LEAVE OF ABSENCE**A. Certified Personnel**

1. Kelly McCullough	Maternity Leave	03/20/2013 – 04/26/2013
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B. Classified Personnel

1. Brenda Brown	Ext. Medical Leave	03/15/2013 – 04/12/2013
2. Patrick Watras	Medical Leave	02/14/2013 – 03/19/2013

C. Workers Compensation

1. Idella Halley	Unpaid Leave	02/18/2013 – 04/29/2013
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3. NOMINATIONS – 2012/13**A. Classified Personnel**

1. Michael Gillespie	Safety Aide – Greenwood 2 Hrs./day Sched. K, step 0 @ \$14.13/hr.	03/21/2013
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Personnel
Continued

2. Laura Tabb Classroom – Greenwood 03/21/2013
4 Hrs./day
Sched. J, step 0 @ \$13.74/hr.

B. Substitute Certified Personnel

1. Jeffrey Kern
2. Whitney Osborne
3. Brenda Robinson

C. Substitute Classified Personnel

- | | |
|------------------------|-------------------|
| 1. Kristy Kasch | 4. Timothy Schloz |
| 2. Christopher Marquis | 5. Ava Yates |
| 3. Ronald Monhollen | |

D. Professional Support Staff Mentor (PACE) @ \$325.00 per semester

1. Wendy McCall

E. O.G.T. Tutors and Test Proctors @ \$25.56/hr.
March 4 – March 15, 2013

- | | |
|------------------------|-----------------------|
| 1. Regina Chadwick | 6. Brian Kaser |
| 2. Jodi Fryman-Reed | 7. Amanda Kosakowski |
| 3. Jill Hearst | 8. Matthew Mullan |
| 4. Kelly Heintz | 9. Michelle Nakashima |
| 5. Nicholas Jakutowicz | 10. Marie Wetzell |

F. After School Tutoring @ \$25.56/hr.

- | | |
|-------------------|-----------------------|
| 1. Toni Czajka | 3. Rachael Schmidt |
| 2. Stephanie Eyre | 4. Danielle Zielinski |

G. Extra Duty Index Volunteers
Accepting Services for Coaching

1. Ronald Martin Track

4. CHANGE OF CONTRACT**A. Classified Personnel**

1. Elizabeth Pohl From Secretary – Administrative/Treasurer's Office, (8 Hrs./day), Sched. B, Step 0 @ \$19.09/hr. to Secretary – 12 month, (4 Hrs./day), Sched. C, Step 0 @ \$18.63/hr.
Effective: March 14, 2013

5. NOMINATIONS - EFFECTIVE 2013/14

Personnel
Continued

A. Administrative Personnel

1. Two-Year Contract

NAME	POSITION	STEP	BASE	STIPEND	TOTAL
Schedule 1 - 200 Days					
Leone, Suzanna	Special Ed. Case Manager	6	74,466	5,000	79,466
Schedule 2 - 210 Days					
Franco, Amy	Elementary Principal	10	96,873	4,500	101,373
Magginis, Jr., William	Elementary Principal	10	96,873	3,600	100,473
Scharf, Scott	Elementary Principal	10	96,873	3,600	100,473
Spenthoff, Katherine	Elementary Principal	5	86,713	1,800	88,513
Schedule 5.2 - 12 Months					
Martin, Kristine	Junior High Principal	10	102,980	1,800	104,780
Schedule 5.3 - 12 Months					
Novak, Rachael	Associate Principal - HS	1	82,861	4,500	87,361
Schedule 6.4 - 12 Months					
Bringman, David	Dir Business Services	10	112,811	1,800	114,611
Davis, Brian	Dir Curriculum & Instr. K-12	5	102,651	1,800	104,451
Rochotte, Neil	Dir Student Services	5	102,651	4,500	107,151

2. Three-Year Contract

NAME	POSITION	STEP	BASE	STIPEND	TOTAL
Schedule 6.5 - 12 Months					
Mourlam, Cheryl	Asst. Superintendent	10	117,163	4,500	121,663

3. Annual Notice of Salary

NAME	POSITION	STEP	BASE	STIPEND	TOTAL
Schedule 1 - 200 Days					
Studnicha-Kusic, Cassandra	Special Ed. Case Manager	10	82,594	3,600	86,194
Schedule 2 - 210 Days					
Colon, William	Elementary Principal	10	96,873	3,600	100,473
Perry, Stephen	Elementary Principal	1	78,585	3,600	82,185
Williams, Christine	Elementary Principal	5	86,713	0	86,713
Schedule 3.2 - 210 Days					
Kreft, Christopher	Associate Principal - JH	6	85,622	3,600	89,222
Schedule 5.1 - 12 Months					
Wilkie, Hughana	Special Ed. Coordinator	10	92,005	4,500	96,505

Schedule 5.2 - 12 Months					
Bernhardt, Albert	Junior High Principal	7	96,884	3,600	100,484
Schedule 5.3 - 12 Months					
Dedo, Kimberly	Associate Principal - HS	10	101,149	1,800	102,949
Smith, Elberta	Associate Principal - HS	1	82,861	4,500	87,361
Snook, Thomas	Associate Principal - HS	10	101,149	3,600	104,749
Schedule 6.4 - 12 Months					
Brenton, Nancy	Dir Human Resources	10	112,811	3,600	116,411
Gulick, Robert	Dir Technology	3	98,587	5,000	103,587
Heban, Debra	Director of CTC	10	112,811	1,800	114,611
Welch, Kelly	High School Principal	1	94,523	1,800	96,323

B. Classified Supervisory Personnel

1. Two-Year Contract

TWO-YEAR CONTRACT - 12 MONTHS

NAME	POSITION	SCHEDULE	STEP	SALARY	TOTAL
Warren, Debra	Supv Nutrition Services	6.1	10		75,811

2. Annual Notice of Salary

NAME	POSITION	SCHEDULE	STEP	SALARY	TOTAL
Bettis, John	Transportation Supervisor	6.1.1	10		80,481
Fuller, Rebecca	Asst. Supervisor Transportation	6.2	7		64,737
Keller, Douglas	Asst. Supv of Facilities	6.2	10		70,833
Maly, Keith	Information Technology Manager	6.2	3		56,609
Merritt, Richard	Supv Facility/Tech Services	6.1	10		75,811
Williams, Judith	EMIS Coordinator	6.1.1	6	1,850	74,203

Yes: Mr. Erme, Mr. Ilstrup, Mr. Adler, Mr. Hunter, Mr. Zuber (5)

Adjournment
630-3/13

It was moved by Mr. Ilstrup and seconded by Mr. Zuber that this meeting be adjourned at 8:25 p.m.

Yes: Mr. Adler, Mr. Hunter, Mr. Zuber, Mr. Erme, Mr. Ilstrup (5)

Let the record show that an audio recording of this meeting has been made and is on file in the Office of the Treasurer.

Approved: _____
(President)

Attest: _____
(Treasurer)

3. Financial Reports and Investments

Each month the Board is presented with the following Financial Reports:

- (1) Summary of Cash Balances, Revenue, General Fund Revenue Detail and Expenses for the Month
- (2) Cash Report of All funds
- (3) Schedule of Checks Written
- (4) Summary of Investments and Earnings

The Treasurer will give a brief summary and answer any questions.

The Treasurer recommends that the Board approve the Financial Report and Investments for the month of March as presented.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

SUMMARY OF CASH BALANCE BY FUND

03/31/2013

ACCOUNT TITLE	THIS MONTH ACTIVITY	FY BEGINNING BALANCE	YEAR TO DATE ACTIVITY	END OF MONTH CASH BALANCE
GENERAL	-4,548,612.70	32,940,084.91	6,914,230.61	39,854,315.52
BOND RETIREMENT	0.00	0.00	0.00	0.00
PERMANENT IMPROVEMENT	-1,120.43	4,500,701.91	1,095,220.14	5,595,922.05
BUILDING	-128,858.01	0.00	9,478,356.48	9,478,356.48
FOOD SERVICE	-183,724.21	282,922.72	-123,619.86	159,302.86
SPECIAL TRUST	-764.26	81,887.84	-4,702.97	77,184.87
ENDOWMENT	2.58	46,500.19	5,029.99	51,530.18
UNIFORM SCHOOL SUPPLIES	-250.28	116,770.91	17,442.20	134,258.11
ROTARY-SPECIAL SERVICES	6,218.85	28,976.68	3,533.49	32,510.17
ADULT EDUCATION	0.00	0.00	0.00	0.00
PUBLIC SCHOOL SUPPORT	1,951.74	108,460.89	-9,648.83	98,812.06
OTHER GRANT	-349.55	3,471.90	-722.44	2,749.46
EMPLOYEE BENEFITS SELF INS.	-4,880.29	1,001,911.64	-61,528.75	940,382.89
UNDERGROUND STORAGE TANK FUND	0.00	55,000.00	0.00	55,000.00
STUDENT MANAGED ACTIVITY	14,231.39	132,691.35	43,675.49	176,366.84
DISTRICT MANAGED ACTIVITY	-8,608.82	278,506.91	11,146.32	289,653.23
AUXILIARY SERVICES	-67,621.41	160,819.81	383,240.52	544,060.33
MANAGEMENT INFORMATION SYSTEM	0.00	0.00	0.00	0.00
DATA COMMUNICATION FUND	0.00	0.00	9,900.00	9,900.00
OHIO READS	0.00	0.00	0.00	0.00
VOCATIONAL EDUC. ENHANCEMENTS	-61.22	27,786.27	-2,217.41	25,568.86
POVERTY AID	0.00	0.00	0.00	0.00
MISCELLANEOUS STATE GRANT FUND	0.00	26,589.62	-1,200.55	25,389.07
ADULT BASIC EDUCATION	0.00	0.00	0.00	0.00
EDUCATION JOBS FUND	0.00	65,000.00	-65,000.00	0.00
IDEA PART B GRANTS	-4,526.41	31,764.08	59,895.78	91,659.86
VOC ED: CARL D. PERKINS - 1984	2,973.20	22,438.85	-4,028.49	18,410.36
FISCAL STABILIZATION FUND	0.00	0.00	0.00	0.00
TITLE II D - TECHNOLOGY	0.00	0.00	0.00	0.00
TITLE I SCHOOL IMPROVEMENT A	295.27	3,908.21	6,576.92	10,485.13
TITLE I SCHOOL IMPROVEMENT G	0.00	0.00	0.00	0.00
LIMITED ENGLISH PROFICIENCY	-351.46	10,462.55	-3,955.57	6,506.98
TITLE I DISADVANTAGED CHILDREN	24,185.16	85,897.39	-27,821.67	58,075.72
DRUG FREE SCHOOL GRANT FUND	0.00	0.00	0.00	0.00
IMPROVING TEACHER QUALITY	466.18	36,285.23	4,722.69	41,007.92
MISCELLANEOUS FED. GRANT FUND	0.00	0.00	0.00	0.00
REPORT TOTAL:	-4,899,404.68	40,048,839.86	17,728,524.09	57,777,408.95

Summary of Revenue By Fund

03/31/2013

ACCOUNT TITLE	MONTH ACTUAL RECEIPTS	FISCAL YEAR EST. RECEIPTS	FYTD ACTUAL RECEIPTS	FYTD BALANCE UNCOLLECTED
GENERAL	2,798,262.96	70,394,455.00	60,177,902.59	10,216,552.41
BOND RETIREMENT	0.00	818,771.90	818,771.90	0.00
PERMANENT IMPROVEMENT	29,480.85	1,989,112.00	1,783,064.19	206,047.81
BUILDING	477.11	10,000,000.00	10,001,620.49	(1,620.49)
FOOD SERVICE	87,784.78	2,711,000.00	1,888,532.11	822,467.89
SPECIAL TRUST	235.74	45,115.00	19,679.82	25,435.18
ENDOWMENT	2.58	5,720.00	5,529.99	190.01
UNIFORM SCHOOL SUPPLIES	3,625.90	104,425.00	79,074.25	25,350.75
ROTARY-SPECIAL SERVICES	10,927.23	81,800.00	58,499.81	23,300.19
ADULT EDUCATION	0.00	0.00	0.00	0.00
PUBLIC SCHOOL SUPPORT	3,105.86	65,100.00	48,189.67	16,910.33
OTHER GRANT	0.00	0.00	0.00	0.00
EMPLOYEE BENEFITS SELF INS.	41,391.95	490,225.00	368,238.45	121,986.55
STUDENT MANAGED ACTIVITY	23,147.57	320,345.00	144,929.31	175,415.69
DISTRICT MANAGED ACTIVITY	39,990.93	874,200.00	560,364.72	313,835.28
AUXILIARY SERVICES	9,384.90	920,927.00	920,876.91	50.09
MANAGEMENT INFORMATION SYSTEM	0.00	0.00	0.00	0.00
DATA COMMUNICATION FUND	0.00	19,800.00	9,900.00	9,900.00
OHIO READS	0.00	0.00	0.00	0.00
VOCATIONAL EDUC. ENHANCEMENTS	930.00	61,081.14	28,829.30	32,251.84
MISCELLANEOUS STATE GRANT FUND	6,487.41	119,813.42	69,779.88	50,033.54
ADULT BASIC EDUCATION	0.00	0.00	0.00	0.00
EDUCATION JOBS FUND	0.00	0.00	0.00	0.00
IDEA PART B GRANTS	153,900.00	2,011,326.70	1,283,964.13	727,362.57
VOC ED: CARL D. PERKINS - 1984	11,000.00	168,575.08	111,437.55	57,137.53
FISCAL STABILIZATION FUND	0.00	0.00	0.00	0.00
TITLE II D - TECHNOLOGY	0.00	2,940.09	940.09	2,000.00
TITLE I SCHOOL IMPROVEMENT A	7,700.00	82,669.90	51,548.68	31,121.22
TITLE I SCHOOL IMPROVEMENT G	0.00	0.00	0.00	0.00
LIMITED ENGLISH PROFICIENCY	7,105.02	29,575.00	27,617.50	1,957.50
TITLE I DISADVANTAGED CHILDREN	317,500.00	2,638,251.46	1,470,623.72	1,167,627.74
DRUG FREE SCHOOL GRANT FUND	0.00	0.00	0.00	0.00
IMPROVING TEACHER QUALITY	27,000.00	365,970.00	243,040.69	122,929.31
MISCELLANEOUS FED. GRANT FUND	0.00	0.00	0.00	0.00
REPORT TOTAL	3,579,440.79	94,321,198.69	80,172,955.75	14,148,242.94

Fnd Rcpt	Sc	Subject	OPU	Description	FYTD Receivable	FYTD Actual Receipts	MTD Actual Receipts	FYTD Balance Receivable	Pct. Rcvd	
001	1111	0000	000000	000	GEN.PROP.TAX-REAL ESTATE	34,050,000.00	34,004,578.27	811,091.95	45,421.73	99.9%
001	1121	0000	000000	000	TANG. PERS.PROP.TAX	5,000.00	197.21	.00	4,802.79	3.9%
001	1211	0000	000000	000	TUITION - DAY SCHOOL	.00	.00	.00	.00	0.0%
001	1212	0000	000000	000	TUITION-SUMMER SCHOOL	10,000.00	340.00	.00	9,660.00	3.4%
001	1221	0000	000000	000	TUITION SF-14	380,000.00	139,686.51	2,467.64	240,313.49	36.8%
001	1223	0000	000000	000	SPECIAL ED./EXCESS COST	195,000.00	179,503.03	107,432.92	15,496.97	92.1%
001	1344	0000	000000	000	TRANSPORTATION FEES	150,000.00	101,640.65	1,469.72	48,359.35	67.8%
001	1410	0000	000000	000	INTEREST ON INVESTMENTS	60,000.00	48,622.70	5,771.17	11,377.30	81.0%
001	1740	0000	000000	030	CLASS FEES - WHITMER	5,200.00	725.00	.00	4,475.00	13.9%
001	1740	0000	000000	055	CLASS FEES GREENWOOD	2,700.00	2,635.00	.00	65.00	97.6%
001	1740	0000	000000	060	CLASS FEES HIAWATHA	2,800.00	2,135.00	30.00	665.00	76.3%
001	1740	0000	000000	090	CLASS FEES JACKMAN	2,900.00	2,730.00	.00	170.00	94.1%
001	1740	0000	000000	110	CLASS FEES MCGREGOR	3,600.00	3,693.00	30.00	93.00	102.6%
001	1740	0000	000000	120	CLASS FEES MEADOWVALE	4,700.00	4,620.00	90.00	80.00	98.3%
001	1740	0000	000000	130	CLASS FEES MONAC	3,000.00	2,941.00	.00	59.00	98.0%
001	1740	0000	000000	150	CLASS FEES SHORELAND	4,900.00	5,325.00	.00	425.00	108.7%
001	1740	0000	000000	160	CLASS FEES TRILBY	.00	.00	.00	.00	0.0%
001	1740	0000	000000	170	CLASS FEES WERNERT	2,200.00	2,160.00	.00	40.00	98.2%
001	1790	0000	000000	000	SET ASIDE ADJUSTMENT TRANSFER	1,000,000.00	3,081,956.45	.00	4,081,956.45	0.0%
001	1810	0000	000000	000	RENTALS	95,000.00	70,328.50	1,357.50	24,671.50	74.0%
001	1820	0000	000000	000	CONTRIBUTIONS/DONATIONS	.00	.00	.00	.00	0.0%
001	1830	0000	000000	000	OTHER LOCAL REIMBURSEMENT	.00	.00	.00	.00	0.0%
001	1880	0000	000000	000	ABATEMENT PAYMENTS	225,000.00	228,965.31	8,716.50	3,965.31	101.8%
001	1890	0000	000000	000	OTHER RECEIPTS-LOCAL	50,000.00	87,028.08	7,171.82	37,028.08	174.1%
001	1890	0000	000000	030	MISC. WHITMER FEES ADJUSTMENT	.00	.00	.00	.00	0.0%
001	1933	0000	000000	000	SALE & LOSS OF ASSETS	2,000.00	1,075.00	.00	925.00	53.8%
001	2400	0000	000000	000	PAYMENT IN LIEU OF TAXES - TIF	3,700,000.00	3,745,105.08	.00	45,105.08	101.2%
001	3110	0000	000000	000	SCHOOL FOUND.-BASIC ALLOW	20,000,000.00	15,290,807.89	1,783,233.26	4,709,192.11	76.5%
001	3131	0000	000000	000	10% AND 2.5% ROLLBACK	2,600,000.00	1,362,712.75	.00	1,237,287.25	52.4%
001	3132	0000	000000	000	HOMESTEAD EXEMPTION	1,400,000.00	734,855.23	.00	665,144.77	52.5%
001	3133	0000	000000	000	\$10,000 PERSONAL PROPERTY TAX EXEMPTIO	.00	.00	.00	.00	0.0%
001	3134	0000	000000	000	ELECTRIC DEREGULATION PROP TAX REPLACE	.00	.00	.00	.00	0.0%
001	3135	0000	000000	000	TANGIBLE PERSONAL PROPERTY TAX LOSS	6,144,455.00	3,072,227.53	.00	3,072,227.47	50.0%
001	3139	0000	000000	000	OTHER PROPERTY TAX ALLOCATIONS/CASINO	.00	.00	.00	.00	0.0%
001	3190	0000	000000	000	CASINO TAX REVENUE	145,000.00	143,330.08	.00	1,669.92	98.8%
001	3219	0000	000000	000	RESTRICTED CAREER TECH./SPECIAL EDUCAT	515,000.00	342,068.40	38,007.60	172,931.60	66.4%
001	4220	0000	000000	000	COMMUNITY ALTERNATIVE FUNDING SYSTEM (148,000.00	110,629.87	31,392.88	37,370.13	74.7%
001	5220	0000	000000	000	GEN.FUND ADVANCES - IN	485,000.00	485,000.00	.00	.00	100.0%
001	5300	0000	000000	000	REFUND PRIOR YEAR EXPEND.	3,000.00	2,236.50	.00	763.50	74.6%
** Fund 001 Sc 0000 Totals					69,394,455.00	63,259,859.04	2,798,262.96	6,134,595.96	91.2%	
001	1790	9190	000000	000	SET ASIDE ADJUSTMENT TRANSFER	.00	.00	.00	.00	0.0%
001	5100	9190	000000	000	TRANSFERS IN	.00	.00	.00	.00	0.0%

Processing Month: March 2013

(REVSEL)

Washington Local

Fnd Rcpt	Sc	Subj	OPU	Description	FYTD Receivable	FYTD Actual Receipts	MTD Actual Receipts	FYTD Balance Receivable	Pct. Rcvd
	** Fund 001	Sc	9190	Totals	.00	.00	.00	.00	0.0%
001	1790	9192	000000 000	SET ASIDE ADJUSTMENT TRANSFER	1,000,000.00	1,143,826.89	.00	143,826.89-	114.4%
	** Fund 001	Sc	9192	Totals	1,000,000.00	1,143,826.89	.00	143,826.89-	114.4%
001	1790	9193	000000 000	GENERAL OTHER CLASSRM MATERIAL/FEE	.00	4,225,783.34-	.00	4,225,783.34	0.0%
001	1890	9193	000000 000	OTHER RECEIPTS-LOCAL	.00	.00	.00	.00	0.0%
001	2400	9193	000000 000	PAYMENT IN LIEU OF TAXES	.00	.00	.00	.00	0.0%
	** Fund 001	Sc	9193	Totals	.00	4,225,783.34-	.00	4,225,783.34	0.0%
001	1790	9194	000000 000	BUS FUND ADJUSTMENT	.00	.00	.00	.00	0.0%
001	3212	9194	000000 000	BUS RESTRICTED GRANT	.00	.00	.00	.00	0.0%
	** Fund 001	Sc	9194	Totals	.00	.00	.00	.00	0.0%
001	1790	9196	000000 000	BUDGET RESERVE ADJUSTMENT	.00	.00	.00	.00	0.0%
	** Fund 001	Sc	9196	Totals	.00	.00	.00	.00	0.0%
Grand Total All Funds					70,394,455.00	60,177,902.59	2798,262.96	10,216,552.41	85.5%

Summary of Expenditures by Fund

03/31/2013

ACCOUNT ITEM	FYTD APPROPRIATION	FYTD ACTUAL EXPENDITURES	MONTH TO DATE EXPENDITURES	CURRENT ENCUMBRANCES	FYTD UNENCUM. BALANCE	FYTD % EXP OR ENCUM.
GENERAL	75,005,359.04	53,263,671.98	7,346,875.66	1,430,483.33	20,311,203.73	72.92
BOND RETIREMENT	818,771.90	818,771.90	0.00	0.00	0.00	100.00
PERMANENT IMPROVEMENT	4,425,214.33	687,844.05	30,601.28	567,860.15	3,169,510.13	28.38
BUILDING	10,000,000.00	523,264.01	129,335.12	8,695,660.54	781,075.45	92.19
FOOD SERVICE	2,665,944.00	2,012,151.97	271,508.99	167,524.09	486,267.94	81.76
SPECIAL TRUST	32,800.00	24,382.79	1,000.00	10,140.00	(1,722.79)	105.25
ENDOWMENT	1,000.00	500.00	0.00	0.00	500.00	50.00
UNIFORM SCHOOL SUPPLIES	194,442.46	61,587.05	3,876.18	16,311.59	116,543.82	40.06
ROTARY-SPECIAL SERVICES	109,172.29	54,966.32	4,708.38	11,995.00	42,210.97	61.34
ADULT EDUCATION	0.00	0.00	0.00	0.00	0.00	
PUBLIC SCHOOL SUPPORT	123,990.72	57,838.50	1,154.12	7,107.18	59,045.04	52.38
OTHER GRANT	3,471.90	722.44	349.55	669.05	2,080.41	40.08
EMPLOYEE BENEFITS SELF INS.	575,000.00	429,767.20	46,272.24	0.00	145,232.80	74.74
STUDENT MANAGED ACTIVITY	348,157.64	101,253.82	8,916.18	50,285.71	196,618.11	43.53
DISTRICT MANAGED ACTIVITY	968,298.21	549,218.40	48,599.75	116,216.32	302,863.49	68.72
AUXILIARY SERVICES	1,081,729.82	537,636.39	77,006.31	231,440.02	312,653.41	71.10
MANAGEMENT INFORMATION SYSTEM	0.00	0.00	0.00	0.00	0.00	
DATA COMMUNICATION FUND	19,800.00	0.00	0.00	0.00	19,800.00	
OHIO READS	0.00	0.00	0.00	0.00	0.00	
VOCATIONAL EDUC. ENHANCEMENTS	76,417.41	31,046.71	991.22	0.00	45,370.70	40.63
POVERTY AID	0.00	0.00	0.00	0.00	0.00	
MISCELLANEOUS STATE GRANT FUND	119,090.58	70,980.43	6,487.41	390.00	47,720.15	59.93
ADULT BASIC EDUCATION	0.00	0.00	0.00	0.00	0.00	
EDUCATION JOBS FUND	65,000.00	65,000.00	0.00	0.00	0.00	100.00
IDEA PART B GRANTS	1,948,090.78	1,224,068.35	158,426.41	17,566.60	706,455.83	63.74
VOC ED: CARL D. PERKINS - 1984	167,764.84	115,466.04	8,026.80	15,509.73	36,789.07	78.07
FISCAL STABILIZATION FUND	0.00	0.00	0.00	0.00	0.00	
TITLE II D - TECHNOLOGY	940.09	940.09	0.00	0.00	0.00	100.00
TITLE I SCHOOL IMPROVEMENT A	76,578.11	44,971.76	7,404.73	0.00	31,606.35	58.73
TITLE I SCHOOL IMPROVEMENT G	0.00	0.00	0.00	0.00	0.00	
LIMITED ENGLISH PROFICIENCY	30,037.55	31,573.07	7,456.48	0.00	(1,535.52)	105.11
TITLE I DISADVANTAGED CHILDREN	2,611,664.93	1,498,445.39	293,314.84	26,947.19	1,086,272.35	58.41
DRUG FREE SCHOOL GRANT FUND	0.00	0.00	0.00	0.00	0.00	
IMPROVING TEACHER QUALITY	362,375.60	238,318.00	26,533.82	18,000.00	106,057.60	70.73
MISCELLANEOUS FED. GRANT FUND	0.00	0.00	0.00	0.00	0.00	
	101,831,112.20	62,444,386.66	8,478,845.47	11,384,106.50	28,002,619.04	72.50

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
001 0000	GENERAL FUND, COST CENTER							
25,264,301.57	2,798,262.96	63,259,859.04	7,190,720.81	51,284,154.97	37,240,005.64	1,035,284.59	36,204,721.05	
001 9190	GENERAL FUND, TEXT/INSTR.MAT.SET-ASIDE							
0.00	0.00	0.00	25,989.89	604,068.71	604,068.71-	140,215.28	744,283.99-	
001 9192	GENERAL FUND, CAP.IMPR./MAINT.SET-ASIDE							
0.00	0.00	1,143,826.89	130,164.96	1,375,448.30	231,621.41-	254,983.46	486,604.87-	
001 9193	GENERAL FUND, TAX ABATEMENT							
4,225,783.34	0.00	4,225,783.34-	0.00	0.00	0.00	0.00	0.00	
001 9194	GENERAL FUND, SCHOOL BUS FUND							
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
001 9196	GENERAL FUND, HB 412-BUDGET RESERVE							
3,450,000.00	0.00	0.00	0.00	0.00	3,450,000.00	0.00	3,450,000.00	
TOTAL FOR Fund 001 - GENERAL:								
32,940,084.91	2,798,262.96	60,177,902.59	7,346,875.66	53,263,671.98	39,854,315.52	1,430,483.33	38,423,832.19	
002 9602	BOND RETIREMENT, DEBT SERVICE-PERM.IMP.TAN							
0.00	0.00	628,736.00	0.00	628,736.00	0.00	0.00	0.00	
002 9613	BOND RETIREMENT, DEBT SERVICE - COPS							
0.00	0.00	190,035.90	0.00	190,035.90	0.00	0.00	0.00	
002 9699	BOND RETIREMENT, HB 264-WW ENERGY MNGT.PLA							
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TOTAL FOR Fund 002 - BOND RETIREMENT:								
0.00	0.00	818,771.90	0.00	818,771.90	0.00	0.00	0.00	
003 9001	PERMANENT IMPROVEMENT, HORACE MANN P.I. FUND							
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
003 9006	PERMANENT IMPROVEMENT - STADIUM RENOVATION							
146,466.72	9.58	45,098.98	0.00	0.00	191,565.70	0.00	191,565.70	
003 9013	PERMANENT IMPROVEMENT-TRILBY PROPERTY							
0.00	10.98	219,664.38	0.00	0.00	219,664.38	0.00	219,664.38	
003 9099	PI LEVY FUND							
4,354,235.19	29,460.29	1,518,300.83	30,601.28	687,844.05	5,184,691.97	567,860.15	4,616,831.82	
TOTAL FOR Fund 003 - PERMANENT IMPROVEMENT:								
4,500,701.91	29,480.85	1,783,064.19	30,601.28	687,844.05	5,595,922.05	567,860.15	5,028,061.90	

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
004	9613 BUILDING FUND							
	0.00	477.11	10,001,620.49	129,335.12	523,264.01	9,478,356.48	8,695,660.54	782,695.94
	TOTAL FOR Fund 004 - BUILDING:							
	0.00	477.11	10,001,620.49	129,335.12	523,264.01	9,478,356.48	8,695,660.54	782,695.94
006	0000 CAFETERIA, COST CENTER							
	282,922.72	87,784.78	1,888,532.11	271,508.99	2,012,151.97	159,302.86	167,524.09	8,221.23-
	TOTAL FOR Fund 006 - FOOD SERVICE:							
	282,922.72	87,784.78	1,888,532.11	271,508.99	2,012,151.97	159,302.86	167,524.09	8,221.23-
007	9013 WHITMER CAREER & TECHNOLOGY CTR SCHOLARSHIP							
	0.00	0.00	7,500.00	1,000.00	3,000.00	4,500.00	0.00	4,500.00
007	9067 TRUST FUNDS, EMPLOYEE RECOGNITION FUND							
	14,459.55	0.00	2,200.00	0.00	13,155.61	3,503.94	10,140.00	6,636.06-
007	9083 TRUST FUNDS, EMP.MEM.SCHOLARSHIP FUND							
	34,008.39	235.74	7,736.88	0.00	6,739.76	35,005.51	0.00	35,005.51
007	9088 TRUST FUNDS, STALE CHECKS							
	33,419.90	0.00	2,242.94	0.00	1,487.42	34,175.42	0.00	34,175.42
	TOTAL FOR Fund 007 - SPECIAL TRUST:							
	81,887.84	235.74	19,679.82	1,000.00	24,382.79	77,184.87	10,140.00	67,044.87
008	9011 JODI FRANCIS EDUCATION SCHOLARSHIP							
	10,504.01	0.78	5,507.19	0.00	500.00	15,511.20	0.00	15,511.20
008	9082 TRUST FUNDS, TRILBY SPORTSMEN SCHOLARSHIP							
	24,819.75	1.24	15.72	0.00	0.00	24,835.47	0.00	24,835.47
008	9085 TRUST FUNDS, K. E. BISHOP SCHOLARSHIP							
	6,150.66	0.31	3.89	0.00	0.00	6,154.55	0.00	6,154.55
008	9086 TRUST FUNDS, LA POINT SCHOLARSHIP							
	5,025.77	0.25	3.19	0.00	0.00	5,028.96	0.00	5,028.96
	TOTAL FOR Fund 008 - ENDOWMENT:							
	46,500.19	2.58	5,529.99	0.00	500.00	51,530.18	0.00	51,530.18
009	9700 SUPPLY RESALE/ART DISTRICT							
	2,896.08	653.50	8,592.15	429.90	7,747.04	3,741.19	2,628.54	1,112.65
009	9702 SUPPLY RESALE/ART JEFFERSON							
	195.85-	35.93	1,600.22	0.00	948.52	455.85	382.64	73.21

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
009 9703	SUPPLY RESALE/ART WASHINGTON	293.94-	0.00	1,596.57	0.00	850.36	452.27	337.64	114.63
009 9704	MALCOLM-BAIN CENTER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9705	SUPPLY RESALE/BUSINESS WHITMER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9706	SUPPLY RESALE/CAREER PATHWAYS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9707	SUPPLY RESALE/COMPUTER TECH JEFFERSON	7,476.77	0.00	5.00	0.00	0.00	7,481.77	0.00	7,481.77
009 9708	COMPUTER TECH WASHINGTON	3,821.33	0.00	0.00	0.00	0.00	3,821.33	0.00	3,821.33
009 9710	SUPPLY RESALE/ENGLISH JEFFERSON	5,833.44	43.11	1,920.25	0.00	1,426.74	6,326.95	0.00	6,326.95
009 9711	SUPPLY RESALE/ENGLISH WASHINGTON	704.42	30.00	1,993.89	0.00	51.24	2,647.07	0.00	2,647.07
009 9712	SUPPLY RESALE/ENGLISH WHITMER	8,762.24	405.90	4,244.60	30.64	5,047.54	7,959.30	0.00	7,959.30
009 9713	SUPPLY RESALE/FAMILY & CONSUMER SCIENCE	374.76	156.00	1,495.00	0.00	1,124.34	745.42	1,600.00	854.58-
009 9715	SUPPLY RESALE/FOREIGN LANGUAGE WHITMER	6,940.95	83.00	3,194.00	0.00	9,844.03	290.92	262.00	28.92
009 9717	SUPPLY RESALE/ID'S HIGH SCHOOL	7,607.66	10.00	217.00	0.00	0.00	7,824.66	0.00	7,824.66
009 9719	SUPPLY RESALE/GATEWAY TO TECHNOLOGY- JEFFERSON	1,854.59	71.86	3,190.43	1,115.94	1,984.88	3,060.14	4,030.25	970.11-
009 9720	SUPPLY RESALE/GATEWAY TO TECHNOLOGY-WASHINGTO	2,440.00	75.00	3,290.14	0.00	171.62	5,558.52	146.00	5,412.52
009 9721	SUPPLY RESALE/INDUSTRIAL TECH WHITMER	2,137.13	444.50	2,414.05	1,222.68	3,858.70	692.48	150.00	542.48
009 9722	SUPPLY RESALE/MATH JEFFERSON	2,784.82	35.93	1,600.22	20.54	3,002.30	1,382.74	0.00	1,382.74

Date: 04/01/2013
 Time: 3:04 pm

Washington Local
 Financial Report by Fund/SCC/Fund
 CASH REPORT - MARCH 2013

Page: 4
 (FINSUM)

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
		MTD Receipts						
009 9723	SUPPLY RESALE/MATH WASHINGTON	25.00	19.95	19.95	5,105.95	0.00	5,105.95	
	3,461.33							
009 9724	SUPPLY RESALE/MATH WHITMER	31.00	0.00	0.00	11,668.25	0.00	11,668.25	
	11,530.25							
009 9725	SUPPLY RESALE/MUSIC DISTRICT	60.00	189.21	646.95	1,349.38	0.00	1,349.38	
	606.13							
009 9726	SUPPLY RESALE/OTHER DISTRICT	0.00	0.00	0.00	548.53	0.00	548.53	
	548.53							
009 9727	SUPPLY RESALE/PHYSICAL EDUCATION JR HIGH	0.00	0.00	45.00-	3,383.02	2,311.65	1,071.37	
	3,328.02							
009 9728	SUPPLY RESALE/PHYSICAL EDUCATION WHITMER	14.00	0.00	0.00	416.32	759.28	342.96-	
	191.32							
009 9729	SUPPLY RESALE/SCIENCE JEFFERSON	64.67	0.00	420.13	2,869.65	150.00	2,719.65	
	874.11							
009 9730	SUPPLY RESALE/SCIENCE WASHINGTON	35.00	0.00	465.07	3,077.99	833.90	2,244.09	
	1,216.86							
009 9731	SUPPLY RESALE/SCIENCE WHITMER	398.00	129.54	4,119.19	18,430.53	1,109.90	17,320.63	
	14,197.47							
009 9732	SUPPLY RESALE/SOCIAL STUDIES JEFFERSON	0.00	0.00	282.25	271.96	0.00	271.96	
	69.50-							
009 9733	SUPPLY RESALE/SOCIAL STUDIES WHITMER	0.00	0.00	0.00	61.70	0.00	61.70	
	61.70							
009 9734	SUPPLY RESALE/SOCIAL STUDIES WASHINGTON	10.00	0.00	0.00	634.63	0.00	634.63	
	0.00							
009 9738	SUPPLY RESALE/INTRO TO HEALTH INFO MGMT	0.00	0.00	0.00	145.56	0.00	145.56	
	0.06							
009 9739	SUPPLY RESALE/HEALTH INFORMATION MGMT II	35.00	0.00	0.00	948.23	0.00	948.23	
	808.23							
009 9740	SUPPLY RESALE/INTRO TO DIGITAL GRAPHIC DESIGN	25.00	0.00	0.00	299.37	252.38	46.99	
	179.37							
009 9741	SUPPLY RESALE/EXPLORING HEALTHCARE	40.00	0.00	407.00	1,845.19	0.00	1,845.19	
	1,742.19							

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Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
		MTD Receipts						
009 9742	SUPPLY RESALE/INTRO TO AQUATIC ENVIRONMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9743	SUPPLY RESALE/INTRO TO AUTO TECH	55.38	12.00	217.00	0.00	131.00	141.38	0.00
009 9744	SUPPLY RESALE/INTRO TO COMPUTER NETWORK	417.94	5.00	138.00	0.00	0.00	555.94	523.52
009 9745	SUPPLY RESALE/INTRO TO HUMAN SERVICES	63.50	10.00	229.00	0.00	0.00	292.50	205.40
009 9746	SUPPLY RESALE/EXPLORING CAREERS IN EDUCATION	704.77	0.00	400.00	0.00	0.00	1,104.77	0.00
009 9747	SUPPLY RESALE/INTRO TO WELDING	153.76	30.00	340.00	0.00	403.18	90.58	0.00
009 9750	SUPPLY RESALE/PRE-ENGINEERING	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9751	SUPPLY RESALE/STREET LAW	45.97	45.00	405.00	0.00	0.00	450.97	0.00
009 9752	SUPPLY RESALE - LAW & ORDER I	115.06	0.00	733.00	0.00	791.06	57.00	0.00
009 9753	SUPPLY RESALE - YOUR LEGAL RIGHTS	11.62	0.00	60.00	0.00	0.00	71.62	0.00
009 9754	SUPPLY RESALE/AUTO MAINTENANCE	57.83	30.00	120.00	0.00	265.00	87.17-	0.00
009 9755	SUPPLY RESALE/AUTO TECH I	309.78-	0.00	910.00	0.00	420.00	180.22	0.00
009 9756	SUPPLY RESALE/AUTO TECH II	551.65	0.00	390.00	0.00	900.00	41.65	0.00
009 9757	SUPPLY RESALE/BUS-COMP TECH I	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9758	SUPPLY RESALE/BUS-COMP TECH II	27.71-	0.00	0.00	0.00	0.00	27.71-	0.00
009 9759	SUPPLY RESALE/CULINARY ARTS I	101.56	0.00	500.00	0.00	654.00	52.44-	0.00

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
		MTD Receipts						
009 9760	SUPPLY RESALE/COM-BUS ACADEMY	113.00	82.40	82.40	5,902.63	217.85	5,684.78	
	3,592.03	2,393.00						
009 9761	SUPPLY RESALE/COMPUTER NETWORK TECH I	0.00	0.00	0.00	437.67	0.00	437.67	
	357.67	80.00						
009 9762	SUPPLY RESALE/COMPUTER NETWORK TECH II	0.00	0.00	0.00	443.74	283.02	160.72	
	343.74	100.00						
009 9764	SUPPLY RESALE/CONSTRUCTION TECH I	0.00	0.00	0.00	2,593.17	0.00	2,593.17	
	1,373.17	1,220.00						
009 9765	SUPPLY RESALE/CONSTRUCTION TECH II	0.00	0.00	0.00	351.88	0.00	351.88	
	141.88	210.00						
009 9766	SUPPLY RESALE/COSMETOLOGY I	0.00	0.00	1,858.57	857.04	0.00	857.04	
	1,126.11	1,589.50						
009 9767	SUPPLY RESALE/COSMETOLOGY II	120.00	0.00	1,472.75	857.51	0.00	857.51	
	1,020.26	1,310.00						
009 9768	SUPPLY RESALE/CRIMINAL SCIENCE I	115.00	0.00	1,075.00	391.20	0.00	391.20	
	1.20	1,465.00						
009 9769	SUPPLY RESALE/CRIMINAL SCIENCE II	160.00	0.00	960.00	524.35	0.00	524.35	
	394.35	1,090.00						
009 9770	SUPPLY RESALE/TEACHING PROFESSIONS II	43.00	368.00	368.00	687.93	0.00	687.93	
	284.93	771.00						
009 9772	SUPPLY RESALE/DIGITAL GRAPHIC DESIGN I	0.00	0.00	563.81	661.31	0.00	661.31	
	385.12	840.00						
009 9773	SUPPLY RESALE/DIGITAL GRAPHIC DESIGN II	70.00	0.00	379.21	348.52	0.00	348.52	
	272.73	455.00						
009 9774	SUPPLY RESALE/ENVIRONMENTAL SYSTEMS I	0.00	0.00	0.00	0.00	0.00	0.00	
	0.00	0.00						
009 9775	SUPPLY RESALE/ENVIRONMENTAL SYSTEMS II	0.00	0.00	0.00	0.00	0.00	0.00	
	0.00	0.00						
009 9777	SUPPLY RESALE/TEACHING PROFESSIONS I	0.00	0.00	0.00	758.79	0.00	758.79	
	428.79	330.00						
009 9781	SUPPLY RESALE/ ENGINEERING I	0.00	0.00	0.00	1,097.92	0.00	1,097.92	
	602.92	495.00						

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Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
009 9782	SUPPLY RESALE/ENGINEERING DESIGN & DEVELOPMEN	1,359.94	0.00	500.00	0.00	1,358.10	501.84	0.00	501.84
009 9783	SUPPLY RESALE/INTRO TO ENGINEERING DESIGN	2,201.54	30.00	375.00	0.00	0.00	2,576.54	0.00	2,576.54
009 9784	SUPPLY RESALE/PRINCIPLES OF ENGINEERING	1,018.79	30.00	660.75	0.00	0.00	1,679.54	0.00	1,679.54
009 9785	SUPPLY RESALE/MARKETING E-COMM I	311.37-	0.00	0.00	0.00	0.00	311.37-	0.00	311.37-
009 9786	SUPPLY RESALE/MARKETING/E-BUSINESS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9787	SUPPLY RESALE/MARKETING FOR SENIORS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9790	SUPPLY RESALE/MED TECH I-PATIENT CARE	187.75	200.00	1,671.00	0.00	1,036.61	822.14	0.00	822.14
009 9791	SUPPLY RESALE/MED TECH II	1,339.97	0.00	414.00	0.00	0.00	1,753.97	0.00	1,753.97
009 9794	SUPPLY RESALE/MED TECH I-INTRO TO DENTAL CARE	120.04	0.00	25.00	0.00	0.00	145.04	0.00	145.04
009 9795	UNIFORM SCHL SUPPLIES- BIOMEDICAL INNOVATIONS	30.00	0.00	60.00	0.00	0.00	90.00	0.00	90.00
009 9799	SUPPLY RESALE/PRECISION MACHINE I	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
009 9801	SUPPLY RESALE/WELDING I	90.50	110.00	900.00	0.00	1,096.86	106.36-	0.00	106.36-
009 9802	SUPPLY RESALE/WELDING II	123.71	0.00	200.00	0.00	247.04	76.67	0.00	76.67
009 9805	SUPPLY RESALE/INTRO TO CONSTRUCT. TECHNOLOGY	919.93	0.00	375.00	267.38	1,022.42	272.51	0.00	272.51
009 9808	SUPPLY RESALE/SPORTS & ENTERTAINMENT MARKETIN	250.44	7.00	154.00	0.00	220.71	183.73	0.00	183.73
009 9811	SUPPLY RESALE/MARKETING MGMT & RESEARCH I	437.15	0.00	90.50	0.00	428.62	99.03	0.00	99.03

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
009 9814	SUPPLY RESALE/MARKETING MGMT. & RESEARCH II	168.97	0.00	48.00	0.00	112.22	104.75	0.00	104.75
009 9817	SUPPLY RESALE/ MEDICAL ACADEMY	121.55	30.00	191.00	0.00	417.29	104.74-	0.00	104.74-
009 9820	SUPPLY RESALE/HEALTH INFORMATION MGMT I	197.44	35.00	105.00	0.00	0.00	302.44	0.00	302.44
009 9823	SUPPLY RESALE/MEDICAL TERMINOLOGY	236.52	60.00	740.00	0.00	814.53	161.99	0.00	161.99
009 9824	SUPPLY RESALE/MEDICAL TECH I DIAGNOSTICS CARE	336.46	0.00	39.00	0.00	0.00	375.46	0.00	375.46
009 9830	SUPPLY RESALE/INTRO TO CULINARY ARTS	45.81	15.00	323.75	0.00	415.00	45.44-	0.00	45.44-
009 9831	SUPPLY RESALE/BIOMEDICAL SCIENCES	1,797.83	0.00	60.00	0.00	0.00	1,857.83	0.00	1,857.83
009 9832	SUPPLY RESALE/HUMAN BODY SYSTEMS	165.00	0.00	85.00	0.00	0.00	250.00	0.00	250.00
009 9833	SUPPLY RESALE/MEDICAL INTERVENTIONS	165.00	0.00	0.00	0.00	0.00	165.00	0.00	165.00
009 9834	SUPPLY RESALE/LAW & ORDER II	297.76	0.00	775.00	0.00	784.00	288.76	0.00	288.76
009 9835	SUPPLY RESALE/INTRO TO VIDEO PROD&V-PROD II	1,017.72	0.00	0.00	0.00	115.82	901.90	127.62	774.28
009 9836	SUPPLY/RESALE WASHINGTON	0.00	175.00-	45.00	0.00	0.00	45.00	0.00	45.00
009 9837	SUPPLY RESALE - JEFFERSON	0.00	251.50-	147.50	0.00	0.00	147.50	0.00	147.50
009 9880	CULINARY ARTS II	365.54	0.00	250.00	0.00	821.00	205.46-	0.00	205.46-
TOTAL FOR Fund 009 - UNIFORM SCHOOL SUPPLIES:									
		116,770.91	3,625.90	79,074.25	3,876.18	61,587.05	134,258.11	16,311.59	117,946.52
011 9754	CUSTOMER SERVICE/AUTO MAINTENANCE	446.71	0.00	0.00	0.00	0.00	446.71	0.00	446.71

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
		MTD Receipts							
012	9877 GM POWERTRAIN - TRAINING INTEGRATOR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	TOTAL FOR Fund 012 - ADULT EDUCATION:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
018	9002 PUBLIC SCHOOL FUNDS, OLYMPICS OF THE MIND	77.36	0.00	0.00	0.00	77.36	0.00	77.36	
018	9035 PUBLIC SCHOOL FUNDS, GREENWOOD ROTARY FUND	2,996.13	21.04	372.14	0.00	107.94	3,260.33	900.00	2,360.33
018	9036 PUBLIC SCHOOL FUNDS, HIAWATHA ROTARY FUND	5,816.90	78.10	2,099.41	89.95	3,032.14	4,884.17	894.68	3,989.49
018	9037 PUBLIC SCHOOL FUNDS, JACKMAN ROTARY FUND	3,455.78	92.58	467.15	0.00	1,114.47	2,808.46	0.00	2,808.46
018	9038 PUBLIC SCHOOL FUNDS, MCGREGOR ROTARY FUND	3,977.74	0.00	293.58	0.00	29.50	4,241.82	900.00	3,341.82
018	9039 PUBLIC SCHOOL FUNDS, MEADOWVALE ROTARY FUND	2,670.96	66.17	434.91	0.00	0.00	3,105.87	900.00	2,205.87
018	9040 PUBLIC SCHOOL FUNDS, MONAC ROTARY FUND	792.37	0.00	2,813.99	0.00	2,698.90	907.46	134.00	773.46
018	9041 PUBLIC SCHOOL FUNDS, SHORELAND ROTARY FUND	3,042.37	46.83	1,356.98	0.00	0.00	4,399.35	900.00	3,499.35
018	9042 PUBLIC SCHOOL FUNDS, TRILBY ROTARY FUND	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
018	9043 PUBLIC SCHOOL FUNDS, WERNERT ROTARY FUND	1,063.63	2,240.00	3,077.84	97.26	886.10	3,255.37	785.21	2,470.16
018	9044 PUBLIC SCHOOL FUNDS, JEFFERSON ROTARY FUND	2,287.41	52.99	418.26	0.00	302.19	2,403.48	597.81	1,805.67
018	9045 PUBLIC SCHOOL FUNDS, WASHINGTON ROTARY FUND	4,347.21	22.31	2,124.22	43.94	431.86	6,039.57	885.07	5,154.50
018	9046 PUBLIC SCHOOL FUNDS, WHITMER ROTARY FUND	6.63	0.00	0.00	0.00	0.00	6.63	0.00	6.63
018	9047 PUBLIC SCHOOL FUNDS, WHITMER/CTC ROTARY FUND	10,978.22	95.84	6,515.99-	0.00	0.00	4,462.23	0.00	4,462.23

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
018 9048	PUBLIC SCHOOL FUNDS, DISTRICT ROTARY FUND							
	7,996.34	0.00	20,000.00	0.00	18,461.74	9,534.60	0.00	9,534.60
018 9049	PUBLIC SCHOOL FUNDS, AUTO TECH ROTARY FUND							
	616.06	0.00	197.83	0.00	203.45	610.44	0.00	610.44
018 9050	PUBLIC SCHOOL FUNDS, RUNNING CLUB							
	152.98	0.00	0.00	0.00	0.00	152.98	0.00	152.98
018 9068	PUBLIC SCHOOL FUNDS, KIDS IN ACTION FUND							
	2,420.09	0.00	0.00	0.00	1,800.00	620.09	0.00	620.09
018 9070	PUBLIC SCHOOL FUNDS, WASH.J.H.YOUTH TO YOUTH							
	4,006.44	0.00	744.35	0.00	464.59	4,286.20	210.41	4,075.79
018 9071	PUBLIC SCHOOL FUNDS, JEFF J.H. YOUTH TO YOUTH							
	1,350.13	0.00	0.00	0.00	0.00	1,350.13	0.00	1,350.13
018 9080	PUBLIC SCHOOL FUNDS, WLS ANNUAL GOLF OUTING							
	50,406.14	390.00	20,305.00	922.97	28,305.62	42,405.52	0.00	42,405.52
	TOTAL FOR Fund 018 - PUBLIC SCHOOL SUPPORT:							
	108,460.89	3,105.86	48,189.67	1,154.12	57,838.50	98,812.06	7,107.18	91,704.88
019 9022	GRANTS, DISABILITY INCLUS. GRANT							
	460.75	0.00	0.00	0.00	0.00	460.75	400.00	60.75
019 9024	GRANTS, TECH PREP-MARKETING							
	593.19	0.00	0.00	0.00	0.00	593.19	0.00	593.19
019 9061	GRANTS, OWENS CORNING GRANT/WERN.							
	832.94	0.00	0.00	349.55	722.44	110.50	0.00	110.50
019 9062	GRANTS, SCHOOL BUS CARD GRANT							
	897.56	0.00	0.00	0.00	0.00	897.56	197.00	700.56
019 9063	GRANTS, SHORELAND HIGH RISK GRANT							
	512.00	0.00	0.00	0.00	0.00	512.00	0.00	512.00
019 9066	GRANTS, RPDC GRANT							
	175.46	0.00	0.00	0.00	0.00	175.46	72.05	103.41
019 9128	MIDDLE SCHOOLS THAT WORK							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL FOR Fund 019 - OTHER GRANT:							
	3,471.90	0.00	0.00	349.55	722.44	2,749.46	669.05	2,080.41

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
024 9072	EMPLOYEE BENEFITS, HEALTH RESERVE/TERM.LIAB.	422,151.55	21.12	267.43	0.00	0.00	422,418.98	0.00	422,418.98
024 9089	EMPLOYEE BENEFITS, HEALTH CARE-ROTARY FUND	370,244.44	0.00	0.00	0.00	0.00	370,244.44	0.00	370,244.44
024 9090	EMPLOYEE BENEFITS, SELF-FUNDED DENTAL	209,515.65	41,370.83	367,971.02	46,272.24	429,767.20	147,719.47	0.00	147,719.47
TOTAL FOR Fund 024 - EMPLOYEE BENEFITS SELF INS.:									
		1,001,911.64	41,391.95	368,238.45	46,272.24	429,767.20	940,382.89	0.00	940,382.89
031 0000	UNDERGROUND STORAGE TANK, COST CENTER	55,000.00	0.00	0.00	0.00	0.00	55,000.00	0.00	55,000.00
TOTAL FOR Fund 031 - UNDERGROUND STORAGE TANK FUND									
		55,000.00	0.00	0.00	0.00	0.00	55,000.00	0.00	55,000.00
200 9007	STUDENT MANAGED ACTIVITY, FFA-ENVIROMENTAL SY	390.00	0.00	390.00-	0.00	0.00	0.00	0.00	0.00
200 9008	STUDENT MANAGED ACTIVITY, PLTW ENGINEERING	54.53	0.00	3,010.00	584.98	3,003.48	61.05	0.00	61.05
200 9200	STUDENT MANAGED ACTIVITY, CLASS REUNION FUND	486.44	0.00	0.00	0.00	0.00	486.44	0.00	486.44
200 9201	STUDENT MANAGED ACTIVITY, JAPAN CULTURE CLUB	50.00	0.00	0.00	0.00	0.00	50.00	0.00	50.00
200 9203	STUDENT MANAGED ACTIVITY, BUSINESS PROF. OF A	2,198.41	0.00	1,681.67	1,768.00	3,208.00	672.08	0.00	672.08
200 9204	STUDENT MANAGED ACTIVITY, WHITMER CHEERLEADER	2,991.08	14,567.07	32,550.46	1,424.38	16,427.45	19,114.09	14,828.50	4,285.59
200 9205	STUDENT MANAGED ACTIVITY, CLASSICAL HONOR SOC	116.79	0.00	0.00	0.00	0.00	116.79	0.00	116.79
200 9206	STUDENT MANAGED ACTIVITY, DECA I	8,286.61	600.00	6,972.00	180.00	3,267.02	11,991.59	3,722.48	8,269.11
200 9208	STUDENT MANAGED ACTIVITY, FAM CAREER COMM LEA	4,528.57	0.00	0.00	0.00	0.00	4,528.57	0.00	4,528.57
200 9210	STUDENT MANAGED ACTIVITY, MED TECH	5,065.74	366.00	3,122.72	1,246.18	3,574.18	4,614.28	0.00	4,614.28

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
		MTD Receipts						
200 9211	STUDENT MANAGED ACTIVITY, FUTURE TEACHERS	0.00	0.00	849.50	5,935.99	0.00	5,935.99	
		5,470.49	1,315.00					
200 9212	STUDENT MANAGED ACTIVITY, FRENCH CLUB	35.00	0.00	0.00	412.76	0.00	412.76	
		297.76	115.00					
200 9214	STUDENT MANAGED ACTIVITY, GERMAN CLUB	0.00	0.00	0.00	1,959.85	0.00	1,959.85	
		1,885.85	74.00					
200 9215	STUDENT MANAGED ACTIVITY, LATINO CLUB	0.00	0.00	50.00	37.46	0.00	37.46	
		87.46	0.00					
200 9216	STUDENT MANAGED ACTIVITY, DECA II	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
200 9217	STUDENT MANAGED ACTIVITY, WASHINGTON NJHS	0.00	0.00	525.27	1,413.15	0.00	1,413.15	
		1,198.42	740.00					
200 9218	STUDENT MANAGED ACTIVITY, JEFF.JR.NAT.HONOR S	0.00	0.00	180.00	1,350.57	0.00	1,350.57	
		1,530.57	0.00					
200 9219	STUDENT MANAGED ACTIVITY, NATIONAL HONOR SOCI	0.00	0.00	863.02	3,053.89	811.58	2,242.31	
		2,408.66	1,508.25					
200 9223	STUDENT MANAGED ACTIVITY, WHITMER PUBLIC FORU	0.00	0.00	0.00	75.00-	0.00	75.00-	
		75.00-	0.00					
200 9224	STUDENT MANAGED ACTIVITY, WHITMER PANTHEON	0.00	0.00	0.00	122.79-	0.00	122.79-	
		122.79-	0.00					
200 9229	STUDENT MANAGED ACTIVITY, SPANISH CLUB	0.00	0.00	49.00	40.24	0.00	40.24	
		89.24	0.00					
200 9230	STUDENT MANAGED ACTIVITY, SPANISH HONORARY SO	0.00	0.00	0.00	148.40	0.00	148.40	
		148.40	0.00					
200 9231	STUDENT MANAGED ACTIVITY, WHITMER STUDENT COU	300.00	978.05	14,756.88	14,949.30	3,517.50	11,431.80	
		12,497.18	17,209.00					
200 9232	STUDENT MANAGED ACT, PEP CLUB	0.00	60.00	177.00	4,772.77	1,145.50	3,627.27	
		663.77	4,286.00					
200 9233	STUDENT MANAGED ACTIVITY, OPTION IV	0.00	0.00	0.00	125.95	0.00	125.95	
		125.95	0.00					
200 9234	STUDENT MANAGED ACTIVITY, VOCATIONAL CLUBS-VI	3,367.50	504.50	7,199.50	4,437.65	0.00	4,437.65	
		1,721.55	9,915.60					

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
200 9235	STUDENT MANAGED ACTIVITY, LAW ENFORCEMENT II	617.33-	0.00	275.00	0.00	342.33-	0.00	342.33-	
200 9236	STUDENT MANAGED ACTIVITY, LAW ENFORCEMENT I	983.90	0.00	1,364.00	0.00	1,057.80	1,290.10	0.00	1,290.10
200 9237	STUDENT MANAGED ACTIVITY, SCIENCE CLUB	413.15	0.00	0.00	0.00	413.15	0.00	0.00	413.15
200 9239	STUDENT MANAGED ACTIVITY, ACCOUNTING & BUS SP	192.90-	0.00	0.00	0.00	192.90-	0.00	0.00	192.90-
200 9241	STUDENT MNG. ACTIVITY, NATIONAL TECH HONOR SO	124.64	20.00	1,106.00	0.00	0.00	1,230.64	0.00	1,230.64
200 9242	STUDENT MANAGED ACTIVITY, JEFFERSON STUDENT C	2,783.96	0.00	9,999.43	90.00	4,402.90	8,380.49	3,025.00	5,355.49
200 9244	STUDENT MANAGED ACTIVITY, WASH. MAIZE CHEERLE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
200 9245	STUDENT MANAGED ACTIVITY, JR. HI. CHEERLEADERS	2,089.16	0.00	2,749.59	0.00	2,202.30	2,636.45	360.00	2,276.45
200 9246	STUDENT MANAGED ACTIVITY, WASH. JR FCCLA CLUB	28.26	0.00	0.00	0.00	0.00	28.26	0.00	28.26
200 9247	STUDENT MANAGED ACTIVITY, BUSINESS/COMPUTER T	46.85	0.00	0.00	0.00	0.00	46.85	0.00	46.85
200 9248	STUDENT MANAGED ACTIVITY, COMPUTER NETWORKING	403.53	0.00	0.00	0.00	0.00	403.53	0.00	403.53
200 9249	STUDENT MANAGED ACTIVITY, WHITMER WELDING	85.82	0.00	346.75	0.00	473.50	40.93-	0.00	40.93-
200 9250	STUDENT MANAGED ACTIVITY, WHITMER MACHINE TRA	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
200 9251	STUDENT MANAGED ACTIVITY, WHITMER AUTO TECH I	388.34	40.00	2,968.00	780.00-	1,641.90	1,714.44	0.00	1,714.44
200 9252	STUDENT MANAGED ACTIVITY, WHITMER HEATING & A	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
200 9253	STUDENT MANAGED ACTIVITY, WHITMER COSMETOLOGY	518.27-	0.00	663.50	0.00	0.00	145.23	0.00	145.23

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
		MTD Receipts						
200 9255	STUDENT MANAGED ACTIVITY, WHITMER AM.WELDING	0.00	0.00	435.00	244.97-	0.00	244.97-	
	109.97-	300.00						
200 9256	STUDENT MANAGED ACTIVITY, DIGITAL GRAPHIC DES	0.00	0.00	0.00	2,338.22	0.00	2,338.22	
	2,213.22	125.00						
200 9257	STUDENT MANAGED ACTIVITY, WHITMER AUTO TECH I	0.00	0.00	0.00	790.01-	0.00	790.01-	
	790.01-	0.00						
200 9258	STUDENT MANAGED ACTIVITY, WHITMER RES.CONSTRU	0.00	0.00	0.00	182.42-	0.00	182.42-	
	182.42-	0.00						
200 9260	STUDENT MANAGED ACTIVITY, WASHINGTON STUDENT	0.00	0.00	1,789.80	3,151.45	150.00	3,001.45	
	3,228.95	1,712.30						
200 9261	STUDENT MANAGED ACTIVITY, WHITMER FINE ARTS	0.00	58.64	304.28	1,349.09	0.00	1,349.09	
	1,628.37	25.00						
200 9264	STUDENT MANAGED ACTIVITY, PANTHERETTES	0.00	0.00	3,774.20	1,488.14	1,463.90	24.24	
	307.84	4,954.50						
200 9269	STUDENT MANAGED ACTIVITY, FRENCH HONORARY	0.00	0.00	0.00	643.91	0.00	643.91	
	643.91	0.00						
200 9270	STUDENT MANAGED ACTIVITY, WHITMER AFRO AMERIC	0.00	0.00	0.00	0.00	0.00	0.00	
	0.00	0.00						
200 9271	STUDENT MANAGED ACTIVITY, WHITMER SKI CLUB	0.00	0.00	0.00	504.61	0.00	504.61	
	504.61	0.00						
200 9279	STUDENT MANAGED ACTIVITY, CHESS CLUB	0.00	0.00	0.00	194.51	0.00	194.51	
	194.51	0.00						
200 9280	STUDENT MANAGED ACTIVITY, MATH HONORARY	75.00	0.00	250.00	1,978.81	0.00	1,978.81	
	703.81	1,525.00						
200 9281	STUDENT MANAGED ACTIVITY, GERMAN HONORARY	0.00	86.45	86.45	3,851.40	0.00	3,851.40	
	3,755.85	182.00						
200 9284	STUDENT MANAGED ACTIVITY, HOME EC RELATED OCC	0.00	0.00	0.00	292.37	0.00	292.37	
	292.37	0.00						
200 9285	STUDENT MANAGED ACTIVITY, OFFICE TECHNOLOGY	0.00	0.00	0.00	332.05	0.00	332.05	
	332.05	0.00						
200 9288	STUDENT MANAGED ACTIVITY, CHRISTIAN FELLOWSHI	145.00	0.00	0.00	329.60	240.00	89.60	
	134.60	195.00						

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
		MTD Receipts						
200 9289	STUDENT MANAGED ACTIVITY, NEW DRAMA FUND	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	5,251.72	12,111.00	0.00	5,526.22	11,836.50	180.00	11,656.50	
200 9290	STUDENT MANAGED ACTIVITY, WHITMER MUSICAL	2,898.00	0.00	0.00	0.00	0.00	0.00	0.00
	15,253.82	2,898.00	1,400.00	6,710.00	11,441.82	4,825.00	6,616.82	
200 9291	STUDENT MANAGED ACTIVITY, DRAMA CLUB	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	3,946.69	0.00	0.00	0.00	3,946.69	0.00	3,946.69	
200 9292	STUDENT MANAGED ACTIVITY, VIDEO PRODUCTION	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	177.55	0.00	0.00	0.00	177.55	0.00	177.55	
200 9293	STUDENT MANAGED ACTIVITY, OCCUPATIONAL WORK E	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
200 9294	STUDENT MNGT ACTIVITY-AMERICAN RED CROSS CLUB	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	569.21	0.00	0.00	71.86	497.35	49.00	448.35	
200 9295	STUDENT MANG. ACTIVITY, WHITMER FILM PROJECT	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
200 9297	STUDENT MANAGED ACTIVITY, SENIOR AUTO BODY	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
200 9299	STUDENT MANAGED ACTIVITY, C.D.E.	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
200 9300	STUDENT MANAGED ACTIVITY, HARRY POTTER CLUB	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	10.71	0.00	0.00	0.00	10.71	0.00	10.71	
200 9301	STUDENT MANAGED ACTIVITY- WILDLIFE CLUB	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	54.44	571.00	0.00	0.00	625.44	200.00	425.44	
200 9310	STUDENT MANAGED ACTIVITY, SOCIAL STUDIES CLUB	269.00	0.00	0.00	0.00	0.00	0.00	0.00
	2,364.87	6,006.54	0.00	6,133.96	2,237.45	0.00	2,237.45	
200 9312	STUDENT MANAGED ACTIVITY - CULINARY ARTS CLUB	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	170.09-	0.00	0.00	0.00	170.09-	0.00	170.09-	
200 9350	STUDENT MANAGED ACTIVITY, CLASS OF 1999	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	34.85	0.00	0.00	0.00	34.85	0.00	34.85	
200 9351	STUDENT MANAGED ACTIVITY, CLASS OF 2000	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
200 9352	STUDENT MANAGED ACTIVITY, CLASS OF 2001	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	1,463.77	0.00	0.00	0.00	1,463.77	0.00	1,463.77	

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
200 9353	STUDENT MANAGED ACTIVITY, CLASS OF 2002	2,633.05	0.00	0.00	0.00	2,633.05	0.00	2,633.05	
200 9354	STUDENT MANAGED ACTIVITY, CLASS OF 2003	7,644.35	0.00	0.00	0.00	7,644.35	0.00	7,644.35	
200 9355	STUDENT MANAGED ACTIVITY, CLASS OF 2004	363.64	0.00	0.00	0.00	363.64	0.00	363.64	
200 9356	STUDENT MANAGED ACTIVITY, CLASS OF 2005	181.57	0.00	0.00	0.00	181.57	0.00	181.57	
200 9357	STUDENT MANAGED ACTIVITY, CLASS OF 2006	627.21	0.00	0.00	0.00	627.21	0.00	627.21	
200 9358	STUDENT MANAGED ACTIVITY, CLASS OF 2007	3,200.20	0.00	0.00	0.00	3,200.20	0.00	3,200.20	
200 9359	WHITMER CLASS OF 2008	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
200 9360	WHITMER CLASS OF 2009	834.85	0.00	0.00	0.00	834.85	0.00	834.85	
200 9361	WHITMER CLASS OF 2010	86.95	0.00	0.00	0.00	86.95	0.00	86.95	
200 9362	CLASS OF 2011	4,445.90	0.00	0.00	0.00	4,445.90	0.00	4,445.90	
200 9363	CLASS OF 2012	3,704.90	0.00	0.00	0.00	3,704.90	0.00	3,704.90	
200 9364	STUDENT MANAGED ACT - BROOMBALL CLUB	1,167.71	175.00	6,272.00	0.00	5,055.60	2,384.11	0.00	2,384.11
200 9365	CLASS OF 2013	5,887.00	290.00	470.00	1,315.00	7,207.75	850.75-	15,167.25	16,018.00-
200 9366	CLASS OF 2014	1,519.00	0.00	6,000.00	0.00	0.00	7,519.00	600.00	6,919.00
200 9367	STUDENT MANAGED ACT- CLASS OF 2015	465.00	0.00	0.00	0.00	0.00	465.00	0.00	465.00
TOTAL FOR Fund 200 - STUDENT MANAGED ACTIVITY:		132,691.35	23,147.57	144,929.31	8,916.18	101,253.82	176,366.84	50,285.71	126,081.13

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin	Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
300 9220	ACTIVITIES-SPEC.REV.-NEWSPAPER/PANTHERS PAUSE								
	2.95	0.00	0.00	0.00	0.00	2.95	0.00	2.95	
300 9221	ACTIVITIES-SPEC.REV.-NATIONAL FORENSIC LEAGUE								
	789.17	0.00	4,000.00	216.92-	3,500.01	1,289.16	60.88	1,228.28	
300 9222	ACTIVITIES-SPEC.REV. , WHS YEARBOOK/YEAR VIDEO								
	16,697.06-	1,345.00	42,267.80	0.00	23,144.70	2,426.04	41,905.30	39,479.26-	
300 9227	WHITMER SCHOOL STORE								
	577.08	61.00	96.00	0.00	322.64	350.44	0.00	350.44	
300 9254	ACTIVITIES-SPEC.REV. , WASHINGTON GEN. ACTIVIT								
	10,444.63	280.00	5,464.00	844.13	6,816.70	9,091.93	1,185.62	7,906.31	
300 9275	ACTIVITIES-SPEC.REV. , JEFFERSON GEN. ACTIVITY								
	5,707.37	1,218.00	13,255.83	284.03	7,804.87	11,158.33	1,279.29	9,879.04	
300 9300	ACTIVITIES-SPEC.REV. , WHITMER BAND FUND								
	1,535.78	569.00	18,289.95	1,783.25	17,688.00	2,137.73	1,081.16	1,056.57	
300 9301	ACTIVITIES-SPEC.REV. , WHITMER ORCHESTRA FUND								
	1,103.35	186.00	4,777.25	220.00	3,117.67	2,762.93	0.00	2,762.93	
300 9302	ACTIVITIES-SPEC.REV. , JEFFERSON CHOIR								
	614.75	0.00	0.00	0.00	0.00	614.75	0.00	614.75	
300 9304	ACTIVITIES-SPEC.REV.-WHITMER GENERAL ACTIVITY								
	7,790.77	130.61	6,306.69	128.51	1,353.40	12,744.06	4,987.79	7,756.27	
300 9305	ACTIVITIES-SPEC.REV. , WHITMER WRESTLING CLUB								
	3,167.15	0.00	4,310.00	102.35	4,072.54	3,404.61	0.00	3,404.61	
300 9306	ACTIVITIES - WHITMER AFTER PROM								
	2,206.57	450.00	755.00	0.00	224.59	2,736.98	0.00	2,736.98	
300 9311	ACTIVITIES-SPEC.REV. , VOCAL MUSIC								
	4,159.22-	5,490.90	30,727.84	219.75	18,288.48	8,280.14	11,278.25	2,998.11-	
300 9316	ACTIVITIES-SPEC.REV. , WASHINGTON CHOIR								
	105.12	0.00	0.00	0.00	0.00	105.12	0.00	105.12	
300 9330	ACTIVITIES-SPEC.REV. , JEFFERSON DRAMA								
	1,859.34	0.00	0.00	0.00	0.00	1,859.34	0.00	1,859.34	
300 9500	ACTIVITIES-SPEC.REV. , DISTRICT ATHLETICS								
	109,696.29	9,915.64	255,976.86	14,423.61	284,155.17	81,517.98	16,303.44	65,214.54	

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
		MTD Receipts						
300 9503	BASEBALL CLUB							
	11,262.46	4,610.00	10,652.00	117.32	7,151.93	14,762.53	5,269.80	9,492.73
300 9506	BOYS BASKETBALL CLUB							
	7,329.45	0.00	7,314.25	4,298.82	12,654.20	1,989.50	510.00	1,479.50
300 9509	BOYS SOCCER CLUB							
	3,579.37	0.00	590.00	0.00	513.87	3,655.50	0.00	3,655.50
300 9512	FOOTBALL CLUB							
	26,040.29	1,050.00	44,532.75	5,126.00	61,063.83	9,509.21	812.00	8,697.21
300 9515	BOYS CROSS COUNTRY CLUB							
	150.00	0.00	231.00	0.00	138.35	242.65	0.00	242.65
300 9518	BOYS TENNIS CLUB							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
300 9521	WRESTLING CLUB							
	2,460.30	24.00	4,335.70	2,141.26	4,911.21	1,884.79	835.32	1,049.47
300 9524	BOYS GOLF CLUB							
	75.19	270.03	1,517.10	0.00	1,337.67	254.62	0.00	254.62
300 9527	DISTRICT ATHLETICS CLUB							
	500.00	0.00	0.00	0.00	0.00	500.00	0.00	500.00
300 9530	GIRLS BASKETBALL CLUB							
	10,987.70	0.00	5,160.00	1,194.34	11,603.47	4,544.23	1,274.18	3,270.05
300 9533	GIRLS SOCCER CLUB							
	1,934.18	247.07	2,847.61	0.00	2,154.51	2,627.28	98.00	2,529.28
300 9536	SOFTBALL CLUB							
	135.35-	3,796.80	8,330.96	79.63	2,878.62	5,316.99	3,000.00	2,316.99
300 9539	VOLLEYBALL CLUB							
	2,513.26	0.00	12,728.50	0.00	8,511.71	6,730.05	5,978.30	751.75
300 9542	GIRLS CROSS COUNTRY CLUB							
	4,490.92	0.00	2,361.00	0.00	5,846.68	1,005.24	608.00	397.24
300 9545	GIRLS GOLF CLUB							
	533.18	300.86	1,456.09	0.00	1,047.93	941.34	0.00	941.34
300 9548	GYMNASTICS CLUB							
	216.17	1,250.00	1,250.00	0.00	0.00	1,466.17	340.00	1,126.17

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin	Balance	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
		MTD Receipts							
300 9551	GIRLS TENNIS CLUB	0.00	0.00	0.00	0.00	0.00	0.00		
300 9554	GIRLS TRACK CLUB	6,497.31	1,630.35	6,302.74	502.18	3,365.60	9,434.45	856.57	8,577.88
300 9557	BOYS TRACK CLUB	2,740.09	154.38	477.69	0.00	292.00	2,925.78	2,258.30	667.48
300 9560	ATHLETIC CONCESSIONS CLUB	5,335.73	2,185.65	16,770.37	9,786.27	12,125.52	9,980.58	0.00	9,980.58
300 9563	ELEMENTARY BASKETBALL	2,775.47	50.00	5,757.71	2,117.00	7,947.46	585.72	675.00	89.28-
300 9805	ACTIVITIES-SPEC.REV. , GREENWOOD STUDENT ACTIV	17,492.31	2,976.64	11,749.70	1,589.88	9,151.04	20,090.97	3,548.22	16,542.75
300 9806	ACTIVITIES-SPEC.REV. , HIAWATHA STUDENT ACTIVI	408.33	0.00	0.00	112.37	854.56	446.23-	748.44	1,194.67-
300 9809	ACTIVITIES-SPEC.REV. , JACKMAN STUDENT ACTIVIT	1,980.07	0.00	2,221.00	475.00	509.50	3,691.57	1,819.50	1,872.07
300 9811	ACTIVITIES-SPEC.REV. , MCGREGOR STUDENT ACTIVI	22,188.28	105.00	12,905.15	548.84	11,758.36	23,335.07	3,610.56	19,724.51
300 9812	ACTIVITIES-SPEC.REV. , MEADOWVALE STUDENT ACT.	3,172.48	0.00	4,465.38	1,095.18	3,589.70	4,048.16	2,505.00	1,543.16
300 9813	ACTIVITIES-SPEC.REV. , MONAC STUDENT ACTIVITY	3,978.46	0.00	2,452.20	547.50	4,344.84	2,085.82	796.52	1,289.30
300 9815	ACTIVITIES-SPEC.REV. , SHORELAND STUDENT ACTIV	4,586.80	1,411.00	3,856.00	605.25	1,680.82	6,761.98	500.00	6,261.98
300 9816	ACTIVITIES-SPEC.REV. , TRILBY STUDENT ACTIVITY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
300 9817	ACTIVITIES-SPEC.REV. , WERNERT STUDENT ACTIVIT	9,300.30	283.00	3,872.60	474.20	3,296.25	9,876.65	2,090.88	7,785.77
300 9826	TRILBY OUTDOOR ED/6TH GR ACTIVITIES	1,370.12	0.00	0.00	0.00	0.00	1,370.12	0.00	1,370.12
TOTAL FOR Fund 300 - DISTRICT MANAGED ACTIVITY:									
		278,506.91	39,990.93	560,364.72	48,599.75	549,218.40	289,653.23	116,216.32	173,436.91

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
401 9231	AUXILIARY NON-PUBLIC, CHRIST THE KING	267,627.18	27,122.68	176,963.52	126,820.49	78,518.58	48,301.91	
		36,156.83	7.02					
401 9233	AUXILIARY NON-PUBLIC MARY IMMACULATE	32,653.76	825.28	12,925.02	20,318.31	2,769.99	17,548.32	
		589.57	1.04					
401 9235	AUXILIARY NON-PUBLIC NOTRE DAME	452,915.63	27,217.25	246,678.28	283,017.56	87,319.81	195,697.75	
		76,780.21	14.83					
401 9237	AUXILIARY NON-PUBLIC REGINA COELI	158,324.34	12,485.10	91,713.57	113,903.97	62,831.64	51,072.33	
		47,293.20	6.01					
401 9239	REGINA COELI- MODULAR UNIT REPAIR	9,356.00	9,356.00	9,356.00	0.00	0.00	0.00	
		0.00	9,356.00					
401 9581	AUXILIARY NON-PUBLIC, CHRIST THE KING	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9583	AUXILIARY NON-PUBLIC MARY IMMACULATE	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9584	AUXILIARY NON-PUBLIC NOTRE DAME	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9585	AUXILIARY NON-PUBLIC REGINA COELI	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9586	AUXILIARY NON-PUBLIC, ST. CLEMENT'S	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9587	AUXILIARY NON-PUBLIC, TODDLER TECH	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9588	AUXILIARY NON-PUBLIC, HARVEST LANE CHRISTIAN	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9591	CHRIST THE KING/MODULAR UNIT REPAIRS	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9592	LADYFIELD/MODULAR UNIT REPAIRS	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9596	ST.CLEMENT - MODULAR REPAIRS	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					
401 9597	ST. CLEMENT - MODULAR UNIT REPAIR/REMOVAL	0.00	0.00	0.00	0.00	0.00	0.00	
		0.00	0.00					

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
TOTAL FOR Fund 494 - POVERTY AID:								
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9107	MISC. GRANTS							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9108	MISC. GRANTS							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9109	SCHOOL PSYCHOLOGY INTERN							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9110	SCHOOL PSYCHOLOGY INTERN							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9111	SCHOOL PSYCHOLOGY INTERN							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9112	SCHOOL PSYCHOLOGY INTERN							
	25,000.00	0.00	0.00	0.00	25,000.00	0.00	0.00	0.00
499 9113	SCHOOL PSYCHOLOGY INTERN							
	0.00	0.00	25,000.00	0.00	0.00	25,000.00	0.00	25,000.00
499 9116	SCHOOL PSYCHOLOGY INTERNS							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9118	SCHOOL PSYCHOLOGY INTERN							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9123	MISC. STATE GRANT							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9128	LITERACY IMPROVEMENT GRANT							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9129	BUSINESS & INDUSTRY CREDENTIALING							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9130	CRITICAL FRIENDS - WASHINGTON							
	1,589.63	0.00	0.00	0.00	1,200.56	389.07	390.00	0.93-
499 9131	PSYCHOLOGIST INTERN							
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
499 9132	PSYCHOLOGIST INTERN							
	0.01-	0.00	11,381.80	0.00	11,381.79	0.00	0.00	0.00

Fund #	Fund Description	FYTD Receipts	MTD Expenditures	FYTD Expenditures	Current Fund Balance	Current Encumbrances	Unencumbered Fund Balance	Bank Code	
524 9111	PERKINS VOCATIONAL GRANT	0.00	0.00	0.00	0.00	0.00	0.00		
524 9112	PERKINS VOCATIONAL GRANT	22,438.85	0.00	48,297.36	0.00	0.00	0.00		
524 9113	PERKINS VOCATIONAL GRANT	11,000.00	8,026.80	67,168.68	18,410.36	15,509.73	2,900.63		
TOTAL FOR Fund 524 - VOC ED: CARL D. PERKINS - 198		22,438.85	11,000.00	111,437.55	8,026.80	115,466.04	18,410.36	15,509.73	2,900.63
532 932N	FISCAL STABILIZATION	0.00	0.00	0.00	0.00	0.00	0.00		
532 932O	FISCAL STABILIZATION	0.00	0.00	0.00	0.00	0.00	0.00		
TOTAL FOR Fund 532 - FISCAL STABILIZATION FUND:		0.00	0.00	0.00	0.00	0.00	0.00	0.00	
533 9110	STIM TITLE II-TECH	0.00	0.00	0.00	0.00	0.00	0.00		
533 9111	STIM TITLE II-TECH	0.00	0.00	0.00	0.00	0.00	0.00		
533 9112	STIM TITLE II-TECH	0.00	940.09	940.09	0.00	0.00	0.00		
533 9113	TITLE II D-TECH	0.00	0.00	0.00	0.00	0.00	0.00		
TOTAL FOR Fund 533 - TITLE II D - TECHNOLOGY:		0.00	0.00	940.09	0.00	940.09	0.00	0.00	
536 9110	TITLE I SUB A	0.00	0.00	0.00	0.00	0.00	0.00		
536 9111	TITLE I SUB A	0.00	0.00	0.00	0.00	0.00	0.00		
536 9112	TITLE I SUB A	3,908.21	0.00	14,256.89	0.00	0.00	0.00		
536 9113	TITLE I SUB A	7,700.00	41,200.00	7,404.73	30,714.87	10,485.13	0.00	10,485.13	

Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank	
Begin Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code	
536 9122	TITLE I SCH IMP A	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TOTAL FOR Fund 536 - TITLE I SCHOOL IMPROVEMENT A:		3,908.21	7,700.00	51,548.68	7,404.73	44,971.76	10,485.13	0.00	10,485.13
537 9110	TITLE I SUB G	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
537 9111	TITLE I SUB G	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
537 9112	TITLE I SUB G	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TOTAL FOR Fund 537 - TITLE I SCHOOL IMPROVEMENT G:		0.00	0.00	0.00	0.00	0.00	0.00	0.00	
551 9108	TITLE III LIMITED ENG. PROF. FISCAL YEAR 2008	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
551 9109	TITLE III LIMITED ENG. PROF.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
551 9110	TITLE III LIMITED ENG. PROF.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
551 9111	TITLE III LIMITED ENG. PROF.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
551 9112	TITLE III LIMITED ENG. PROF.	10,462.55	0.00	462.55-	0.00	10,000.00	0.00	0.00	
551 9113	TITLE III LIMITED ENG. PROF.	0.00	7,105.02	28,080.05	7,456.48	21,573.07	6,506.98	0.00	6,506.98
551 9159	LIMITED ENG/ IMMIGRANT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
551 9160	LIMITED ENG/ IMMIGRANT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
551 9161	LIMITED ENG PROF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TOTAL FOR Fund 551 - LIMITED ENGLISH PROFICIENCY:		10,462.55	7,105.02	27,617.50	7,456.48	31,573.07	6,506.98	0.00	6,506.98

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Washington Local
 Financial Report by Fund/SCC/Fund
 CASH REPORT - MARCH 2013

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Fund #	Fund Description	FYTD	MTD	FYTD	Current	Current	Unencumbered	Bank
Begin Balance	MTD Receipts	Receipts	Expenditures	Expenditures	Fund Balance	Encumbrances	Fund Balance	Code
590 9112	TITLE II-A TEACHER QUALITY							
36,285.23	0.00	55,879.29	0.00	92,164.52	0.00	0.00	0.00	
590 9113	TITLE II-A TEACHER QUALITY							
0.00	27,000.00	187,161.40	26,533.82	146,153.48	41,007.92	18,000.00	23,007.92	
TOTAL FOR Fund 590 - IMPROVING TEACHER QUALITY:								
36,285.23	27,000.00	243,040.69	26,533.82	238,318.00	41,007.92	18,000.00	23,007.92	
599 9111	TITLE II-D TECHNOLOGY FND							
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
599 9112	TITLE II-D TECHNOLOGY FND							
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
599 9113	TITLE II-D TECHNOLOGY FND							
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TOTAL FOR Fund 599 - MISCELLANEOUS FED. GRANT FUND								
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
GRAND TOTALS:								
40,048,839.86	3,579,440.79	80,172,955.75	8,478,845.47	62,444,386.66	57,777,408.95	11,384,106.50	46,393,302.45	

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Washington Local
SORT BY VENDOR NAME
CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013
ALL CHECKS SELECTED

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CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
117258	W	03/13/2013	ADAMS STREET PUBLISHING	002249	RECONCILED:03/31/2013		400.00
						Vendor total:	\$400.00
117332	W	03/14/2013	ADAMS, JOSH WHITMER HS	012339	RECONCILED:03/31/2013		43.30
						Vendor total:	\$43.30
117461	W	03/27/2013	ADAMSON PRINTING, INC.	004677			6,844.77
						Vendor total:	\$6,844.77
117462	W	03/27/2013	AIRGAS	000056			21.44
						Vendor total:	\$21.44
117238	W	03/07/2013	AJ GRAPHICS ASHLEY HARRIS	014279	RECONCILED:03/31/2013		420.00
117259	W	03/13/2013	AJ GRAPHICS ASHLEY HARRIS	014279	RECONCILED:03/31/2013		349.55
117333	W	03/14/2013	AJ GRAPHICS ASHLEY HARRIS	014279	RECONCILED:03/31/2013		2,120.50
117440	W	03/26/2013	AJ GRAPHICS ASHLEY HARRIS	014279			737.50
						Vendor total:	\$3,627.55
117171	W	03/06/2013	ALLIED SUPPLY CO. INC.	001275	RECONCILED:03/31/2013		908.20
117463	W	03/27/2013	ALLIED SUPPLY CO. INC.	001275			27.82
						Vendor total:	\$936.02
117361	W	03/20/2013	AMERICA'S PRIDE	013606	RECONCILED:03/31/2013		600.00
						Vendor total:	\$600.00
117239	W	03/07/2013	AMERICAN FIDELITY CORP.	000883	RECONCILED:03/31/2013		1,515.60
						Vendor total:	\$1,515.60
117240	W	03/07/2013	AMERICAN FIDELITY CORPORATION	000731	RECONCILED:03/31/2013		1,063.70
						Vendor total:	\$1,063.70
117362	W	03/20/2013	AMES LOCKSMITH COMPANY MARK VERNON AMES	004341	RECONCILED:03/31/2013		488.00
						Vendor total:	\$488.00
117363	W	03/20/2013	ANDERSONS NW 6172	000206	RECONCILED:03/31/2013		140.53
						Vendor total:	\$140.53
117260	W	03/13/2013	ANNESHIA FREEMAN & ASSOCIATES CONSULTING SERVS., LLC	014270	RECONCILED:03/31/2013		1,200.00
						Vendor total:	\$1,200.00

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Washington Local
SORT BY VENDOR NAME
CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013
ALL CHECKS SELECTED

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CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
117172	W	03/06/2013	APPLE INC.	013592	RECONCILED:03/31/2013		279.95
						Vendor total:	\$279.95
117364	W	03/20/2013	APPLIANCE CENTER	004131	RECONCILED:03/31/2013		957.99
						Vendor total:	\$957.99
117558	W	03/28/2013	ARCUS-SIMPLEX-BROWN, INC.	005549			550.00
						Vendor total:	\$550.00
116873	W	02/07/2013	ASKKOW DESIGNS KATHY ASKINS	013117	VOID: 03/28/2013		96.00
						Vendor total:	\$96.00
117261	W	03/13/2013	AT & T	000013	RECONCILED:03/31/2013		329.76
117365	W	03/20/2013	AT & T	000013	RECONCILED:03/31/2013		2,029.93
117464	W	03/27/2013	AT & T	000013			1,365.81
						Vendor total:	\$3,725.50
117465	W	03/27/2013	AUTO-JET MUFFLER CORPORATION S.L."ANDY" " ANDERSON"	000195			424.94
						Vendor total:	\$424.94
117366	W	03/20/2013	AUTOMATED ENTRANCE TECHNOLOGIE	012979	RECONCILED:03/31/2013		179.00
						Vendor total:	\$179.00
117367	W	03/20/2013	B-D HOME SERVICE ROBERT W. LIPINSKI	011060	RECONCILED:03/31/2013		500.00
						Vendor total:	\$500.00
117262	W	03/13/2013	BAGEL PLACE INC. BARRY GREENBLATT	003030	RECONCILED:03/31/2013		409.60
						Vendor total:	\$409.60
117241	W	03/07/2013	BAIDEL, REIS WHITMER/CTC	011755	RECONCILED:03/31/2013		584.98
						Vendor total:	\$584.98
117149	W	03/05/2013	BALWINSKI, KRISTA WHITMER HS	012825	VOID: 03/07/2013		85.45
117242	W	03/07/2013	BALWINSKI, KRISTA WHITMER HS	012825	RECONCILED:03/31/2013		86.45
						Vendor total:	\$171.90
901017	M	03/13/2013	BANK MEMO VENDOR	950000			24,583.33
901019	M	03/26/2013	BANK MEMO VENDOR	950000			24,880.21
901022	M	03/29/2013	BANK MEMO VENDOR	950000			24,451.92

CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013

ALL CHECKS SELECTED

CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
							Vendor total: \$73,915.46
117263	W	03/13/2013	BAZ GROUP, INC.	004489	RECONCILED:03/31/2013		2,155.00
							Vendor total: \$2,155.00
117173	W	03/06/2013	BELLE TIRE	002472	RECONCILED:03/31/2013		2,237.55
							Vendor total: \$2,237.55
117174	W	03/06/2013	BEST-AIRE, INC	010847	RECONCILED:03/31/2013		665.07
							Vendor total: \$665.07
117466	W	03/27/2013	BEVERAGE DISPENSING SYSTEMS MULTI-FLOW DISPENS OF TOLEDO	012495			40.93
							Vendor total: \$40.93
117264	W	03/13/2013	BIGELOW, LYNITA HIAWATHA	002714	RECONCILED:03/31/2013		126.00
							Vendor total: \$126.00
117175	W	03/06/2013	BLACK DIAMOND NURSERY	000574	RECONCILED:03/31/2013		203.76
							Vendor total: \$203.76
117368	W	03/20/2013	BLICK, DICK	000540	RECONCILED:03/31/2013		359.63
							Vendor total: \$359.63
117176	W	03/06/2013	BOHL EQUIPMENT INC.	000383	RECONCILED:03/31/2013		615.00
							Vendor total: \$615.00
117265	W	03/13/2013	BOILERS, CONTROLS EQUIPMENT, INC.	001030	RECONCILED:03/31/2013		2,539.52
117467	W	03/27/2013	BOILERS, CONTROLS EQUIPMENT, INC.	001030			404.42
							Vendor total: \$2,943.94
117177	W	03/06/2013	BOWLING GREEN STATE UNIVERSITY CAREER CENTER	001597	RECONCILED:03/31/2013		175.00
							Vendor total: \$175.00
117468	W	03/27/2013	BP	004362			105.40
							Vendor total: \$105.40
117469	W	03/27/2013	BRAHIER OIL INC.	011774			25,625.86
							Vendor total: \$25,625.86
117266	W	03/13/2013	BRICKER & ECKLER LLP	011789	RECONCILED:03/31/2013		5,965.80
117470	W	03/27/2013	BRICKER & ECKLER LLP	011789			16,166.66
							Vendor total: \$22,132.46
117330	W	03/14/2013	BRINGMAN, DAVE CENTRAL OFFICE	003935	RECONCILED:03/31/2013		1,848.15

CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013

ALL CHECKS SELECTED

CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
							Vendor total: \$1,848.15
117267	W	03/13/2013	BRONDES FORD	000032	VOID: 03/19/2013		3,492.85
							Vendor total: \$3,492.85
117369	W	03/20/2013	BUCHER, WILLIAM INC.	001792	RECONCILED:03/31/2013		300.00
117471	W	03/27/2013	BUCHER, WILLIAM INC.	001792	RECONCILED:03/31/2013		390.00
							Vendor total: \$690.00
117268	W	03/13/2013	BUCKEYE TELESYSTEM	004170	RECONCILED:03/31/2013		68.66
							Vendor total: \$68.66
117052	W	02/27/2013	BUCKEYE TRUCK CTR. INTERSTATE BILLING SERVICE	014165	VOID: 03/19/2013		2,202.37
117370	W	03/20/2013	BUCKEYE TRUCK CTR. INTERSTATE BILLING SERVICE	014165	RECONCILED:03/31/2013		2,202.37
							Vendor total: \$4,404.74
117178	W	03/06/2013	BUNDE SALES, INC.	000033	VOID: 03/13/2013		1,838.25
							Vendor total: \$1,838.25
117269	W	03/13/2013	BURKART, ANN WHITMER HS	003658	RECONCILED:03/31/2013		406.10
117472	W	03/27/2013	BURKART, ANN WHITMER HS	003658			148.97
							Vendor total: \$555.07
117371	W	03/20/2013	CAPITAL TIRE, INC.	012204	RECONCILED:03/31/2013		702.24
							Vendor total: \$702.24
117473	W	03/27/2013	CARDINAL BUS SALES & SERV.	002260	RECONCILED:03/31/2013		2,532.21
							Vendor total: \$2,532.21
117372	W	03/20/2013	CAROLINA BIOLOGICAL	000385	RECONCILED:03/31/2013		108.10
							Vendor total: \$108.10
117441	W	03/26/2013	CARONE & METZGER'S	002872			345.00
							Vendor total: \$345.00
116765	W	01/24/2013	CHAMPIONSHIP AUTO SHOWS INC. STUDENT CAREER DAY PROMOTIONS	014287	VOID: 03/05/2013		780.00
							Vendor total: \$780.00
117474	W	03/27/2013	CINTAS CORP.	002805			865.94
							Vendor total: \$865.94
117270	W	03/13/2013	CINTAS FIRST AID AND SAFETY	011115	RECONCILED:03/31/2013		6,048.73
							Vendor total: \$6,048.73

CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013

ALL CHECKS SELECTED

CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
117373	W	03/20/2013	CLOSE UP FOUNDATION C/O BURKE & HERBERT BANK	001406	RECONCILED:03/31/2013		350.00
						Vendor total:	\$350.00
117475	W	03/27/2013	COBRA TRUCK & FABRICATION	010907			740.45
						Vendor total:	\$740.45
117271	W	03/13/2013	COCA COLA BOTTLING CO.	004113	RECONCILED:03/31/2013		2,873.09
						Vendor total:	\$2,873.09
117243	W	03/07/2013	COCA-COLA BOTTLING COMPANY OF MICHIGAN	010247	RECONCILED:03/31/2013		3,059.13
117334	W	03/14/2013	COCA-COLA BOTTLING COMPANY OF MICHIGAN	010247	RECONCILED:03/31/2013		6,681.56
						Vendor total:	\$9,740.69
117335	W	03/14/2013	COLLINGWOOD WATER CO., INC.	005338	RECONCILED:03/31/2013		39.75
117442	W	03/26/2013	COLLINGWOOD WATER CO., INC.	005338			30.75
117476	W	03/27/2013	COLLINGWOOD WATER CO., INC.	005338			13.90
						Vendor total:	\$84.40
117374	W	03/20/2013	COLON, BILL GREENWOOD ELEM.	012208	RECONCILED:03/31/2013		197.15
						Vendor total:	\$197.15
117375	W	03/20/2013	COLUMBIA GAS OF OHIO	000003	RECONCILED:03/31/2013		15,581.93
117477	W	03/27/2013	COLUMBIA GAS OF OHIO	000003			2,515.73
						Vendor total:	\$18,097.66
117376	W	03/20/2013	COMMERCIAL GULF COMMUNICATIONS	014154	RECONCILED:03/31/2013		1,341.85
						Vendor total:	\$1,341.85
117377	W	03/20/2013	CONTEC, INC	011912			450.00
						Vendor total:	\$450.00
117478	W	03/27/2013	CONTINENTAL SECRET SERVICE BUREAU, INC.	003349	RECONCILED:03/31/2013		6,070.09
						Vendor total:	\$6,070.09
117360	W	03/20/2013	COUNTRY INN & SUITES	012237	RECONCILED:03/31/2013		480.00
						Vendor total:	\$480.00
117150	W	03/05/2013	CRAIG'S FLOWERS & GIFTS JERRY SCOTT CRAIG	002232	RECONCILED:03/31/2013		223.50
117378	W	03/20/2013	CRAIG'S FLOWERS & GIFTS JERRY SCOTT CRAIG	002232	RECONCILED:03/31/2013		366.06

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							Vendor total: \$589.56
117272	W	03/13/2013	CROZIER, TERESA WHITMER/CTC BLDG.	011632	RECONCILED:03/31/2013		10.96
							Vendor total: \$10.96
117379	W	03/20/2013	CTB/MCGRAW-HILL	004448	RECONCILED:03/31/2013		925.47
							Vendor total: \$925.47
117479	W	03/27/2013	CUMMINS BRIDGEWAY, LLC #774494	002441			796.44
							Vendor total: \$796.44
117480	W	03/27/2013	CURRY, DAVID B. WHITMER HIGH SCHOOL	005163	RECONCILED:03/31/2013		248.80
							Vendor total: \$248.80
117273	W	03/13/2013	D & R TREE SERVICE	001294	RECONCILED:03/31/2013		3,600.00
							Vendor total: \$3,600.00
117179	W	03/06/2013	D.A.S.ENERGY SYSTEMS DAVID A. SARGENT	003310	RECONCILED:03/31/2013		510.00
							Vendor total: \$510.00
117481	W	03/27/2013	DAKE, CHRISTINA WHITMER	000391			259.00
							Vendor total: \$259.00
117151	W	03/05/2013	DAN RODGERS SPORTING GOODS INC	002011	RECONCILED:03/31/2013		21.00
							Vendor total: \$21.00
117380	W	03/20/2013	DEDO, KIMBERLY WHITMER	002460	RECONCILED:03/31/2013		1,232.39
117482	W	03/27/2013	DEDO, KIMBERLY WHITMER	002460	RECONCILED:03/31/2013		70.78
							Vendor total: \$1,303.17
117244	W	03/07/2013	DEMOULIN BROTHERS	012188	RECONCILED:03/31/2013		562.50
							Vendor total: \$562.50
117180	W	03/06/2013	DEPT OF PUBLIC UTILITIES DIVISION OF WATER	000157	RECONCILED:03/31/2013		5,619.77
117274	W	03/13/2013	DEPT OF PUBLIC UTILITIES DIVISION OF WATER	000157	RECONCILED:03/31/2013		11,870.57
							Vendor total: \$17,490.34
117483	W	03/27/2013	DISCOUNT SCHOOL SUPPLY EARLYCHILDHOOD LLC	001963			414.91
							Vendor total: \$414.91

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117484	W	03/27/2013	DMD ENVIRONMENTAL, INC.	003229	RECONCILED:03/31/2013		1,300.00
						Vendor total:	\$1,300.00
117559	W	03/28/2013	DONATI, CARMA C/O WHITMER	000832	RECONCILED:03/31/2013		172.00
						Vendor total:	\$172.00
117181	W	03/06/2013	DUSHANE, MICHAEL CTC	012197	RECONCILED:03/31/2013		208.64
117275	W	03/13/2013	DUSHANE, MICHAEL CTC	012197	RECONCILED:03/31/2013		459.55
117485	W	03/27/2013	DUSHANE, MICHAEL CTC	012197	RECONCILED:03/31/2013		408.51
						Vendor total:	\$1,076.70
117182	W	03/06/2013	EARL MECHANICAL SERVICES, INC.	002453	RECONCILED:03/31/2013		6,808.06
117486	W	03/27/2013	EARL MECHANICAL SERVICES, INC.	002453	RECONCILED:03/31/2013		907.50
						Vendor total:	\$7,715.56
117277	W	03/13/2013	EDUCATIONAL SERVICE CENTER OF CENTRAL OHIO	012758	RECONCILED:03/31/2013		5,592.58
						Vendor total:	\$5,592.58
117276	W	03/13/2013	EDUCATIONAL SERVICE CENTER OF LAKE ERIE WEST	000234	RECONCILED:03/31/2013		74,648.44
117381	W	03/20/2013	EDUCATIONAL SERVICE CENTER OF LAKE ERIE WEST	000234	RECONCILED:03/31/2013		6,770.26
117487	W	03/27/2013	EDUCATIONAL SERVICE CENTER OF LAKE ERIE WEST	000234			12,404.80
						Vendor total:	\$93,823.50
117183	W	03/06/2013	EFF, SUSAN A.	004537			79.04
						Vendor total:	\$79.04
117443	W	03/26/2013	ELLIOTT, AMY JEFFERSON, JR.	011493			52.72
						Vendor total:	\$52.72
117152	W	03/05/2013	ERSEPKE, LAURA WERNERT ELEMENTARY	010724			24.74
						Vendor total:	\$24.74
117488	W	03/27/2013	ESBER CASH REGISTER INC.	002569			225.00
						Vendor total:	\$225.00

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117489	W	03/27/2013	FAMOUS SUPPLY	004376			83.52
						Vendor total:	\$83.52
117278	W	03/13/2013	FANDREY, BEVERLY MCGREGOR	003999	RECONCILED:03/31/2013		450.00
						Vendor total:	\$450.00
117184	W	03/06/2013	FASTENAL	001052	RECONCILED:03/31/2013		686.73
117279	W	03/13/2013	FASTENAL	001052	RECONCILED:03/31/2013		2,533.17
						Vendor total:	\$3,219.90
117336	W	03/14/2013	FELGNER, KRIS	011399	RECONCILED:03/31/2013		300.00
						Vendor total:	\$300.00
117337	W	03/14/2013	FELGNER, PATRICK	010954	RECONCILED:03/31/2013		330.00
						Vendor total:	\$330.00
117566	W	03/28/2013	FERN, HAROLD TRANS. DEPT.	010706			116.20
						Vendor total:	\$116.20
117567	W	03/28/2013	FIFTH THIRD BANK ***DO NOT MAIL***	013562	VOID: 03/28/2013		17,903.69
117570	W	03/28/2013	FIFTH THIRD BANK ***DO NOT MAIL***	013562	RECONCILED:03/31/2013		17,860.71
						Vendor total:	\$35,764.40
901014	C	03/01/2013	FIFTH THIRD BANK PAYROLL ACCOUNT	900001	RECONCILED:03/31/2013		1,789,182.31
901016	C	03/15/2013	FIFTH THIRD BANK PAYROLL ACCOUNT	900001	RECONCILED:03/31/2013		1,781,762.40
901018	C	03/28/2013	FIFTH THIRD BANK PAYROLL ACCOUNT	900001	RECONCILED:03/31/2013		1,791,306.30
						Vendor total:	\$5,362,251.01
117338	W	03/14/2013	FLAGS SALES & REPAIRS	002819	RECONCILED:03/31/2013		165.00
						Vendor total:	\$165.00
117185	W	03/06/2013	FLEETPRIDE ACCT. # 386736	000106	RECONCILED:03/31/2013		2,040.38
117490	W	03/27/2013	FLEETPRIDE ACCT. # 386736	000106			557.34
						Vendor total:	\$2,597.72
115688	W	11/08/2012	FLEMMINGS, SEAN M. JEFFERSON	003192	VOID: 03/28/2013		75.00

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117571	W	03/28/2013	FLEMMINGS, SEAN M. JEFFERSON	003192			75.00
						Vendor total:	\$150.00
117382	W	03/20/2013	FOLDING EQUIPMENT CO. LLC. BENJAMIN F JAMES III	000416	RECONCILED:03/31/2013		380.00
						Vendor total:	\$380.00
001506	W	03/07/2013	FORT DEARBORN LIFE INSURANCE	010002	RECONCILED:03/31/2013		4,572.50
117439	W	03/21/2013	FORT DEARBORN LIFE INSURANCE	010002	RECONCILED:03/31/2013		1,138.13
						Vendor total:	\$5,710.63
117383	W	03/20/2013	FORT DEARBORN LIFE INSURANCE FOR WIRE USE ONLY	013535	RECONCILED:03/31/2013		46,272.24
						Vendor total:	\$46,272.24
117186	W	03/06/2013	FRANCO, AMY JACKMAN ELEMENTARY	003077			1,013.57
117280	W	03/13/2013	FRANCO, AMY JACKMAN ELEMENTARY	003077	RECONCILED:03/31/2013		137.00
						Vendor total:	\$1,150.57
117281	W	03/13/2013	FREIGHTLINER OF TOLEDO	001065	RECONCILED:03/31/2013		212.63
						Vendor total:	\$212.63
117153	W	03/05/2013	GINTER, JEREMY	014291	RECONCILED:03/31/2013		65.00
						Vendor total:	\$65.00
117187	W	03/06/2013	GOOD, LINDA WHITMER/CTC BLDG.	012360	RECONCILED:03/31/2013		417.72
						Vendor total:	\$417.72
117282	W	03/13/2013	GORDON FOOD SERVICES, INC.	010107	RECONCILED:03/31/2013		67.57
117384	W	03/20/2013	GORDON FOOD SERVICES, INC.	010107	RECONCILED:03/31/2013		41,504.22
117491	W	03/27/2013	GORDON FOOD SERVICES, INC.	010107			205.12
						Vendor total:	\$41,776.91
117385	W	03/20/2013	GRAINGER, INC.	000407	RECONCILED:03/31/2013		129.72
117492	W	03/27/2013	GRAINGER, INC.	000407			1,148.45
						Vendor total:	\$1,278.17
117339	W	03/14/2013	GRAND LUBELL PHOTOGRAPHY	013434	RECONCILED:03/31/2013		500.00
						Vendor total:	\$500.00
117493	W	03/27/2013	GRAYBAR ELECTRIC CO.	003289			798.59
						Vendor total:	\$798.59

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117494	W	03/27/2013	GREAT LAKES BIOMEDICAL	013668			215.00
						Vendor total:	\$215.00
117495	W	03/27/2013	GREAT LAKES HOTEL SUPPLY CO.	013874			3,481.00
						Vendor total:	\$3,481.00
117496	W	03/27/2013	GREAT LAKES RENTAL & EQUIPMENT TIM FARTHING	013352			1,259.00
						Vendor total:	\$1,259.00
117188	W	03/06/2013	GREEN, SARAH	014271	RECONCILED:03/31/2013		186.00
						Vendor total:	\$186.00
117386	W	03/20/2013	GRUNWELL-CASHERO CO.	001784	RECONCILED:03/31/2013		4,500.00
						Vendor total:	\$4,500.00
117283	W	03/13/2013	GUARDIAN ALARM	000034	RECONCILED:03/31/2013		42,013.88
117497	W	03/27/2013	GUARDIAN ALARM	000034			965.00
						Vendor total:	\$42,978.88
117189	W	03/06/2013	HABITEC	002637	RECONCILED:03/31/2013		27.95
						Vendor total:	\$27.95
117340	W	03/14/2013	HALFPAP, TAMMY	012297	RECONCILED:03/31/2013		300.00
						Vendor total:	\$300.00
117190	W	03/06/2013	HAMMYE, MARY ANN CENTRAL OFFICE	004194	RECONCILED:03/31/2013		17.99
						Vendor total:	\$17.99
117191	W	03/06/2013	HANNAN, AMY GREENWOOD/WERNERT ELEMS.	013923	RECONCILED:03/31/2013		24.74
						Vendor total:	\$24.74
117341	W	03/14/2013	HARRIS, DAVID	014308	RECONCILED:03/31/2013		65.00
						Vendor total:	\$65.00
117284	W	03/13/2013	HEALTHCARE PROCESS CONSULTING, INC.	012860	RECONCILED:03/31/2013		6,625.00
						Vendor total:	\$6,625.00
117192	W	03/06/2013	HEATECH CLEANING SYSTEMS & EQUIPMENT	004107	RECONCILED:03/31/2013		142.50
						Vendor total:	\$142.50
117444	W	03/26/2013	HERR, BRETT JEFFERSON	012857			45.53
						Vendor total:	\$45.53
117285	W	03/13/2013	HETRICK-GOFF, ANGELA	001882	RECONCILED:03/31/2013		502.75

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			WHITMER/CTC BLDG.				
117498	W	03/27/2013	HETRICK-GOFF, ANGELA WHITMER/CTC BLDG.	001882	RECONCILED:03/31/2013		32.66
						Vendor total:	\$535.41
117154	W	03/05/2013	HOEL, LUCAS WHITMER HS	013276	RECONCILED:03/31/2013		75.00
117245	W	03/07/2013	HOEL, LUCAS WHITMER HS	013276	RECONCILED:03/31/2013		189.97
117499	W	03/27/2013	HOEL, LUCAS WHITMER HS	013276			25.00
117560	W	03/28/2013	HOEL, LUCAS WHITMER HS	013276			132.21
						Vendor total:	\$422.18
117286	W	03/13/2013	HOME DEPOT	001585	RECONCILED:03/31/2013		31.92
117500	W	03/27/2013	HOME DEPOT	001585			3,233.70
						Vendor total:	\$3,265.62
117387	W	03/20/2013	HONEYWELL, INC.	005417	RECONCILED:03/31/2013		3,990.00
117501	W	03/27/2013	HONEYWELL, INC.	005417			3,990.00
						Vendor total:	\$7,980.00
117388	W	03/20/2013	HUNTER PARTS & SERV. RICHARD HUFF #C68	002844	RECONCILED:03/31/2013		75.00
						Vendor total:	\$75.00
117342	W	03/14/2013	HUNTER, DANIEL MEADOWVALE ELEM.	014182	RECONCILED:03/31/2013		65.00
						Vendor total:	\$65.00
117502	W	03/27/2013	INNOVATIONS ELECTRIC, INC.	001121			340.00
						Vendor total:	\$340.00
117503	W	03/27/2013	INSTITUTIONAL DIVERSIFIED	002988			222.43
						Vendor total:	\$222.43
117193	W	03/06/2013	INTERNATIONAL FUEL SYSTEMS	002329	RECONCILED:03/31/2013		1,661.90
						Vendor total:	\$1,661.90
117504	W	03/27/2013	INTERSTATE BATTERY	000267			459.77
						Vendor total:	\$459.77
117389	W	03/20/2013	J. E. CARSTEN CO. MARCIA CARSTEN	001522	RECONCILED:03/31/2013		8,792.55
						Vendor total:	\$8,792.55

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117194	W	03/06/2013	JAKUTOWICZ, NICHOLAS WHITMER HIGH SCHOOL	010682	RECONCILED:03/31/2013		10.33
						Vendor total:	\$10.33
117390	W	03/20/2013	JANNEY'S SERVICE TIM JANNEY	000175	RECONCILED:03/31/2013		114.99
						Vendor total:	\$114.99
117343	W	03/14/2013	JEFFERSON JR. HIGH (419-473-8438)	000050	RECONCILED:03/31/2013		920.00
117445	W	03/26/2013	JEFFERSON JR. HIGH (419-473-8438)	000050	RECONCILED:03/31/2013		69.96
						Vendor total:	\$989.96
117287	W	03/13/2013	KAZMAIER, JOHN WASHINGTON JR HIGH	011562	RECONCILED:03/31/2013		295.48
						Vendor total:	\$295.48
117344	W	03/14/2013	KEHRES, ALEXA WHITMER H.S.	012594	RECONCILED:03/31/2013		30.00
						Vendor total:	\$30.00
117505	W	03/27/2013	KELLY'S CATERING	013283			606.00
						Vendor total:	\$606.00
117506	W	03/27/2013	KELVIN ELECTRONICS	002865			594.00
						Vendor total:	\$594.00
117155	W	03/05/2013	KRAJEWSKI, JOY WHITMER	010577	RECONCILED:03/31/2013		118.77
						Vendor total:	\$118.77
117507	W	03/27/2013	KRAUS, PHIL WHITMER/CTC BLDG.	011869			416.47
						Vendor total:	\$416.47
117288	W	03/13/2013	KREFT, CHRIS WASHINGTON, JR.	012192	RECONCILED:03/31/2013		194.67
						Vendor total:	\$194.67
117508	W	03/27/2013	KRUTHAUP, PAUL CTC	005490			329.48
						Vendor total:	\$329.48
117195	W	03/06/2013	KURTZ BROS.	004353	RECONCILED:03/31/2013		162.75
						Vendor total:	\$162.75
117196	W	03/06/2013	LACHMILLER ELECTRIC MOTOR SERVICE CO.	000071	RECONCILED:03/31/2013		635.38

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117509	W	03/27/2013	LACHMILLER ELECTRIC MOTOR SERVICE CO.	000071			88.43
						Vendor total:	\$723.81
117197	W	03/06/2013	LAKE ERIE ELECTRIC OF TOLEDO, INC.	014011	RECONCILED:03/31/2013		7,723.00
						Vendor total:	\$7,723.00
117198	W	03/06/2013	LAKESIDE INTERIOR CONTRACTORS	003968	RECONCILED:03/31/2013		8,185.00
						Vendor total:	\$8,185.00
117289	W	03/13/2013	LAMAR ADVERTISING	012638	RECONCILED:03/31/2013		1,500.00
						Vendor total:	\$1,500.00
117199	W	03/06/2013	LAMBERTVILLE HARDWARE	012394	RECONCILED:03/31/2013		133.09
117510	W	03/27/2013	LAMBERTVILLE HARDWARE	012394			131.58
						Vendor total:	\$264.67
117391	W	03/20/2013	LARGO SUPPLY COMPANY RICK HEATH - SALES MANAGER	002860	RECONCILED:03/31/2013		487.50
117511	W	03/27/2013	LARGO SUPPLY COMPANY RICK HEATH - SALES MANAGER	002860			47.00
						Vendor total:	\$534.50
117392	W	03/20/2013	LAWSON PRODUCTS, INC.	011455	RECONCILED:03/31/2013		5,578.44
117512	W	03/27/2013	LAWSON PRODUCTS, INC.	011455			922.31
						Vendor total:	\$6,500.75
117513	W	03/27/2013	LEARNING A-Z VOYAGER EXPANDED LEARNING, INC	012711			89.95
						Vendor total:	\$89.95
117568	W	03/28/2013	LEHMANN, DALE WERNERT/MCGREGOR	013532			47.95
						Vendor total:	\$47.95
117200	W	03/06/2013	LINDSEY, SHERI GREENWOOD	000591	RECONCILED:03/31/2013		50.00
						Vendor total:	\$50.00
117290	W	03/13/2013	LITTLE CAESARS PIZZA	001148	RECONCILED:03/31/2013		5,624.40
						Vendor total:	\$5,624.40
117514	W	03/27/2013	LOGAN COUNTY JUVENILE DETENTION CENTER	013353			255.00
						Vendor total:	\$255.00
117156	W	03/05/2013	LOURDES COLLEGE	000962			600.00

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THEATER VISION-MARY BUKOWSKI								
117446	W	03/26/2013	LOURDES COLLEGE THEATER VISION-MARY BUKOWSKI	000962			547.50	
							Vendor total:	\$1,147.50
117201	W	03/06/2013	LOWE'S COMPANIES INC.	010366	RECONCILED:03/31/2013		690.35	
117393	W	03/20/2013	LOWE'S COMPANIES INC.	010366	RECONCILED:03/31/2013		668.01	
							Vendor total:	\$1,358.36
117515	W	03/27/2013	MACKENZIE, JEFF WHITMER CTC	000313			25.00	
							Vendor total:	\$25.00
117394	W	03/20/2013	MAGGINIS, WILLIAM H., JR. MONAC	002534	RECONCILED:03/31/2013		90.47	
							Vendor total:	\$90.47
117516	W	03/27/2013	MAIL IT	004066	RECONCILED:03/31/2013		2,047.29	
							Vendor total:	\$2,047.29
117202	W	03/06/2013	MALY, KEITH CTC	011400	RECONCILED:03/31/2013		1,063.61	
							Vendor total:	\$1,063.61
117447	W	03/26/2013	MARAN, SAM	014321			200.00	
							Vendor total:	\$200.00
117291	W	03/13/2013	MATTHEW BENDER & CO, INC.	010720	RECONCILED:03/31/2013		144.94	
							Vendor total:	\$144.94
117203	W	03/06/2013	MCBEE SYSTEMS, INC.	010904	RECONCILED:03/31/2013		96.71	
							Vendor total:	\$96.71
117448	W	03/26/2013	MEDCO, INC.	002119			315.01	
							Vendor total:	\$315.01
117204	W	03/06/2013	MELLOCRAFT CO	012241	RECONCILED:03/31/2013		1,139.50	
117395	W	03/20/2013	MELLOCRAFT CO	012241	RECONCILED:03/31/2013		20,427.00	
117517	W	03/27/2013	MELLOCRAFT CO	012241			2,220.00	
							Vendor total:	\$23,786.50
117518	W	03/27/2013	MERRITT, RICHARD MAINTENANCE	000618	RECONCILED:03/31/2013		160.46	
							Vendor total:	\$160.46
117519	W	03/27/2013	MICHAELIS, SARA WERNERT ELEMENTARY	002537			169.00	
							Vendor total:	\$169.00

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117520	W	03/27/2013	MICK ELECTRIC CO., INC.	001018			2,230.34
						Vendor total:	\$2,230.34
117521	W	03/27/2013	MILLCRAFT PAPER	012840			2,560.00
						Vendor total:	\$2,560.00
117522	W	03/27/2013	MITCO	011209			1,191.15
						Vendor total:	\$1,191.15
117523	W	03/27/2013	MOBILITY WORKS WMK INC.	012933	RECONCILED:03/31/2013		331.78
						Vendor total:	\$331.78
117205	W	03/06/2013	MOHN, JOHN WHITMER	002859	RECONCILED:03/31/2013		30.64
						Vendor total:	\$30.64
117396	W	03/20/2013	MOMAR INC.	012160	RECONCILED:03/31/2013		1,134.22
						Vendor total:	\$1,134.22
117449	W	03/26/2013	MONTERREY MGMT. LLC.	014237			490.00
						Vendor total:	\$490.00
117397	W	03/20/2013	MORSE, COURTNEY WASHINGTON, JR. HI.	014218			19.95
						Vendor total:	\$19.95
117206	W	03/06/2013	MORTON SALT, INC.	000518	RECONCILED:03/31/2013		2,046.40
117524	W	03/27/2013	MORTON SALT, INC.	000518			2,069.36
						Vendor total:	\$4,115.76
117525	W	03/27/2013	MR. LIGHTBULB	011760	RECONCILED:03/31/2013		771.00
						Vendor total:	\$771.00
117526	W	03/27/2013	MR. PLUMBER TED TAM INC.	012777			1,800.00
						Vendor total:	\$1,800.00
117527	W	03/27/2013	MT BUSINESS TECHNOLOGIES	001656			12,441.00
						Vendor total:	\$12,441.00
117292	W	03/13/2013	MUELLER, MOLLY WERNERT ELEMENTARY	010780	RECONCILED:03/31/2013		97.26
117398	W	03/20/2013	MUELLER, MOLLY WERNERT ELEMENTARY	010780			500.87
						Vendor total:	\$598.13
117345	W	03/14/2013	MUSIC THEATRE INTERNATIONAL	000578	RECONCILED:03/31/2013		200.00
						Vendor total:	\$200.00

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117528	W	03/27/2013	MUSICAL RESOURCES	003663			199.50
						Vendor total:	\$199.50
117399	W	03/20/2013	NASCO	000320	RECONCILED:03/31/2013		649.08
						Vendor total:	\$649.08
117246	W	03/07/2013	NATIONAL FOOTBALL FOUNDATION C/O TEAM SPORTS/RACHEL MILLER	013974	RECONCILED:03/31/2013		450.00
						Vendor total:	\$450.00
117157	W	03/05/2013	NEFF COMPANY, THE	000321	RECONCILED:03/31/2013		2,429.10
						Vendor total:	\$2,429.10
117293	W	03/13/2013	NICKLES BAKERY, THE	000265	RECONCILED:03/31/2013		2,754.15
						Vendor total:	\$2,754.15
117158	W	03/05/2013	NOD7BCA ROSSFORD HIGH SCHOOL	014313	RECONCILED:03/31/2013		95.00
117346	W	03/14/2013	NOD7BCA ROSSFORD HIGH SCHOOL	014313	RECONCILED:03/31/2013		361.00
						Vendor total:	\$456.00
117400	W	03/20/2013	NODINE, TERI WHITMER HS	006001	RECONCILED:03/31/2013		13.56
						Vendor total:	\$13.56
117207	W	03/06/2013	NOLLENBERGER TRUCK CENTER	000085	RECONCILED:03/31/2013		5,205.71
						Vendor total:	\$5,205.71
117208	W	03/06/2013	NOVIDEA HEALTHCARE	000563	RECONCILED:03/31/2013		300.00
117401	W	03/20/2013	NOVIDEA HEALTHCARE	000563	RECONCILED:03/31/2013		3,773.94
						Vendor total:	\$4,073.94
117209	W	03/06/2013	NOWACKI, MARY ANN CTC	000018	RECONCILED:03/31/2013		900.00
						Vendor total:	\$900.00
117294	W	03/13/2013	NU CENTURY TEXTILE SERVS.	002543	RECONCILED:03/31/2013		252.00
						Vendor total:	\$252.00
117295	W	03/13/2013	NWO BEVERAGE, INC.	005100	RECONCILED:03/31/2013		464.40
						Vendor total:	\$464.40
117296	W	03/13/2013	NWOASBO KAREN PHILLIPS, TREAS.	000657	RECONCILED:03/31/2013		30.00
						Vendor total:	\$30.00
117297	W	03/13/2013	O E MEYER COMPANY	012478	RECONCILED:03/31/2013		1,165.09
						Vendor total:	\$1,165.09

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117347	W	03/14/2013	O'CONNOR, GARY WHITMER/CTC	000246	RECONCILED:03/31/2013		117.32
						Vendor total:	\$117.32
117298	W	03/13/2013	O'SULLIVAN, KARON WHITMER CTC	003984	RECONCILED:03/31/2013		180.80
						Vendor total:	\$180.80
117402	W	03/20/2013	OFFICE MAX ACCT. 647086	005165	RECONCILED:03/31/2013		38.05
						Vendor total:	\$38.05
117403	W	03/20/2013	OHIO BCI & I FISCAL SECTION	001427	RECONCILED:03/31/2013		1,410.00
						Vendor total:	\$1,410.00
117159	W	03/05/2013	OHIO BPA	012757			1,464.00
						Vendor total:	\$1,464.00
117331	W	03/14/2013	OHIO BUREAU OF EMPLOYMENT SERVICES	000086	RECONCILED:03/31/2013		4,493.99
						Vendor total:	\$4,493.99
117210	W	03/06/2013	OHIO CAT	012601	RECONCILED:03/31/2013		590.34
						Vendor total:	\$590.34
117437	W	03/20/2013	OHIO HOSA TREASURER BOB BUNDY	012789			660.00
						Vendor total:	\$660.00
117438	W	03/20/2013	OHIO NORTH-SOUTH GAME C/O WALLY VICKERS	014327			125.00
						Vendor total:	\$125.00
117211	W	03/06/2013	OHIO SCHOOLS COUNCIL - GAS	012215	RECONCILED:03/31/2013		27,193.88
						Vendor total:	\$27,193.88
117529	W	03/27/2013	OHIO TURNPIKE COMMISSION	005073			90.57
						Vendor total:	\$90.57
117450	W	03/26/2013	OHSFCA C/O MIKE PAVLANSKY	014317			500.00
						Vendor total:	\$500.00
117160	W	03/05/2013	OMEA DISTRICT I TREASURER KENT VANDOCK	012746			180.00
						Vendor total:	\$180.00
117212	W	03/06/2013	OSBA NORTHWEST REGION DR. JUDY JACKSON MAY	014315	RECONCILED:03/31/2013		350.00
						Vendor total:	\$350.00

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117213	W	03/06/2013	OTIESA C/O CAROL HEALY/TREAS.	010087	RECONCILED:03/31/2013		150.00
						Vendor total:	\$150.00
117247	W	03/07/2013	PARAMOUNT HEALTH CARE	010000	RECONCILED:03/31/2013		674,441.12
						Vendor total:	\$674,441.12
117530	W	03/27/2013	PARTSMASTER BERT SPANGENTHAL	012741			532.25
						Vendor total:	\$532.25
117404	W	03/20/2013	PATTERSON MEDICAL	014298	RECONCILED:03/31/2013		34.10
						Vendor total:	\$34.10
117299	W	03/13/2013	PEAKE, AL & SONS INC.	002462	RECONCILED:03/31/2013		6,511.48
						Vendor total:	\$6,511.48
117300	W	03/13/2013	PERF-A-LAWN	003848	RECONCILED:03/31/2013		3,877.80
						Vendor total:	\$3,877.80
117531	W	03/27/2013	PIASECKI SERVICE INC.	001760			157.50
						Vendor total:	\$157.50
117256	W	03/08/2013	PICKARD, ADAM (SPECIAL PROJECTS)	012603	RECONCILED:03/31/2013		304.00
						Vendor total:	\$304.00
117532	W	03/27/2013	PICKARD, ADAM WHITMER/CTC BLDG.	010168	RECONCILED:03/31/2013		340.60
						Vendor total:	\$340.60
117405	W	03/20/2013	POWER TOOLS SALES & SERVICE TODD STAMMEN	004687	RECONCILED:03/31/2013		2,221.45
						Vendor total:	\$2,221.45
117248	W	03/07/2013	PRESIDENT'S CHALLENGE	000502	RECONCILED:03/31/2013		220.18
						Vendor total:	\$220.18
117301	W	03/13/2013	PRO-ED, INC.	000697	RECONCILED:03/31/2013		47.30
						Vendor total:	\$47.30
117161	W	03/05/2013	PROFORMA AD CHOICE	012444	RECONCILED:03/31/2013		727.63
						Vendor total:	\$727.63
117302	W	03/13/2013	PROGRESSIVE SWEEPING	004634	RECONCILED:03/31/2013		389.50
						Vendor total:	\$389.50
117303	W	03/13/2013	PROMEDICA CPR TRAINING CLASS	014305	RECONCILED:03/31/2013		70.00
						Vendor total:	\$70.00
117304	W	03/13/2013	PURELAND SUPPLY	013689	RECONCILED:03/31/2013		655.05

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							Vendor total: \$655.05
117214	W	03/06/2013	RADIO SHACK	000997	RECONCILED:03/31/2013		67.32
							Vendor total: \$67.32
117561	W	03/28/2013	RAO, FRANK	011905			575.00
							Vendor total: \$575.00
117451	W	03/26/2013	RAO, NOLAN	012772			200.00
							Vendor total: \$200.00
117562	W	03/28/2013	RAYMOND GEDDES & CO., INC.	001256			154.66
							Vendor total: \$154.66
117305	W	03/13/2013	REITER DAIRY	005475	RECONCILED:03/31/2013		15,865.99
							Vendor total: \$15,865.99
117533	W	03/27/2013	RENAISSANCE LEARNING, INC.	000982			2,160.60
							Vendor total: \$2,160.60
117306	W	03/13/2013	RETTIG MUSIC, INC.	005042	RECONCILED:03/31/2013		546.56
117406	W	03/20/2013	RETTIG MUSIC, INC.	005042	RECONCILED:03/31/2013		8,179.16
							Vendor total: \$8,725.72
117162	W	03/05/2013	RIBBONS N SUCH MALENA S. MUDSE	013845	RECONCILED:03/31/2013		214.20
							Vendor total: \$214.20
117163	W	03/05/2013	RIEBE, RHONDA WHITMER HIGH SCHOOL	001023	RECONCILED:03/31/2013		45.49
							Vendor total: \$45.49
117307	W	03/13/2013	RUBBER STAMP SHOP ARTHUR W. WINZENRIED	000570	RECONCILED:03/31/2013		56.00
							Vendor total: \$56.00
117215	W	03/06/2013	RUGG'S RECOMMENDATIONS	001828	RECONCILED:03/31/2013		46.00
							Vendor total: \$46.00
117534	W	03/27/2013	SAFEWAY PEST CONTROL KEITH W. HOHENSHELL	000092			385.00
							Vendor total: \$385.00
117407	W	03/20/2013	SALLY BEAUTY COMPANY	000069	RECONCILED:03/31/2013		39.55
							Vendor total: \$39.55
117535	W	03/27/2013	SALVAGE, JO CENTRAL OFFICE	003333	RECONCILED:03/31/2013		421.79
							Vendor total: \$421.79
117216	W	03/06/2013	SATTLER, STACY	005082			84.36

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			MEADOWVALE ELEM.				
						Vendor total:	\$84.36
117452	W	03/26/2013	SCANTRON CORPORATION	002839			309.64
						Vendor total:	\$309.64
117308	W	03/13/2013	SCHARF, SCOTT SHORELAND ELEMENTARY	011292	RECONCILED:03/31/2013		119.12
						Vendor total:	\$119.12
901021	M	03/26/2013	SCHOOL EMPLOYEES RETIREMENT	900003			150,886.00
						Vendor total:	\$150,886.00
117536	W	03/27/2013	SCHOOL EMPLOYEES RETIREMENT SYSTEM OF OHIO	000606			14,751.13
						Vendor total:	\$14,751.13
117309	W	03/13/2013	SCHOOL SPECIALTY	001231	RECONCILED:03/31/2013		1,231.97
						Vendor total:	\$1,231.97
117453	W	03/26/2013	SCHROCK, GREGORY	014322			525.00
						Vendor total:	\$525.00
117310	W	03/13/2013	SHADLE, NICOLE GREENWOOD	001977	RECONCILED:03/31/2013		49.95
						Vendor total:	\$49.95
117164	W	03/05/2013	SHANKLETON, KIMBERLY	014303	RECONCILED:03/31/2013		90.00
						Vendor total:	\$90.00
117249	W	03/07/2013	SHELTERED REALITY, INC. BRENDA PELZER	013559			275.00
						Vendor total:	\$275.00
117408	W	03/20/2013	SHERWIN-WILLIAMS	003543	RECONCILED:03/31/2013		45.05
						Vendor total:	\$45.05
117165	W	03/05/2013	SIEBENALLER, COURTNEY	014292	RECONCILED:03/31/2013		65.00
						Vendor total:	\$65.00
117409	W	03/20/2013	SIGNS & SUCH JOSEPH L. GILLEN	001535	RECONCILED:03/31/2013		224.00
						Vendor total:	\$224.00
117537	W	03/27/2013	SINCLAIR COMMUNITY COLLEGE C/O PAYMENT PROCESSING CTR.	011619			500.00
						Vendor total:	\$500.00
117311	W	03/13/2013	SIRCHIE FINGERPRINT LAB. SIRCHIE ACQUISITION CO	001659	RECONCILED:03/31/2013		243.54
						Vendor total:	\$243.54

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117166	W	03/05/2013	SKELDING, JEFF	013278			102.35
						Vendor total:	\$102.35
117348	W	03/14/2013	SKILLS USA NATIONAL MEMBERSHIP	013033	RECONCILED:03/31/2013		504.50
						Vendor total:	\$504.50
117410	W	03/20/2013	SMART SYSTEMS STANDARDIZED FOOD SERVICE	013860	RECONCILED:03/31/2013		2,981.00
						Vendor total:	\$2,981.00
117349	W	03/14/2013	SMITH, BRUCE S. WHITMER	005547	RECONCILED:03/31/2013		395.00
						Vendor total:	\$395.00
117411	W	03/20/2013	SMITH, TERRI WHITMER	002782	RECONCILED:03/31/2013		38.62
						Vendor total:	\$38.62
117312	W	03/13/2013	SNODGRASS, RYAN HARRY WHITMER HIGH SCHOOL	010885	RECONCILED:03/31/2013		16.39
						Vendor total:	\$16.39
117412	W	03/20/2013	SNOOK, THOMAS WHITMER H.S.	000271	RECONCILED:03/31/2013		195.36
						Vendor total:	\$195.36
117413	W	03/20/2013	SOJOURNER'S TRUTH, THE	012841	RECONCILED:03/31/2013		26.00
						Vendor total:	\$26.00
117414	W	03/20/2013	SPECIALTY GAS GROUP	012631	RECONCILED:03/31/2013		1,357.58
						Vendor total:	\$1,357.58
117454	W	03/26/2013	SPENCER, MARTHA MCGREGOR	001003			26.63
						Vendor total:	\$26.63
117313	W	03/13/2013	SPENGLER NATHANSON	000436	RECONCILED:03/31/2013		2,039.85
117538	W	03/27/2013	SPENGLER NATHANSON	000436	RECONCILED:03/31/2013		1,800.00
						Vendor total:	\$3,839.85
117539	W	03/27/2013	SPENTHOFF, KATHERINE WERNERT ELEM.	011955			113.18
						Vendor total:	\$113.18
117415	W	03/20/2013	SQUIBB, JAMIE CTC	011779			1,310.00
117540	W	03/27/2013	SQUIBB, JAMIE CTC	011779			580.95

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							Vendor total:	\$1,890.95
117350	W	03/14/2013	SQUIBB, MATT WHITMER	003650	RECONCILED:03/31/2013		58.64	
							Vendor total:	\$58.64
117217	W	03/06/2013	ST. CHARLES MERCY HOSPITAL	011778			15.00	
							Vendor total:	\$15.00
117218	W	03/06/2013	ST. VINCENT MERCY MEDICAL CTR.	002794	RECONCILED:03/31/2013		220.00	
117541	W	03/27/2013	ST. VINCENT MERCY MEDICAL CTR.	002794			165.00	
							Vendor total:	\$385.00
117314	W	03/13/2013	STACK, RENEE MCGREGOR ELEM.	013392	RECONCILED:03/31/2013		43.68	
							Vendor total:	\$43.68
117542	W	03/27/2013	STADNICZUK, TADEK WHITMER/CTC BLDG.	012375	RECONCILED:03/31/2013		91.93	
							Vendor total:	\$91.93
117543	W	03/27/2013	STAFF DEV. FOR EDUCATORS	001513			756.00	
							Vendor total:	\$756.00
117219	W	03/06/2013	STANDARD STATIONERY SUPPLY CO.	002211	RECONCILED:03/31/2013		457.92	
117544	W	03/27/2013	STANDARD STATIONERY SUPPLY CO.	002211			649.56	
							Vendor total:	\$1,107.48
117455	W	03/26/2013	STANNERT, DAVE	013181			200.80	
							Vendor total:	\$200.80
117315	W	03/13/2013	STAPLES ADVANTAGE	001017	RECONCILED:03/31/2013		5,302.62	
							Vendor total:	\$5,302.62
117220	W	03/06/2013	STARTS AUTO PARTS	001948	RECONCILED:03/31/2013		2,950.75	
117316	W	03/13/2013	STARTS AUTO PARTS	001948	RECONCILED:03/31/2013		550.39	
117416	W	03/20/2013	STARTS AUTO PARTS	001948	RECONCILED:03/31/2013		1,416.75	
117545	W	03/27/2013	STARTS AUTO PARTS	001948			7,154.45	
							Vendor total:	\$12,072.34
901020	M	03/26/2013	STATE TEACHERS RETIREMENT	900002			405,208.00	
							Vendor total:	\$405,208.00
001505	W	03/05/2013	STATE TEACHERS RETIREMENT SYSTEM	000605	RECONCILED:03/31/2013		10,838.04	

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117317	W	03/13/2013	STATE TEACHERS RETIREMENT SYSTEM	000605	RECONCILED:03/31/2013		12,325.89
117546	W	03/27/2013	STATE TEACHERS RETIREMENT SYSTEM	000605			10,838.04
						Vendor total:	\$34,001.97
117167	W	03/05/2013	STEELE, JENNA	010373	RECONCILED:03/31/2013		125.00
117456	W	03/26/2013	STEELE, JENNA	010373	RECONCILED:03/31/2013		300.00
						Vendor total:	\$425.00
117257	W	03/08/2013	STEELE, KELLY	004862	RECONCILED:03/31/2013		350.00
117351	W	03/14/2013	STEELE, KELLY	004862	RECONCILED:03/31/2013		393.00
						Vendor total:	\$743.00
117221	W	03/06/2013	STEVENS DISPOSAL & RECYCLING	002147	RECONCILED:03/31/2013		4,392.93
117417	W	03/20/2013	STEVENS DISPOSAL & RECYCLING	002147	RECONCILED:03/31/2013		4,673.24
						Vendor total:	\$9,066.17
117318	W	03/13/2013	STOUGH & STOUGH ARCHITECTS	000500	RECONCILED:03/31/2013		129,335.12
						Vendor total:	\$129,335.12
117547	W	03/27/2013	STRS OHIO	001251			40.00
						Vendor total:	\$40.00
117418	W	03/20/2013	SUPERIOR LAMP, INC.	013108	RECONCILED:03/31/2013		553.48
						Vendor total:	\$553.48
117419	W	03/20/2013	SWEeper WORLD	001021	RECONCILED:03/31/2013		84.00
						Vendor total:	\$84.00
117250	W	03/07/2013	SYLVANIA HISTORICAL VILLAGE	014241	RECONCILED:03/31/2013		260.00
						Vendor total:	\$260.00
117168	W	03/05/2013	SYROKA, WILLIAM	014301	RECONCILED:03/31/2013		65.00
						Vendor total:	\$65.00
117420	W	03/20/2013	TAC ATTN: BRIAN YODER	013374	RECONCILED:03/31/2013		723.98
						Vendor total:	\$723.98
117352	W	03/14/2013	TAM O SHANTER SPORTS, INC.	000837	RECONCILED:03/31/2013		144.00
						Vendor total:	\$144.00
117222	W	03/06/2013	TAS INC.	001655	RECONCILED:03/31/2013		2,544.00
117421	W	03/20/2013	TAS INC.	001655	RECONCILED:03/31/2013		4,000.00

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117548	W	03/27/2013	TAS INC.	001655			4,000.00
						Vendor total:	\$10,544.00
117223	W	03/06/2013	TAYLOR, JILL GREENWOOD ELEM.	003723	RECONCILED:03/31/2013		46.76
						Vendor total:	\$46.76
117224	W	03/06/2013	TAYLOR, LINDA TRANSPORTATION DEPT.	001506			44.75
						Vendor total:	\$44.75
117251	W	03/07/2013	TEAM SPORTS, INC.	003190	RECONCILED:03/31/2013		2,995.00
117353	W	03/14/2013	TEAM SPORTS, INC.	003190	RECONCILED:03/31/2013		4,592.00
						Vendor total:	\$7,587.00
117422	W	03/20/2013	TERMINAL SUPPLY CO.	013617			288.40
						Vendor total:	\$288.40
117423	W	03/20/2013	TIME FOR KIDS	012505	RECONCILED:03/31/2013		1,109.60
						Vendor total:	\$1,109.60
117169	W	03/05/2013	TJM PROMOTIONS, INC. TEAM JEDI	013237	RECONCILED:03/31/2013		285.00
						Vendor total:	\$285.00
117319	W	03/13/2013	TOFT'S DAIRY	002347	RECONCILED:03/31/2013		992.52
						Vendor total:	\$992.52
117225	W	03/06/2013	TOLEDO AUTOMATIC DOOR	001552	RECONCILED:03/31/2013		324.95
117549	W	03/27/2013	TOLEDO AUTOMATIC DOOR	001552			258.25
						Vendor total:	\$583.20
117424	W	03/20/2013	TOLEDO BLADE	011279	RECONCILED:03/31/2013		1,714.56
						Vendor total:	\$1,714.56
117425	W	03/20/2013	TOLEDO CHAPTER-AMER PAYROLL WANDA GLOVER / TOLEDO ZOO	004036	RECONCILED:03/31/2013		30.00
						Vendor total:	\$30.00
117226	W	03/06/2013	TOLEDO EDISON	000010	RECONCILED:03/31/2013		58,722.64
117320	W	03/13/2013	TOLEDO EDISON	000010	RECONCILED:03/31/2013		36.79
117550	W	03/27/2013	TOLEDO EDISON	000010			8,276.95
						Vendor total:	\$67,036.38
117551	W	03/27/2013	TOLEDO MIRROR AND GLASS CO. TOLEDO GLASS LLC	000108			709.00
						Vendor total:	\$709.00

CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013

ALL CHECKS SELECTED

CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
117457	W	03/26/2013	TOLEDO OPERA JENNIFER GROSS	003103			850.00
						Vendor total:	\$850.00
117426	W	03/20/2013	TOLEDO SPRING SERVICE	002662	RECONCILED:03/31/2013		1,588.11
						Vendor total:	\$1,588.11
117252	W	03/07/2013	TOLEDO SYMPHONY YOUNG PEOPLE'S CONCERTS	001702	RECONCILED:03/31/2013		220.00
						Vendor total:	\$220.00
117321	W	03/13/2013	TOLEDO-LUCAS COUNTY HEALTH DEPARTMENT	000505	RECONCILED:03/31/2013		440.96
						Vendor total:	\$440.96
117253	W	03/07/2013	TOLLY, BRADLEY WHITMER/CTC BLDG.	010555	RECONCILED:03/31/2013		106.18
117322	W	03/13/2013	TOLLY, BRADLEY WHITMER/CTC BLDG.	010555	RECONCILED:03/31/2013		16.64
						Vendor total:	\$122.82
117227	W	03/06/2013	TOM'S TIRE	002262	RECONCILED:03/31/2013		74.00
117552	W	03/27/2013	TOM'S TIRE	002262			406.39
						Vendor total:	\$480.39
117228	W	03/06/2013	TORRENCE SOUND EQUIPMENT COMPANY	000111	RECONCILED:03/31/2013		640.26
117427	W	03/20/2013	TORRENCE SOUND EQUIPMENT COMPANY	000111	RECONCILED:03/31/2013		1,248.01
						Vendor total:	\$1,888.27
117254	W	03/07/2013	TOY DEPOT	014282	RECONCILED:03/31/2013		53.15
						Vendor total:	\$53.15
117428	W	03/20/2013	TPC FOOD SERVICE C/O PATRICK REID	011238	RECONCILED:03/31/2013		6,166.80
						Vendor total:	\$6,166.80
117553	W	03/27/2013	TRANSCENDER	014320			1,112.00
						Vendor total:	\$1,112.00
117323	W	03/13/2013	TREASURER-STATE OF OHIO DEPARTMENT OF TAXATION	000135	RECONCILED:03/31/2013		185.57
						Vendor total:	\$185.57
117429	W	03/20/2013	TRECA ATTN; PSUG OH	013986	RECONCILED:03/31/2013		119.00
						Vendor total:	\$119.00

CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
117430	W	03/20/2013	TRIUMPH LEARNING LLC NEWARK POST OFFICE	011441	RECONCILED:03/31/2013		513.98
						Vendor total:	\$513.98
117229	W	03/06/2013	TURNER ELECTRIC SERVICES,LLC.	001203	RECONCILED:03/31/2013		3,500.00
						Vendor total:	\$3,500.00
117354	W	03/14/2013	ULRICH, LAURA WHITMER/CTC BLDG.	011792	RECONCILED:03/31/2013		180.00
117431	W	03/20/2013	ULRICH, LAURA WHITMER/CTC BLDG.	011792	RECONCILED:03/31/2013		16.95
						Vendor total:	\$196.95
117230	W	03/06/2013	UNIFIRST CORP.	012569	RECONCILED:03/31/2013		108.66
117554	W	03/27/2013	UNIFIRST CORP.	012569			144.88
						Vendor total:	\$253.54
117231	W	03/06/2013	UNITED PARCEL SERVICES	000116	RECONCILED:03/31/2013		169.64
						Vendor total:	\$169.64
117324	W	03/13/2013	UNITY SCHOOL BUS PARTS	010375	RECONCILED:03/31/2013		1,648.66
117555	W	03/27/2013	UNITY SCHOOL BUS PARTS	010375			339.92
						Vendor total:	\$1,988.58
117355	W	03/14/2013	UNIVERSITY OF TOLEDO BURSAR'S OFFICE	003601			1,000.00
						Vendor total:	\$1,000.00
117232	W	03/06/2013	VBRICK SYSTEMS, INC. ATTN: HOLLY POVINELLI	014299	RECONCILED:03/31/2013		3,237.30
						Vendor total:	\$3,237.30
117255	W	03/07/2013	VISION SERVICE PLAN - (OH)	010004	RECONCILED:03/31/2013		6,909.87
						Vendor total:	\$6,909.87
117233	W	03/06/2013	W.W. WILLIAMS	014160	RECONCILED:03/31/2013		85.63
						Vendor total:	\$85.63
117563	W	03/28/2013	WADDELL, MARK	013177			1,015.74
						Vendor total:	\$1,015.74
117356	W	03/14/2013	WAGNER, DARREN	014307	RECONCILED:03/31/2013		65.00
						Vendor total:	\$65.00
117432	W	03/20/2013	WALTON, ROBIN CENTRAL OFFICE	001346	RECONCILED:03/31/2013		16.95
						Vendor total:	\$16.95

CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013

ALL CHECKS SELECTED

CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
901015	M	03/07/2013	WASHINGTON LOCAL DENTAL PREMIUM	950001			41,357.88
						Vendor total:	\$41,357.88
117170	W	03/05/2013	WASHINGTON LOCAL SCHOOLS NUTRITION SERVICES	003023	RECONCILED:03/31/2013		14.75
117325	W	03/13/2013	WASHINGTON LOCAL SCHOOLS NUTRITION SERVICES	003023	RECONCILED:03/31/2013		762.32
						Vendor total:	\$777.07
117433	W	03/20/2013	WATTERSON ENVIRONMENTAL GROUP	012934	RECONCILED:03/31/2013		2,068.00
						Vendor total:	\$2,068.00
117434	W	03/20/2013	WELCH, KELLY	014268			278.50
						Vendor total:	\$278.50
117234	W	03/06/2013	WELLER TRUCK PARTS, LLC WELLER HOLDINGS, INC.	013417	RECONCILED:03/31/2013		2,514.66
						Vendor total:	\$2,514.66
117556	W	03/27/2013	WHITMER - CTC (419-473-8339)	000035			480.00
						Vendor total:	\$480.00
117235	W	03/06/2013	WHITMER / CAMPUS CAFE	012300	RECONCILED:03/31/2013		242.00
117326	W	03/13/2013	WHITMER / CAMPUS CAFE	012300	RECONCILED:03/31/2013		300.00
117458	W	03/26/2013	WHITMER / CAMPUS CAFE	012300			225.00
						Vendor total:	\$767.00
117357	W	03/14/2013	WHITMER DIGITAL GRAPHIC DESIGN BRIAN ANDERSON	012800	RECONCILED:03/31/2013		1,150.00
						Vendor total:	\$1,150.00
117359	W	03/18/2013	WHITMER HIGH SCHOOL	000429	RECONCILED:03/31/2013		2,675.00
117459	W	03/26/2013	WHITMER HIGH SCHOOL	000429	VOID: 03/27/2013		479.63
117564	W	03/28/2013	WHITMER HIGH SCHOOL	000429			79.63
117569	W	03/28/2013	WHITMER HIGH SCHOOL	000429			500.00
						Vendor total:	\$3,734.26
117236	W	03/06/2013	WHITMER HIGH SCHOOL (419) 473-8490	000030	RECONCILED:03/31/2013		125.00
117435	W	03/20/2013	WHITMER HIGH SCHOOL (419) 473-8490	000030	RECONCILED:03/31/2013		60.00

CHECK DATES BETWEEN 03/01/2013 AND 03/31/2013

ALL CHECKS SELECTED

CHECK	TYPE	DATE	VENDOR	VENDOR	STATUS/DATE	BANK CODE	CHECK AMOUNT
117557	W	03/27/2013	WHITMER HIGH SCHOOL (419) 473-8490	000030			60.00
						Vendor total:	\$245.00
117327	W	03/13/2013	WICHMAN COMPANY	000302	RECONCILED:03/31/2013		4,584.74
						Vendor total:	\$4,584.74
117328	W	03/13/2013	WILLIAMS, CHRISTINE	014324	RECONCILED:03/31/2013		80.34
						Vendor total:	\$80.34
117358	W	03/14/2013	WINDSOR, LAURA	014310	RECONCILED:03/31/2013		65.00
						Vendor total:	\$65.00
117460	W	03/26/2013	WORSTELL, ROBERT ERIC C/O WHITMER HIGH SCHOOL	001638	VOID: 03/27/2013		583.90
117565	W	03/28/2013	WORSTELL, ROBERT ERIC C/O WHITMER HIGH SCHOOL	001638			528.25
						Vendor total:	\$1,112.15
117237	W	03/06/2013	XEROX CORP.	013711	RECONCILED:03/31/2013		169.37
						Vendor total:	\$169.37
117329	W	03/13/2013	YP	001319	RECONCILED:03/31/2013		120.00
117436	W	03/20/2013	YP	001319	RECONCILED:03/31/2013		195.50
						Vendor total:	\$315.50
V VOIDED CHECKS			10	CHECK TOTALS		27,537.14	
R RECONCILED CHECKS			294	CHECK TOTALS		6,893,375.55	
W WARRANT CHECKS			429	CHECK TOTALS		1,742,843.86	
M MEMO CHECKS			6	CHECK TOTALS		671,367.34	
B REFUND CHECKS			0	CHECK TOTALS		0.00	
I INVESTMENT CHECKS			0	CHECK TOTALS		0.00	
T TRANSFER CHECKS			0	CHECK TOTALS		0.00	
D DISTRIBUTION CHECKS			0	CHECK TOTALS		0.00	
C PAYROLL CHECKS			3	CHECK TOTALS		5,362,251.01	
MISSING CHECKS			0				
** TOTAL CHECKS (LESS VOIDED)			428	** TOTAL NET		7,748,925.07	
*** TOTAL CHECKS WRITTEN			438	*** GRAND TOTALS		7,776,462.21	

**WASHINGTON LOCAL SCHOOLS
SUMMARY OF INVESTMENT EARNINGS - FYTD
ALL FUNDS - ALL BANKS**

	GENERAL FUND	P.I.-STADIUM FUND	P.I.-TRILBY FUND	P.I.-BLDG. FUND	BLDG. FUND	LUNCHROOM FUND	EMPLOYEES MEMORIAL FUND	JODI FRANCIS MEMORIAL FUND	TRILBY SPORTSMAN FUND	BISHOP FUND	LAPOINT MEMORIAL FUND	EMP BENEFITS HEALTH FUND	EMP BENEFITS DENTAL FUND	AUXILIARY SERVICE FUND	TOTAL
Star Ohio	\$2,882.61	\$98.98	\$98.82	\$2,995.28	\$1,620.49	\$115.83	\$20.12	\$7.19	\$15.72	\$3.89	\$3.19	\$267.43	\$132.62	\$201.91	\$8,464.08
Fifth/Third	\$18,547.39														\$18,547.39
Fifth/Third-CD	\$25.00														\$25.00
Huntington	\$290.97														\$290.97
Huntington-CD	\$0.00														\$0.00
KeyBank	\$11,417.51														\$11,417.51
KeyBank-CD	\$0.00														\$0.00
PNC Bank	\$15,459.22														\$15,459.22
PNC Bank-CD	\$0.00														\$0.00
	\$48,622.70	\$98.98	\$98.82	\$2,995.28	\$1,620.49	\$115.83	\$20.12	\$7.19	\$15.72	\$3.89	\$3.19	\$267.43	\$132.62	\$201.91	\$54,204.17

**WASHINGTON LOCAL SCHOOLS
SUMMARY OF INVESTMENT EARNINGS POSTED IN MARCH 2013
ALL FUNDS - ALL BANKS**

	GENERAL FUND	P.I.-STADIUM FUND	P.I.-TRILBY FUND	P.I.-BLDG. FUND	BLDG. FUND	LUNCHROOM FUND	EMPLOYEES MEMORIAL FUND	JODI FRANCIS MEMORIAL FUND	TRILBY SPORTSMAN FUND	BISHOP FUND	LAPOINT MEMORIAL FUND	EMP BENEFITS HEALTH FUND	EMP BENEFITS DENTAL FUND	AUXILIARY SERVICE FUND	TOTAL
Star Ohio	151.16	9.58	10.98	259.25	477.11	12.56	1.74	0.78	1.24	0.31	0.25	21.12	12.95	28.90	987.93
Fifth/Third	\$1,996.84														\$1,996.84
Fifth/Third-CD	\$0.00														\$0.00
Huntington	\$0.85														\$0.85
Huntington-CD	\$0.00														\$0.00
KeyBank	\$1,492.26														\$1,492.26
KeyBank-CD	\$0.00														\$0.00
PNC Bank	\$2,130.06														\$2,130.06
PNC Bank-CD	\$0.00														\$0.00
	\$5,771.17	\$9.58	\$10.98	\$259.25	\$477.11	\$12.56	\$1.74	\$0.78	\$1.24	\$0.31	\$0.25	\$21.12	\$12.95	\$28.90	\$6,607.94

4. Authorization for Payment of Legal Fees

Legal fees for February services billed by Bricker & Eckler in the amount of \$822.00 and Spengler Nathanson in the amount of \$2,293.01.

The Treasurer recommends that the Board approve payment of legal fees as presented.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

5. Purchases over \$25,000

Washington Local Schools Policy 6320—Purchases Limitations

All purchases (purchase order/contract) except utilities and emergency purchases, that are within the amount contained in the appropriation and were originally contemplated in the budgeting process may be made upon authorization of the Director of Business Services unless the contemplated purchase is for more than \$25,000, in which case prior approval is required from the Board of Education.

Per Policy 6320, the Treasurer recommends that the following requests be approved by the Board of Education:

a) Request from John Bettis, Transportation Supervisor


Brahier Oil: Fleet fuel purchase

Purchase Total.....Not to Exceed \$26,500
(Actual w/ delivery \$25,625.86)

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

Memo

To: Jeff Fouke
From: John Bettis 
CC: Dave Bringman
Date: March 20, 2013
Subject: Fuel Purchase Recommendation

I am respectfully requesting the board to approve the purchase of bulk fuel for the fleet from Brahier Oil Co. for \$26,078.29. They were the lowest amount quoted.

Fuel is sold by volume, which due to delivery temperature it may fluctuate. We expect this to not exceed \$26,500.00.

The price comparison sheet should be available for your review.

Please let me know if I can provide further information.

TRANSPORTATION

Fuel Bid Sheet

Vendor	Contact	Phone	Price / Gal
Ports Petroleum	Chris	1-330-264-1885	<div data-bbox="1146 254 1464 333" style="border: 1px solid black; height: 38px;"></div> <i>no product</i>
Petroleum Traders	Zach	1-800-348-3705	<div data-bbox="1146 636 1464 716" style="border: 1px solid black; height: 38px;"></div> <i>no product</i>
Brahier Oil	Jim / Dick	1-419-531-2218	<div data-bbox="1146 1010 1464 1092" style="border: 1px solid black; padding: 2px;"><i>3.477105</i></div>
Quality Fuels	Bud Ziehr	419-467-6028	<div data-bbox="1146 1434 1464 1526" style="border: 1px solid black; height: 44px;"></div>



Just FIVE

Brahier Oil Inc.
P.O. Box 352017
Toledo, Ohio 43635-2017
Main 419 531 2218
Fax 419 531 3784
www.brahieroil.com

INVOICE

3/20/2013

SOLD TO: Washington Local Schools
3505 W. Lincolnshire
Toledo, OH 43606
FAX invoices to: 419-473-8441

SHIPPED TO: Same

Terms
10 DAYS

PO # DATE SHIPPED SHIPPED BY:

<u>QUANTITY</u>	<u>DATE</u>	<u>DESCR</u>	<u>INVOICE #</u>	<u>BOL#</u>	<u>PRICE</u>	<u>EXT. PRICE</u>	<u>AMOUNT</u>
7496	3/20/2013	ULS Diesel Supreme Clear	10730	160963	3.1357	3.418605	\$25,625.86

SUBTOTAL \$25,625.86
SALES TAX
SHIPPING &
HANDLING
TOTAL DUE \$25,625.86

PLEASE MAKE ALL CHECKS PAYABLE TO: BRAHIER OIL, INC. AND MAIL TO:

BRAHIER OIL, INC.
P. O. BOX 352017
TOLEDO, OH 43635-2017

ANY QUESTIONS, PLEASE
CALL: 419-531-2218
FAX: 419-531-3784

6. FY2013 Amended Appropriation Measure

The Treasurer recommends that the Board approve the following appropriation modifications at fund level:

		CURRENT	AMENDED
200	Student Managed Activity	303,290.00	338,890.00
300	District Managed Activity	890,936.00	945,036.00
401	Auxiliary Non-Public	957,356.00	1,015,736.28
524	Perkins	147,716.57	149,467.48

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

7. Attendance at Professional Meeting

The Treasurer recommends that the Board approve attendance at the professional conference as follows:

April 26-27, 2013 OSBA's Board Leadership Institute

1. Frank Erme
2. Steve Zuber

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

8. Resolution Opposing Provisions in HB 59

The Superintendent recommends that the Board approve the Resolution Opposing Provisions in HB 59, specifically the Expansion of Vouchers and Governance Structure of Educational Service Centers as presented:

Resolution Opposing Provisions in HB 59 Expansion of Vouchers and Governance Structure of Educational Service Centers

WHEREAS, Governor Kasich's biennial budget (HB 59) proposes to expand the EdChoice Scholarship Program through two new options that will significantly increase the number of publicly-funded vouchers for students to attend private or parochial schools; and

WHEREAS, one of the programs provides private or parochial school tuition vouchers to any entering kindergarten student of a family with a household income less than 200 percent of the federal poverty level, to be used at the parent's choice of participating private or parochial school; and

WHEREAS, the following year, such vouchers would be expanded to include students in both kindergarten and first grade, totaling \$25 million over the biennium; and

WHEREAS, such vouchers would be granted without regard to the academic performance or quality of the public school that the student is assigned to attend; and

WHEREAS, the second voucher expansion proposed by the Governor in HB 59 expands eligibility for the EdChoice voucher program to Kindergarten through 3rd grade students enrolled in buildings that received a "D" or "F" in the new K-3 Literacy component of the New Report Card in 2 of the 3 most recent report cards; and

WHEREAS, the operation of the proposed programs would effectively reduce funds from the already financially beleaguered local public school districts, resulting in fewer resources for the education of remaining students; and

WHEREAS, Educational Service Centers are a vital link and partner with school districts that they serve to ensure that each child in the State of Ohio has access to a high-quality education; and

WHEREAS, the State of Ohio has enacted significant changes to the K-12 educational system in Ohio over the past two years with the goal of improving the quality and accountability of education; and

WHEREAS, further changes for Educational Service Centers are scheduled to be implemented in a concentrated timeline, including reduced funding and elimination of publicly-elected ESC boards of education;

NOW THEREFORE, BE IT RESOLVED that the Washington Local Board of Education does hereby express its opposition to these provisions in HB 59; and

BE IT FURTHER RESOLVED that the Washington Local Board of Education expresses its opposition to any legislation that seeks to transfer public dollars to support private education; and

BET IT FURTHER RESOLVED that the Washington Local Board of Education expresses its opposition to the concentrated timeline currently in law for Educational Service Centers; and

BE IT FURTHER RESOLVED that the Treasurer be directed to spread this resolution upon the minutes of the Board of Education and that copies of the resolution be forwarded to the Governor and members of the Ohio General Assembly.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

9. Gifts and Donations

The Superintendent recommends that the Board accept the gifts and donations as presented:

A. Parkway Surgery Center

c/o Karen Valentine

3500 Executive Parkway, Toledo, Ohio 43606

- Donation of five boxes of #10 envelopes and nine boxes of medical charts and numeric color-coded labels to the district.

B. SERTOMA

c/o Judy and Rick Kranz

P.O. Box 503, Holland, Ohio 43528

- Donated five Red Bin jobs (hands-on activities to help students with job skills and self-help skills), five talking calculators, a GO TALK 9, a large bean bag, five CDs from Attainment's Basic Signs, Santa hats and Whitmer t-shirts to Kim Tyrrell's special needs classroom at Whitmer.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

Items donated to Kim Tyrrell's Classroom from SERTOMA

Contact persons names: Judy and Rick Kranz . Judy is my classroom nurse who is very kind caring dependable and just wonderful to all my students and staff. Judy and Rick are members of SERTOMA. President of SERTOMA is George Damasco

Address P.O. Box 503 Holland, Ohio 43528

Phone number 419-740-0675, Fax Number 419-861-1450

Email: www.fortmeigssertoma.com

Items donated:

We received five Red Bin jobs. These are hands-on activities to help students with job skills and self-help skills.

1. **Clip Sequencing:** Students will attach clips (small clothes pin clips) to printed pattern cards. The pattern cards increase in difficulty from two to six clips per card in four different colors. This also assists the student with fine motor skills. We have also made our own colored clips for students who are unable to pinch the small clips; we used clothes pins and made larger pattern cards for them.
2. **Shape variable sorting:** We have six different colors, three shapes and two sizes for students to sort into containers and package. This activity works well for all levels and abilities.
3. **Shopping card Packaging:** In this activity, students can sort by categories found in a grocery store from condiments, to carbohydrates to beverages, convenient foods to personal supplies, clothing and cleaning supplies. Cards are color coded so it's easy to separate into categories for individual and group activity or needs.
4. **Day Card Packaging:** This activity asks students what activities you may find during the day, the week or in a month. This activity also helps with conversation starters. Asking students what they did over the weekend, evening, etc.
5. **Cube Weighing:** Students measure and weigh plastic cubes on a digital scale to a given amount of weight. Students also work on range in weight being less than or more than a given amount. Students then package the cubes into plastic bags.

SERTOMA was kind enough to also Donate **five Talking Calculators:** My students love these as most of my students are non-verbal and the calculator will tell them the numbers and will say the answer to their math problem.

A **GO TALK 9**: This is a communication device that will hold nine picture cues and also has five different levels. We are able to program it with greetings to our peers and friends, the weather, days of the week, Yes and No answers, activities/jobs that students would like to complete. With non-verbal students, it's nice for them to be able to communicate some of their wants and needs.

Large Bean Bag: Used for students for repositioning and for break time. Students listen to music, watch movies, read papers and books. These bean bags are more comfortable for alternate seating for my students in wheelchairs. All students take their turn and enjoy sitting in the Bean Bags.

Also donated were five **CDs from Attainment's BASIC SIGNS**. These CDs work on Functional Safety, Community, and Survival signs and words found around our community, work place and school. My students enjoy working with these CDs on our SmartBoard; they take turns being the teachers. These CD programs show the student the sign and then show people obeying the signs so they are safe.

SERTOMA also purchased **Santa hats** and **WHITMER t-shirts** for each of my students. These gifts were all donated and brought to Whitmer High School from Mr. and Mrs. Claus. Mr and Mrs Claus also visited other MD classrooms and sang Christmas carols.

10. Textbook Adoption

The Superintendent recommends that the Board of Education approve the adoption of textbooks as presented:

A. *enVision Math Common Core*

- Published by Pearson
- Course: Math grades K-5
- Rationale: See Executive Summary on next page
- \$468,073.05

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____



washington local schools

MEMO: Executive Summary
RE: K-5 Mathematics Instructional Resource Adoption
DATE: April 3, 2013
FROM: Brian Davis

We have postponed purchasing any major instructional resources for the past several years because we have been waiting for publishers to align their products with the new Common Core State Standards. We have been interested in revamping our elementary mathematics instructional resources for over three years, but have collectively decided to delay purchasing any new resources until we redesigned our elementary math curriculum and vetted resources to insure their alignment to the CCSS. We believe our efforts and patience have benefitted the district and its students.

Please find the following information regarding the recommendation to purchase enVision Math instructional materials for grades K – 5:

Selection Process

- Three formal vendor presentations of five different K-5 mathematics programs that were narrowed to two products
- Two formal vendor presentations on enVision Math and Math in Focus (Singapore Math) to two different staff audiences
- Survey completed by staff who participated in formal vendor presentations overwhelming (97%) supported the selection of enVision Math
- Teacher visitations to Anthony Wayne Schools to observe and discuss the implementation of enVision Math and Perrysburg Schools to observe and discuss the implementation of Math in Focus (Singapore Math)
- All CCSS Math Teams grade K-5 reviewed and rated math instructional materials from both vendors
- Special Education staff was included in every aspect of the selection process
- Three afterschool materials preview sessions were open to all staff
- Core Math Selection Committee met with enVision representative for final recommended purchasing selections

Rationale for Recommending enVision Math

- Aligns with the new Common Core State Standards in Mathematics
- What Works Clearinghouse provides research that supports enVision Math program's impact on improving student math performance
- Provides a blended approach to teaching mathematics using traditional and virtual instructional tools – Student and Teacher textbooks and all instructional materials are available in both hard copy and electronic formats
- Student and Teacher textbooks for grades 3-5 are available digitally for at least 10 years

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- Easily adaptable to use as a resource for the math units we created in grades K-5
- Provides remediation and enrichment differentiated content structure and support for each lesson to allow for individualized instruction
- Independent practice materials are available in small group center activities and online resources that can be accessed at home or in school
- Formative and summative assessment tools allow students to practice taking assessments online in preparation for the PARCC assessments and provide students and teachers with immediate feedback regarding each student's performance in the acquisition of skills
- The differentiated component parts provide teachers with a multitude of tools that allow them the flexibility to find the optimum instructional resource for each student

Purchasing Details

- Realizing that this is a significant investment in instructional materials, we foresee little, if any, additional costs to implement the program for the next 5 years in grades K-2 and 10 years in grades 3-6
- The end cost reflects approximately a 50% savings for items received at no cost equaling \$366,502.29
- 6 days of product implementation training will be provided by Pearson for all K-5 teachers at the beginning of school and a follow up trainings in November 2013 and February 2014
 - Ongoing training will be provided for staff who are new and those making grade level changes
- Ordering now will allow staff to receive the materials before the end of the school year and will afford them the opportunity to review enVision over the summer
- We are exploring reducing shipping costs by utilizing our member benefits in the Ohio School Council consortium
- enVision Math demo site is available at:
 - www.pearsonsuccessnet.com
 - Login: OHCCenvision
 - Password: OH123456

Please let me know if you have questions.

Thanks
Brian

Brian E. Davis
Director of Curriculum & Instruction
Washington Local Schools

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WASHINGTON LOCAL SCHOOLS

Instructional Materials / Textbook Recommendation Form

It is recommended that the materials listed below be considered for adoption by the Washington Local Board of Education for use in the subject area designated.

Title of Text/instructional material enVision Math Common Core Copyright date 2012

Publisher Pearson

Author/s Randall I Charles, Janet Caldwell, Jane Schielack, William Tate

Course title/ grade level K-5

PLEASE CHECK ONE: * Replacement Supplemental New adoption X

If a textbook is currently being used, and the textbook being recommended is going to replace the one currently in use the following information MUST BE COMPLETED.

Name of current text Every Day Math Copyright 2007

Publisher McGraw Hill Author/s Max Bell, Andy Isaacs

Course title/ grade level K-5

+++++

A total of 5 different sets of instructional materials in this subject area were considered in making this recommendation.

Brian Davis Chairman

Cal Coy, Jessica Gerig

Jini Jordan, Ann Manley

Tracy Gladieux, Stacey Kessler

Approved: Brian E Davis

Brian Davis, Director of Curriculum

+++++

of books required (if applicable) Cost per book (if applicable) Total cost of adoption \$468,073.05

+++++

Approved:

Patrick Hickey, Superintendent of Schools

Approved:

BOARD OF EDUCATION

Date:



Washington Local Schools
Curriculum and Materials Evaluation

Curriculum Area: Mathematics K-5

Course Title: enVision

Grade Level: K-5 Ability Level: Pre K – Grade 8

Textbook Information

Text Title: enVision Math Common Core

Core: see attached Supplementary: see attached

Author: Randall I Charles, Janet Caldwell, Jane Schielack, William Tate

Publisher: Pearson Copyright Date: 2012

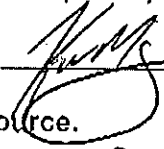
Number of Books Requested: see attached Estimated Price per Book: see attached

Name of Reviewer: Brian Davis Date: 3/22/13

Section 1 Content	Poor		Average		Excellent		Not Applicable
	1	2	3	4	5		
1. Addresses Ohio State Standards and Indicators for the subject matter					√		
2. Text and activities support the District adopted standards					√		
3. Addresses the Washington Local School District curricular standards, appropriate to the course					√		
4. Accurate, up to date content					√		
5. Skills and strategies are clearly presented within the text					√		
6. Content appropriate for pupils' level of maturity					√		
7. Includes material which is accurate, objective, and current, suited to the needs and comprehension of pupils at the respective age level for which the course is offered					√		
8. Content promotes problem solving and critical thinking skills. (Rigor)					√		
9. Accurately portrays the cultural and racial diversity of our society					√		
10. Includes the role and contributions of ethnic and cultural groups					√		
11. Includes contributions of both men and women in all types of roles					√		
12. Includes the role and contributions of the entrepreneur and labor					√		
13. Accurately portrays ecological systems and the necessity for the protection of our environment							√

Section 2 Readability	Poor		Average		Excellent		Not Applicable
	1	2	3	4	5		
14. Reading level appropriate to students' reading level					√		
15. Higher level thinking skills built into content and illustrations to involve and interest students					√		
16. In-text definitions and phonetic re-spellings given for new or difficult words					√		
17. Pages have an open, easy-to-follow organization and consistent, clear placement of headings					√		
18. Examples are provided to which students can easily relate					√		
Section 3 Visuals							
19. Picture headings are functional and assist with learning					√		
20. Cultural and gender stereotypes are avoided					√		
21. Graphs, data tables, flowcharts clarify and/or illustrate information presented in text					√		
22. Placement is accurate and doesn't detract from readability of text					√		
Section 4 Teaching and Learning Features							
23. Opportunities for application of learning materials to students' lives					√		
24. Activities built into unit/chapter to stimulate pupil involvement					√		
25. Flexible unit, chapter, and section organization that is easily adapted to individual classroom needs					√		
26. Exercises for review and evaluation are provided					√		
27. Lab materials							√
28. Support materials available in Spanish or other languages					√		
29. Technology resources are available					√		
• Book online					√		
• Smartboard resources					√		
• Other: List- Visual Learning Animation Exam view – Online Formative and Summative assessments					√		

Is the Technology supported by our System? (circle) Yes or No

Signed: (Computer Services) 

Describe main strengths of this book/resource.

- Aligned and organized with new Common Core State Standards in Math.
- Adaptable to the units we've created in grades K-6.
- Differentiated Instructional Materials for re-teaching and RTI groupings.

Describe major weaknesses of this book/resource.

- There are many component parts that teachers will need training on how to fully utilize them effectively

Recommendation and Rationale

SEE EXECUTIVE SUMMARY

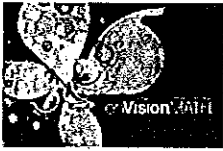
Curriculum Committee Members

Print Name

1. Jimi Jordan
2. Ann manley
3. Darcy Burgess
4. Cal Coy
5. Tracy Gladieux
6. Stacky Kessler
7. Jessica Gerig

Signature

1. Jimi Jordan
2. Ann manley
3. Darcy Burgess
4. Cal Coy
5. Tracy Gladieux
6. Stacky Kessler
7. Jessica Gerig



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COST PROPOSAL

enVisionMATH Common Core, © 2012

Prepared for: Brian Davis, Curriculum - Washington Local
Toledo, OH



TITLE	ISBN	NET PRICE	QTY	TOTAL	QTY N/C	TOTAL N/C
Grade K						
Student Materials						
<i>Student Lesson Packets with 1 Year Digital Access</i>						
4-Pack	978-0-328-68260-7	\$118.97		\$0.00		\$0.00
24-Pack Unit Cost \$26.97	978-0-328-68261-4	\$647.47		\$0.00		\$0.00
28-Pack	978-0-328-68262-1	\$754.97		\$0.00		\$0.00
32-Pack	978-0-328-68263-8	\$862.97		\$0.00		\$0.00
<i>Student Lesson Packets with 5 Year Digital Access</i>						
4-Pack	978-0-328-73734-5	\$349.97		\$0.00		\$0.00
24-Pack (Unit Cost \$14.80)	978-0-328-73737-6	\$1,776.47		\$0.00		\$0.00
28-Pack (Unit Cost \$14.80)	978-0-328-73740-6	\$2,072.47	24	\$49,739.28		\$0.00
32-Pack	978-0-328-73743-7	\$2,368.47		\$0.00		\$0.00
<i>Student Lesson Packets with 6 Year Digital Access</i>						
4-Pack	978-0-328-77734-1	\$365.97		\$0.00		\$0.00
24-Pack	978-0-328-77725-9	\$2,195.97		\$0.00		\$0.00
28-Pack	978-0-328-77728-0	\$2,561.97		\$0.00		\$0.00
32-Pack	978-0-328-77731-0	\$2,927.97		\$0.00		\$0.00
<i>Student Lesson Packets with 7 Year Digital Access</i>						
4-Pack	978-0-328-68272-0	\$483.97		\$0.00		\$0.00
24-Pack	978-0-328-68273-7	\$2,519.97		\$0.00		\$0.00
28-Pack	978-0-328-68274-4	\$2,939.97		\$0.00		\$0.00
32-Pack	978-0-328-68275-1	\$3,359.97		\$0.00		\$0.00
<i>Online Student Edition with 1 Year Digital Access</i>						
Online Student Edition with 1 Year Digital Access	978-0-32-868156-3	\$24.47		\$0.00		\$0.00
Teacher's Edition and Resources						
Teacher's Edition and Resource Package (Gen Ed and Inter Tchr)	978-0-328-67909-6	\$524.97		\$0.00	28	\$14,699.16
Workbooks						
Common Core Standards Practice Workbook	9780328756834	\$5.47		\$0.00	569	\$3,112.43
Common Core Standards Practice Workbook Teacher's Edition	9780328756902	\$19.47			28	\$545.16
Diagnosis and Intervention						
Diagnosis and Intervention System Part 1 (K-3) (1 per intervention tchr)	978-0-328-69791-5	\$131.47	14	\$1,840.58		\$0.00
Additional Resources						
Math Library and Teacher Guide Package (1 per Gen Ed Tchr)	978-0-328-69784-7	\$41.97		\$0.00	24	\$1,007.28
Topic Stories Big Book (1 per Gen Ed Tchr)	978-0-328-69771-7	\$125.97	12	\$1,511.64	12	\$1,511.64
Technology for Teachers						
<i>Software (Macintosh/Windows Dual Compatibility)</i>						
Digital Teacher Resource Package (Gen Ed and Inter Tchr)	978-0-328-67902-7	\$1,997.97	14	\$27,971.58	14	\$27,971.58
Teacher Access Pack	978-0-328-70284-8	\$1,897.97		\$0.00		\$0.00
Teacher Edition eText CD-ROM	978-0-328-70249-7	\$524.97		\$0.00		\$0.00
ExamView CD-ROM	978-0-328-70263-3	\$106.97		\$0.00		\$0.00
Virtual Learning Animation CD-ROM	978-0-328-70256-5	\$103.97		\$0.00		\$0.00
Building Administrator's Teacher Access Pack (K-6) (1 per elem bldg)	978-0-328-70291-6	\$419.97		\$0.00	8	\$3,359.76
Professional Development						
Professional Development Needs Assessment (K-6)	978-0-328-48960-2	\$52.47		\$0.00		\$0.00
Professional Development DVD (K-2)	978-0-328-49280-0	\$103.47		\$0.00		\$0.00



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COST PROPOSAL

enVisionMATH Common Core, © 2012

Prepared for: Brian Davis, Curriculum - Washington Local
Toledo, OH



TITLE	ISBN	NET PRICE	QTY	TOTAL	QTY N/C	TOTAL N/C
Grade 1						
Student Materials						
<i>Student Lesson Packets with 1 Year Digital Access</i>						
4-Pack	978-0-328-68264-5	\$118.97		\$0.00		\$0.00
24-Pack	978-0-328-68265-2	\$647.47		\$0.00		\$0.00
28-Pack	978-0-328-68266-9	\$754.97		\$0.00		\$0.00
32-Pack	978-0-328-68267-6	\$862.97		\$0.00		\$0.00
<i>Student Lesson Packets with 5 Year Digital Access</i>						
4-Pack	978-0-328-73735-0	\$349.97		\$0.00		\$0.00
24-Pack	978-0-328-73738-3	\$1,776.47		\$0.00		\$0.00
28-Pack (Unit Cost 14.80)	978-0-328-73741-3	\$2,072.47	24	\$49,739.28		\$0.00
32-Pack	978-0-328-73744-4	\$2,368.47		\$0.00		\$0.00
<i>Student Lesson Packets with 6 Year Digital Access</i>						
4-Pack	978-0-328-77735-8	\$365.97		\$0.00		\$0.00
24-Pack	978-0-328-77726-6	\$2,195.97		\$0.00		\$0.00
28-Pack	978-0-328-77729-7	\$2,561.97		\$0.00		\$0.00
32-Pack	978-0-328-77732-7	\$2,927.97		\$0.00		\$0.00
<i>Student Lesson Packets with 7 Year Digital Access</i>						
4-Pack	978-0-328-68276-8	\$483.97		\$0.00		\$0.00
24-Pack	978-0-328-68277-5	\$2,519.97		\$0.00		\$0.00
28-Pack	978-0-328-68278-2	\$2,939.97		\$0.00		\$0.00
32-Pack	978-0-328-68279-9	\$3,359.97		\$0.00		\$0.00
<i>Online Student Edition with 1 Year Digital Access</i>						
Online Student Edition with 1 Year Digital Access	978-0-32-868157-0	\$24.47		\$0.00		\$0.00
Teacher's Edition and Resources						
Teacher's Edition and Resource Package (Gen Ed and Inter Tchr)	978-0-328-67910-2	\$524.97		\$0.00	28	\$14,699.16
Workbooks						
Common Core Practice Workbook	9780328756841	\$5.47		\$0.00	544	\$2,975.68
Common Core Practice Workbook Teacher's Edition	9780328756919	\$19.47			28	\$545.16
Diagnosis and Intervention						
Diagnosis and Intervention System Part 1 (K-3) (1 per intervention tchr)	978-0-328-69791-5	\$131.47	4	\$525.88		\$0.00
Additional Resources						
Math Library and Teacher Guide Package (1 per Gen Ed Tchr)	978-0-328-69785-4	\$41.97		\$0.00	24	\$1,007.28
Topic Stories Big Book (1 per Gen Ed Tchr)	978-0-328-69772-4	\$125.97		\$0.00		\$0.00
Technology for Teachers						
<i>Software (Macintosh/Windows Dual Compatibility)</i>						
Digital Teacher Resource Package: (1 per Gen ED and Inter Tchr)	978-0-328-67903-4	\$1,997.97	14	\$27,971.58	14	\$27,971.58
Teacher Access Pack	978-0-328-70285-5	\$1,897.97		\$0.00		\$0.00
Teacher Edition eText CD-ROM	978-0-328-70250-3	\$524.97		\$0.00		\$0.00
ExamView CD-ROM	978-0-328-70264-0	\$106.97		\$0.00		\$0.00
Virtual Learning Animation CD-ROM	978-0-328-70257-2	\$103.97		\$0.00		\$0.00
Building Administrator's Teacher Access Pack (K-6)	978-0-328-70291-6	\$419.97		\$0.00	9	\$3,779.73
Professional Development						
Professional Development Needs Assessment (K-6)	978-0-328-48960-2	\$52.47		\$0.00		\$0.00
Professional Development DVD (K-2)	978-0-328-49280-0	\$103.47		\$0.00		\$0.00



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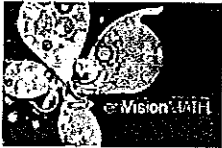
COST PROPOSAL

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Prepared for: Brian Davis, Curriculum - Washington Local
Toledo, OH



TITLE	ISBN	NET PRICE	QTY	TOTAL	QTY N/C	TOTAL N/C
Grade 2						
Student Materials						
<i>Student Lesson Packets with 1 Year Digital Access</i>						
4-Pack	978-0-328-68268-3	\$118.97		\$0.00		\$0.00
24-Pack	978-0-328-68269-0	\$647.47		\$0.00		\$0.00
28-Pack	978-0-328-68270-6	\$754.97		\$0.00		\$0.00
32-Pack	978-0-328-68271-3	\$862.97		\$0.00		\$0.00
<i>Student Lesson Packets with 5 Year Digital Access</i>						
4-Pack	978-0-328-73736-9	\$349.97		\$0.00		\$0.00
24-Pack	978-0-328-73739-0	\$1,776.47		\$0.00		\$0.00
28-Pack (Unit Cost 14.80)	978-0-328-73742-0	\$2,072.47	24	\$49,739.28		\$0.00
32-Pack	978-0-328-73745-1	\$2,368.47		\$0.00		\$0.00
<i>Student Lesson Packets with 6 Year Digital Access</i>						
4-Pack	978-0-328-77736-5	\$365.97		\$0.00		\$0.00
24-Pack	978-0-328-77727-3	\$2,195.97		\$0.00		\$0.00
28-Pack	978-0-328-77730-3	\$2,561.97		\$0.00		\$0.00
32-Pack	978-0-328-77733-4	\$2,927.97		\$0.00		\$0.00
<i>Student Lesson Packets with 7 Year Digital Access</i>						
4-Pack	978-0-328-68280-5	\$483.97		\$0.00		\$0.00
24-Pack	978-0-328-68281-2	\$2,519.97		\$0.00		\$0.00
28-Pack	978-0-328-68282-9	\$2,939.97		\$0.00		\$0.00
32-Pack	978-0-328-68283-6	\$3,359.97		\$0.00		\$0.00
<i>Online Student Edition with 1 Year Digital Access</i>						
Online Student Edition with 1 Year Digital Access	978-0-328-68158-7	\$24.47		\$0.00		\$0.00
Teacher's Edition and Resources						
Teacher's Edition and Resource Package (Gen Ed and Inter Tchr)	978-0-328-67911-9	\$524.97		\$0.00	29	\$15,224.13
Workbooks						
Common Core Practice Workbook	9780328756858	\$5.47		\$0.00	493	\$2,696.71
Common Core Practice Workbook Teacher's Edition	9780328756926	\$19.47			29	\$564.63
Diagnosis and Intervention						
Diagnosis and Intervention System Part 1 (K-3) (1 per intervention tchr)	978-0-328-69791-5	\$131.47	5	\$657.35		\$0.00
Additional Resources						
Math Library and Teacher Guide Package (1 per Gen Ed Tchr)	978-0-328-69786-1	\$41.97		\$0.00	24	\$1,007.28
Topic Stories Big Book (1 per Gen Ed Tchr)	978-0-328-69773-1	\$125.97		\$0.00		\$0.00
Technology for Teachers						
<i>Software (Macintosh/Windows Dual Compatibility)</i>						
Digital Teacher Resource Package: (1 per Gen ED and Inter Tchr)	978-0-328-67904-1	\$1,997.97		\$0.00	29	\$57,941.13
Teacher Access Pack	978-0-328-70286-2	\$1,897.97		\$0.00		\$0.00
Teacher Edition eText CD-ROM	978-0-328-70251-0	\$524.97		\$0.00		\$0.00
ExamView CD-ROM	978-0-328-70265-7	\$106.97		\$0.00		\$0.00
Virtual Learning Animation CD-ROM	978-0-328-70258-9	\$103.97		\$0.00		\$0.00
Building Administrator's Teacher Access Pack (K-6)	978-0-328-70291-6	\$419.97		\$0.00		\$0.00
Professional Development						
Professional Development Needs Assessment (K-6)	978-0-328-48960-2	\$52.47		\$0.00		\$0.00
Professional Development DVD (K-2)	978-0-328-49280-0	\$103.47		\$0.00		\$0.00



PEARSON COST PROPOSAL

enVisionMATH Common Core, © 2012
Prepared for: Brian Davis, Curriculum - Washington Local
Toledo, OH



TITLE	ISBN	NET PRICE	QTY	TOTAL	QTY N/C	TOTAL N/C
Grade 3						
Student Materials						
Student Edition with 6 Year Digital Access 10 year digital access permitted	978-0-328-67261-5	\$65.97	513	\$33,842.61		\$0.00
Online Student Edition with 1 Year Digital Access	978-0-328-68159-4	\$24.47		\$0.00		\$0.00
Online Student Edition with 6 Year Digital Access	978-0-328-68167-9	\$60.97		\$0.00		\$0.00
Teacher's Edition and Resources						
Teacher's Edition and Resource Package (Gen Ed and Inter Tchr)	978-0-328-67912-6	\$524.97		\$0.00	29	\$15,224.13
Workbooks						
Common Core Standards Practice Workbook	9780328756865	\$5.47		\$0.00	513	\$2,806.11
Common Core Standards Practice Workbook Teacher's Edition	9780328756933	\$19.47		\$0.00	29	\$525.69
Diagnosis and Intervention						
Diagnosis and Intervention System Part 1 (K-3) (1 per intervention tchr)	978-0-328-69791-5	\$131.47	5	\$657.35		\$0.00
Additional Resources						
Math Library and Teacher Guide Package (1 per Gen Ed Tchr)	978-0-328-69787-8	\$41.97		\$0.00	24	\$1,007.28
Technology for Teachers						
<i>Software</i> (Macintosh/Windows Dual Compatibility)						
Digital Teacher Resource Package: (1 per Gen ED and Inter Tchr)	978-0-328-67905-8	\$1,997.97	15	\$29,969.55	14	\$27,971.58
Teacher Access Pack	978-0-328-70287-9	\$1,897.97		\$0.00		\$0.00
Teacher Edition CD-ROM	978-0-328-70252-7	\$524.97		\$0.00		\$0.00
ExamView CD-ROM	978-0-328-70266-4	\$106.97		\$0.00		\$0.00
Virtual Learning Animation CD-ROM	978-0-328-70259-6	\$103.97		\$0.00		\$0.00
Building Administrator's Teacher Access Pack	978-0-328-70291-6	\$419.97		\$0.00		\$0.00
Professional Development						
Professional Development Needs Assessment (K-6)	978-0-328-48960-2	\$52.47		\$0.00		\$0.00
Professional Development DVD (3-6)	978-0-328-49279-4	\$103.47		\$0.00		\$0.00
Grade 4						
Student Materials						
Student Edition with 6 Year Digital Access 10 year digital access permitted	978-0-328-67262-2	\$65.97	540	\$35,623.80		\$0.00
Online Student Edition with 1 Year Digital Access	978-0-328-68160-0	\$24.47		\$0.00		\$0.00
Online Student Edition with 6 Year Digital Access	978-0-328-68168-6	\$60.97		\$0.00		\$0.00
Teacher's Edition and Resources						
Teacher's Edition and Resource Package	978-0-328-67913-3	\$524.97		\$0.00	27	\$14,174.19
Workbooks						
Common Core Standards Practice Workbook	9780328756872	\$5.47		\$0.00	540	\$2,953.80
Common Core Standards Practice Workbook Teacher's Edition	9780328756940	\$19.47		\$0.00	27	\$525.69
Diagnosis and Intervention						
Diagnosis and Intervention System Part 2 (4-6) (1 per Interv Tchr)	978-0-328-69792-2	\$131.47	5	\$657.35		\$0.00
Additional Resources						
Math Library and Teacher Guide Package (1 per Gen Ed Tchr)	978-0-328-69788-5	\$41.97		\$0.00	22	\$923.34
Technology for Teachers						
<i>Software</i> (Macintosh/Windows Dual Compatibility)						
Digital Teacher Resource Package	978-0-328-67906-5	\$1,997.97	14	\$27,971.58	13	\$25,973.61
Teacher Access Pack	978-0-328-70288-6	\$1,897.97		\$0.00		\$0.00
Teacher Edition CD-ROM	978-0-328-70253-4	\$524.97		\$0.00		\$0.00
ExamView CD-ROM	978-0-328-70267-1	\$106.97		\$0.00		\$0.00



PEARSON

COST PROPOSAL

enVisionMATH Common Core, © 2012

Prepared for: Brian Davis, Curriculum - Washington Local
Toledo, OH



TITLE	ISBN	NET PRICE	QTY	TOTAL	QTY N/C	TOTAL N/C
Virtual Learning Animation CD-ROM	978-0-328-70260-2	\$103.97		\$0.00		\$0.00
Building Administrator's Teacher Access Pack (K-6)	978-0-328-70291-6	\$419.97		\$0.00		\$0.00
Professional Development						
Professional Development Needs Assessment (K-6)	978-0-328-48960-2	\$52.47		\$0.00		\$0.00
Professional Development DVD (3-6)	978-0-328-49279-4	\$103.47		\$0.00		\$0.00
Grade 5						
Student Materials						
Student Edition with 6 Year Digital Access 10 year digital access permitted	978-0-328-67263-9	\$65.97	496	\$32,721.12		\$0.00
Online Student Edition with 1 Year Digital Access	978-0-328-68161-7	\$24.47		\$0.00		\$0.00
Online Student Edition with 6 Year Digital Access	978-0-328-68169-3	\$60.97		\$0.00		\$0.00
Teacher's Edition and Resources						
Teacher's Edition and Resource Package (Gen Ed and Inter Tchr)	978-0-328-67914-0	\$524.97		\$0.00	26	\$13,649.22
Workbooks						
Common Core Standards Practice Workbook	9780328756889	\$5.47		\$0.00	496	\$2,713.12
Common Core Standards Practice Workbook Teacher's Edition	9780328756957	\$19.47		\$0.00	26	\$506.22
Diagnosis and Intervention						
Diagnosis and Intervention System Part 2 (4-6) (1 per Interv Tchr)	978-0-328-69792-2	\$131.47	5	\$657.35		\$0.00
Additional Resources						
Math Library and Teacher Guide Package (1 per Gen Ed Tchr)	978-0-328-69789-2	\$41.97		\$0.00	21	\$881.37
Technology for Teachers						
Software (Macintosh/Windows Dual Compatibility)						
Digital Teacher Resource Package (Gen Ed and Inter Tchr)	978-0-328-67907-2	\$1,997.97	13	\$25,973.61	13	\$25,973.61
Teacher Access Pack	978-0-328-70289-3	\$1,897.97		\$0.00		\$0.00
Teacher Edition eText CD-ROM	978-0-328-70254-1	\$524.97		\$0.00		\$0.00
ExamView CD-ROM	978-0-328-70268-8	\$106.97		\$0.00		\$0.00
Virtual Learning Animation CD-ROM	978-0-328-70261-9	\$103.97		\$0.00		\$0.00
Building Administrator's Teacher Access Pack (K-6)	978-0-328-70291-6	\$419.97		\$0.00		\$0.00
Professional Development						
Professional Development Needs Assessment (K-6)	978-0-328-48960-2	\$52.47		\$0.00		\$0.00
Professional Development DVD (3-6)	978-0-328-49279-4	\$103.47		\$0.00		\$0.00
Grade 6						
Student Materials						
Student Edition with 6 Year Digital Access	978-0-328-67264-6	\$65.97		\$0.00		\$0.00
Online Student Edition with 1 Year Digital Access	978-0-328-68162-4	\$24.47		\$0.00		\$0.00
Online Student Edition with 6 Year Digital Access	978-0-328-68170-9	\$60.97		\$0.00		\$0.00
Teacher's Edition and Resources						
Teacher's Edition and Resource Package (Gen Ed and Inter Tchr)	978-0-328-67915-7	\$524.97		\$0.00		\$0.00
Workbooks						
Reteaching and Practice Workbook	978-0-328-69781-6	\$9.47		\$0.00		\$0.00
Diagnosis and Intervention						
Diagnosis and Intervention System Part 2 (4-6) (1 per Interv Tchr)	978-0-328-69792-2	\$131.47		\$0.00		\$0.00
Additional Resources						
Math Library and Teacher Guide Package (1 per Gen Ed Tchr)	978-0-328-69790-8	\$41.97		\$0.00		\$0.00
Technology for Teachers						
Software (Macintosh/Windows Dual Compatibility)						



PEARSON COST PROPOSAL

enVisionMATH Common Core, © 2012

Prepared for: Brian Davis, Curriculum - Washington Local
Toledo, OH



TITLE	ISBN	NET PRICE	QTY	TOTAL	QTY N/C	TOTAL N/C
Digital Teacher Resource Package: (1 per Gen ED and Inter Tchr)	978-0-328-67908-9	\$1,997.97		\$0.00		\$0.00
Teacher Access Pack	978-0-328-70290-9	\$1,897.97		\$0.00		\$0.00
Teacher Edition CD-ROM	978-0-328-70255-8	\$524.97		\$0.00		\$0.00
ExamView CD-ROM	978-0-328-70269-5	\$106.97		\$0.00		\$0.00
Virtual Learning Animation CD-ROM	978-0-328-70262-6	\$103.97		\$0.00		\$0.00
Building Administrator's Teacher Access Pack (K-6)	978-0-328-70291-6	\$419.97		\$0.00		\$0.00
Professional Development						
Professional Development Needs Assessment (K-6)	978-0-328-48960-2	\$52.47		\$0.00		\$0.00
Professional Development DVD (3-6)	978-0-328-49279-4	\$103.47		\$0.00		\$0.00
Ready-Made Center for Differentiated Instruction Kits						
<i>Each kit below contains: 5 copies of the Ready-Made Center Book and 5 Center Manipulatives Kit (K-6) (1 per Gen Ed tchr and Interv)</i>						
Grade K	978-0-328-70402-6	\$360.97	14	\$5,053.58	14	\$5,053.58
Grade 1	978-0-328-70403-3	\$360.97	14	\$5,053.58	14	\$5,053.58
Grade 2	978-0-328-70404-0	\$360.97	15	\$5,414.55	14	\$5,053.58
Grade 3	978-0-328-70405-7	\$360.97	15	\$5,414.55	14	\$5,053.58
Grade 4	978-0-328-70406-4	\$360.97	14	\$5,053.58	13	\$4,692.61
Grade 5	978-0-328-70407-1	\$360.97	13	\$4,692.61	13	\$4,692.61
Grade 6	978-0-328-70408-8	\$371.97		\$0.00		\$0.00
Manipulative Kits						
Kindergarten Manipulative Kits						
Center Manipulatives Kit (K-6)	978-0-328-34843-5	\$20.97		\$0.00		\$0.00
Classroom Manipulatives Kit (1 per Gen Ed tchr)	978-0-328-36499-2	\$399.97		\$0.00		\$0.00
Overhead Manipulatives Kit	978-0-328-34861-9	\$45.47		\$0.00		\$0.00
Individual Student Manipulatives Kit	978-0-328-34857-2	\$5.97		\$0.00		\$0.00
Teacher's Magnetic Manipulatives Kit (K-2) (1 per Gen Ed and Inter Tchr)	978-0-328-34856-5	\$71.47		\$0.00		\$0.00
Grades 1-2 Manipulative Kits						
Center Manipulatives Kit (K-6)	978-0-328-34843-5	\$20.97		\$0.00		\$0.00
Classroom Manipulatives Kit (1-2) (1 per Gen Ed tchr)	978-0-328-36500-5	\$399.97		\$0.00		\$0.00
Overhead Manipulatives Kit (1-2)	978-0-328-34862-6	\$63.97		\$0.00		\$0.00
Individual Student Manipulatives Kit (1-2)	978-0-328-34858-9	\$19.97		\$0.00		\$0.00
Teacher's Magnetic Manipulatives Kit (K-2) (1 per Gen Ed and Inter Tchr)	978-0-328-34856-5	\$71.47		\$0.00		\$0.00
Grades 3-4 Manipulative Kits						
Center Manipulatives Kit (K-6)	978-0-328-34843-5	\$20.97		\$0.00		\$0.00
Classroom Manipulatives Kit (3-4) (1 per Gen Ed tchr)	978-0-328-36501-2	\$399.97		\$0.00		\$0.00
Overhead Manipulatives Kit (3-4) (1 per Gen Ed and Inter Tchr)	978-0-328-34863-3	\$58.47		\$0.00		\$0.00
Individual Student Manipulatives Kit (3-4)	978-0-328-34859-6	\$15.47		\$0.00		\$0.00
Grades 5-6 Manipulative Kits						
Center Manipulatives Kit (K-6)	978-0-328-34843-5	\$20.97		\$0.00		\$0.00
Classroom Manipulatives Kit (5-6) (1 per Gen Ed tchr)	978-0-328-36502-9	\$399.97		\$0.00		\$0.00
Overhead Manipulatives Kit (5-6) (1 per Gen Ed and Inter Tchr)	978-0-328-34864-0	\$58.47		\$0.00		\$0.00
Individual Student Manipulatives Kit (5-6)	978-0-328-34860-2	\$9.47		\$0.00		\$0.00
Professional Development						
Foundational Overview of the Common Core State Standards for Mathematics						



PEARSON

COST PROPOSAL

enVisionMATH Common Core, © 2012

Prepared for: Brian Davis, Curriculum - Washington Local
Toledo, OH



<u>TITLE</u>	<u>ISBN</u>	<u>NET PRICE</u>	<u>QTY</u>	<u>TOTAL</u>	<u>QTY</u>	<u>TOTAL</u>
					<u>N/C</u>	<u>N/C</u>
One-Day Workshop/Number of Participants 30 Focusing on the Mathematical Practices of the Common Core	115222	\$3,500.00	<input type="text"/>	\$0.00	<input type="text"/>	\$0.00
Two-Day Workshop/Number of Participants 30 enVisionMATH: Product Implementation Essentials	115550	\$7,000.00	<input type="text"/>	\$0.00	<input type="text"/>	\$0.00
One-Day Workshop/Number of Participants 30 enVisionMATH: Using Student Assessment to Drive Instruction	115191	\$3,500.00	<input type="text"/>	\$0.00	6	\$21,000.00
One-Day Workshop/Number of Participants 30 Product Orientation-One Day As Delivered (SEM)	115211 0000116530	\$3,500.00 \$3,500.00	<input type="text"/> <input type="text"/>	\$0.00 \$0.00	<input type="text"/> <input type="text"/>	\$0.00 \$0.00
		KEY	Fund with Federal SS			

TOTAL VALUE OF NO CHARGE ITEMS	\$366,502.29
---------------------------------------	---------------------

TOTAL COST OF MATERIALS	\$428,453.22
ADDITIONAL BOOKS FOR GRADE 3, 4, 5	\$4,947.75
	\$433,400.97
SHIPPING AND HANDLING NOT TO EXCEED 8%	\$34,276.26
TOTAL COST WITH SHIPPING	\$467,677.23

11. Advanced Placement Exam Cost

The Superintendent recommends that the Board approve the cost of each Advanced Placement test for students taking the test who do not qualify for financial need.

- Each student not qualifying for financial need will continue to pay \$10.00
- Each student who qualifies for financial need will pay \$0

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____



Whitmer High School

Kelly Welch, Principal
Phone: 419-473-8470

washington local schools

To: Cherie Mourlam
From: Kelly Welch and Sara Hoffman
Re: AP Exams
March 11, 2013

Dear Mrs. Mourlam,

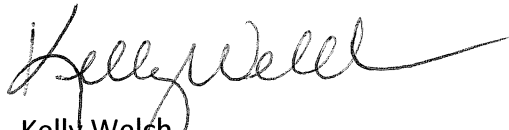
Offering Advanced Placement (AP) classes is important for the academic reputation of a high school. Whitmer offers AP classes in Calculus, Statistics, Chemistry, US History, Government and Literature. Each May the national AP exams are held, and with qualifying exam scores, students can earn college credit, advanced placement, or both at most colleges and universities in the United States and Canada.


For the 2013 school year the fee for each exam is \$81. For students with financial need, the College Board provides a \$26 fee reduction per exam and a grant from the State of Ohio covers the remainder of the cost.

We are asking the WLS Board of Education to supplement \$71 of the cost of the AP tests for students who do not qualify for financial need – bringing their financial obligation to \$10 per exam. Whitmer High School students must be enrolled in an AP class at Whitmer to be eligible for the Board of Education fee reduction.

For the last three years, Whitmer proctors approximately 75 AP exams each year. 159 students are eligible to take the AP Exam this year. Historically, half of these students qualify for free or reduced lunch leaving approximately 80 students eligible to take the exam at the reduced rate. The estimated cost to the WLS Board of Education is \$5,680.

Thank you for your consideration,


Kelly Welch
Principal


Sara Hoffman
Counselor

individual attention. infinite opportunities.

5601 Clegg Dr. Toledo, OH 43613 • shoffman@wls4kids.org

AP Cost Chart 2013

No Financial Need

Exam Cost	\$81.00
WLS Board Payment	-\$71.00
Total Cost to Student	\$10.00

* Financial Need

Exam Cost	\$89.00
Whitmer Rebate	-\$8.00
Subtotal	\$81.00
College Board Payment	-\$26.00
State of Ohio Grant	-\$55.00
Total Cost to Student	\$0.00

** The College Board and State of Ohio Grant will cover up to three exams for students who qualify for financial need.*

12. Food and Beverage Compliance

The Superintendent recommends that the Board affirm that the Washington Local School District meets the nutrition standards adopted under Section 3313.814 of the Ohio Revised Code. This will also affirm the district's compliance with the standards governing the types of food and beverages sold on school premises.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

DAVID L. BRINGMAN
Business Manager



Ph: 419.473.8228
Fax: 419.473.8247

washington local schools

TO: Patrick Hickey
FROM: Dave Bringman
DATE: April 1, 2013
RE: Nutrition Standards

In July of 2011, the State adopted new standards regarding the types of food and beverages sold on school premises. This specifically is SB210 which is 3313.814 of the Ohio Revised Code. Washington Local Schools adopted the new policy and Deb Warren is the person in charge of making sure the district complies with all of these regulations

Deb Warren and her department certify that these regulations have been met. She discussed these briefly at the March Saturday board work session. These are subject to audit by the State Department of Education.

We are asking that the Board of Education approve the recommendation that the district has complied and met all of the standards as required for Ohio Revised Code 3313.814. We will be recommending this resolution at the April board meeting. This is the same resolution as last year.

If you or any of the board members have any questions, please feel free to contact me or Deb Warren.

DLB/ef

pc: Cherie Mourlam
Jeff Fouke
Deb Warren

13. Award Contract

The Superintendent recommends that the Board award a contract to Windstream (Ruckus) for installation and support through the spring of 2018 of a Turn-Key wireless solution throughout the Washington Local School District for a total cost of \$290,471.54.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

Robert T. Gulick, EdD
Director of Technology



Keith Maly, CNA
I.T. Manager

e) rgulick@wls4kids.org
v) 419-473-8321
f) 419-473-8247

washington local schools
individual attention. infinite opportunities.
Department of Information Systems (DIS)

e) kmaly@wls4kids.org
v) 419-473-8446
e) 419-360-2882

TO: Patrick Hickey

RE: Recommendation to the Washington Local School Board to accept the Windstream (Ruckus) Project Proposal to install a Wireless Network throughout all of the Washington Local School Buildings

DATE: 04/03/2013

Introduction

The purpose of a Wireless Network (W-LAN) is to provide a secure, monitored and filtered wireless (WiFi) access to the Internet and district network resources to all students and staff anywhere within Washington Local School District buildings. Devices such as notebook computers, tablet computers (i.e. iPad, Google Chrome Book and other Android based devices,) and other hand-held devices are increasingly becoming an integrated part of instructional life. The district is currently using less than 25 low-power, consumer level wireless access points (APs) to provide wireless support for mobile notebook carts. These APs require manual configuration and the security must be manually configured for each device attempting to connect to the AP. An enterprise level W-LAN will provide full coverage of all buildings while supporting a centralized security and management solution that is tied directly to the current student / staff login.

A Request for Proposal (RFP) was developed by DIS based upon sample W-LAN RFPs from various districts throughout Ohio. An RFP was used because there are many different W-LAN solutions possible and no two solutions are exactly the same in terms of equipment and / or installation. The goal was to provide the best possible W-LAN solution (based upon capabilities and price) regardless of the specific technologies offered.

Eight of the twenty different representatives requesting a copy of the RFP submitted a proposal as noted below.

Proposals

The following table summarizes the proposals provided. All vendors based their proposals off of the same Request For Proposal (RFP) document. All vendors had the opportunity to do building walk-throughs. The proposals were due on 03/25/2013 by 1 PM. All proposals were then opened at 1 PM in the Board Meeting Room. The name of the vendor, the year 1 cost and the years 1 – 5 costs were read. The proposals were then given to DIS for review.

Vendor Name	Access Point Manufacturer (# of Devices)	Year 1 Cost	Years 1 – 5 Total Cost
All Lines	HP (553)	\$ 459,488.81	\$ 459,488.81
CBTS	Aruba (574)	\$ 545,391.50	\$ 588,215.50
Microman	Enterasys (588)	\$ 619,122.00	\$ 650,122.00
NWOCA	Cisco (607)	\$ 547,895.53	\$ 1,137,305.93
TPI	Motorola (538)	\$ 462,337.98	\$ 462,987.98
Transtar	Brocade (512)	\$ 695,400.00	\$ 813,600.00
Turner Electric	Cisco (499)	\$ 527,409.11	\$ 557,309.11
Windstream	Ruckus (286)	\$ 277,871.54	\$ 290,471.54

Robert T. Gulick, EdD
Director of Technology



Keith Maly, CNA
I.T. Manager

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e) kmaly@wls4kids.org
v) 419-473-8446
e) 419-360-2882

Analysis Procedure

Both the Director of Technology and the IT Manager read through all of the proposals. Questions and notes were compiled within Moodle. Each vendor was then contacted and asked for further explanations. A variety of Internet searches were also used to locate third-party reviews of the technology being proposed.

The Windstream (Ruckus) proposal was the most unique proposal in terms of both technology and price. Due to the proprietary antenna technology used within the wireless Access Points (AP) the vendor proposes about half of the number of devices as proposed by the other vendors. This in turn leads to less overall cost for both APs and installation. Based upon reviews of available literature and a phone conversation with a district in Nevada with walls "built like a bunker," the Ruckus technology has no difficulties with range or throughput to support hundreds of devices at a time even in a complex radio environment like an old school building.

Recommendation

Based upon a thorough evaluation of all proposals we would recommend the Windstream (Ruckus) W-LAN Proposal to install a Turn-Key wireless solution throughout the Washington Local School District. Based upon a discussion with the vendor and a review of the proposal we would also recommend opting for a central controller that can handle 20,000 active wireless devices (instead of 10,000 devices) at the same time since it is becoming very common for students and staff to have multiple devices per person plus the 700 district notebook computers. The total cost for the project as recommended is \$290,471.54 for installation and support through the Spring of 2018.

Robert T. Gulick, EdD
Director of Technology



Keith Maly, CNA
I.T. Manager

e) bgulick@wls4kids.org
v) 419-473-8321
f) 419-473-8247

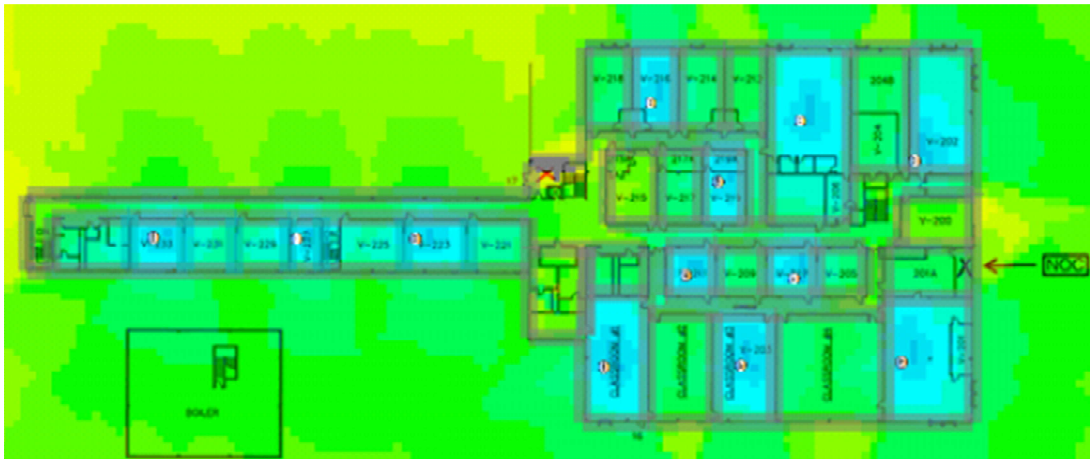
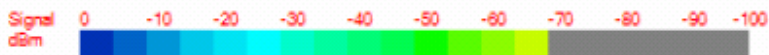
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e) kmaly@wls4kids.org
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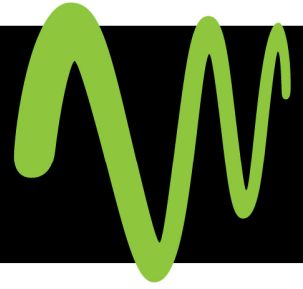
The following are the critical elements of the vendor proposals. All of the vendors included additional information (in one case over 100 pages.) This information included items such as:

- Product fact sheets for each devices being proposed
- Advertising brochures for either services and / or products
- White papers / technical studies
- Building maps indicating the placement of all Access Points
- Building Heat Maps – a heat map is a diagram of the building with an anticipated degree of wireless signal strength based upon access point ability, access point location, distance and wall construction. Each color band represents a certain level of db. The closer to 0, the stronger the signal. *



- Each vendor’s proposal packet was read in its entirety by both Keith Maly and Dr. Gulick.
- Each vendor’s full proposal is available upon request.

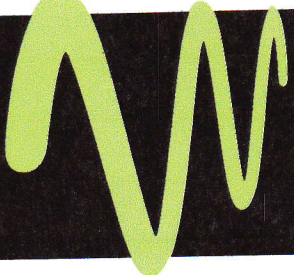
* Please note how the signal is anticipated to “bleed” into the areas surrounding the building. This is why there is a need for a managed system. All of the proposals would enable WLS to provide full access to students and staff in and around the buildings while providing the option for limited, monitored, filtered access in key public spaces such as the Field House if so desired.



Washington Local Schools

**Request for Proposal for a Wireless Network
Solution**

March 25, 2013



March 21, 2013

Thank you for allowing Windstream Communications, Inc., on behalf of itself and its affiliates authorized to provide services in the applicable jurisdiction for the particular service(s) ordered, the opportunity to answer Washington Local School's request for a Wireless Network Solution. As a nationwide, enterprise-focused communications and technology service provider with a commitment to be our customers' trusted advisor, we believe we are ideally suited to support the communications requirements of Washington Local School.

In recent years, colleges and universities have experienced tremendous challenges in providing students and administrators with 21st century communications tools, while coping with budgetary constraints and the limitations of existing physical infrastructure.

Windstream's distinctive ability to design, provision and provide smart solutions enable thousands of institutions to enhance the student learning experience while meeting complex network demands, including:

- Sundance Film Institute
- Saratoga Race Course
- Marriott Hotels Nationwide

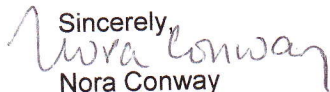
Our commitment to customer satisfaction is practiced daily by our team of approximately 14,500 individuals and truly distinguishes Windstream from our competition. Windstream's response to the RFP demonstrates this philosophy and how it will benefit Washington Local School.

Windstream empowers employees who have direct contact with our customers to act on behalf of the corporation in all matters of service and contract fulfillment. Our national, dedicated higher education team has the unconditional support of our executive management in ensuring that our higher education customers receive prompt and effective servicing.

We are confident that upon your completion of the evaluation, you will conclude that the combination of Windstream's smart solutions and personalized service will best fit the unique needs of Washington Local School.

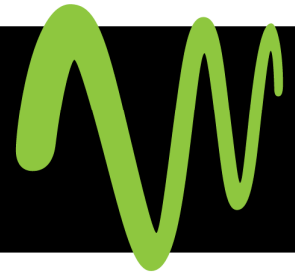
On behalf of the Windstream team, I thank you once again for this opportunity and look forward to fulfilling all RFP requirements as our next step!

Sincerely,



Nora Conway
Account Executive, Major Enterprises
Windstream
216-503-5125
Nora.Conway@Windstream.com

Executive Summary



Key Facts

- Nationwide Presence
- Smart Solutions
- 115,000 Miles of Fiber
- Enterprise-Class Data Centers & Managed Services
- More Than 450,000 Business Customers
- 80% of FORTUNE 500 Companies Served
- More Than 150 Offices
- S&P 500 Company

Company Overview

Windstream Communications, Inc., on behalf of itself and its affiliates, is pleased to respond to the Washington Local School's specifications for a Wireless Network Solution. Headquartered in Little Rock, AR, Windstream (NASDAQ: WIN) is a nationwide, enterprise-focused communications and technology service provider with a commitment to be our customers' trusted advisor. By being more tenacious and attentive than our competitors, we deliver the right combination of smart solutions and personalized service.

Windstream is proud to serve more than 450,000 businesses in 48 states and the District of Columbia. Customers include 4 out of 5 of the nation's FORTUNE 500 companies and thousands of higher education institutions, government entities, hospitality properties, financial service firms and healthcare organizations.

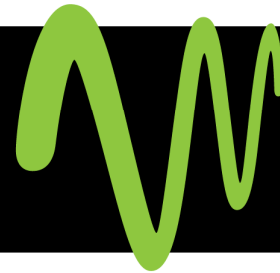
Our financial strength of over \$6 billion in annual revenues is backed by our highly experienced executive leadership team. Together, they strive to exceed customer expectations, build a great team of employees and deliver the desired financial results for our shareholders.

Through completing eight acquisitions in the past five years, Windstream has grown exponentially. The most recent acquisitions include PAETEC in 2011, and NuVox, Iowa Telecom, Hosted Solutions and Q-Comm in 2010. Collectively, these acquisitions help establish a nationwide footprint, bringing added scale to Windstream's business services focus, enhancing our already robust product portfolio and allowing us to better serve small and large educational institutions.

Windstream has a strengthened commitment to deliver customer-specific solutions with offerings that include data, voice, network, cloud and managed services. We specialize in customizing solutions according to your needs to help boost efficiency within your organization, as well as maximize your business potential.

Windstream's commitment to our customers doesn't end with the initial sale. Your national, dedicated higher education account team continually works with you to develop and implement a smarter communications strategy.

Executive Summary



As an extension to our account teams, Windstream Online (windstreamonline.com), an enhanced Web-based interface, provides immediate, secure access to all of the account information and tools you need – anytime, anywhere. It gives the Washington Local School the freedom and convenience to pay your bill online, access past and present payment history, change toll-free ring-to numbers, submit and view trouble ticket history and status, obtain real-time reports, monitor your service usage patterns and much more. Additionally, you may access the Windstream Acceptable Use Policy (“AUP”) and Privacy Policy online at the following links: for the AUP, <http://www2.windstream.net/customersupport/usersguide/accept/accept.html>; for the Privacy Policy, <http://www.windstream.com/privacy.aspx>. The AUP and Privacy Policy are applicable to Windstream Internet service users.

For more information, we encourage you to visit our Web site at windstream.com.

Industry Focus

Windstream's innovative suite of communications products and services for the higher education market can help the Washington Local School develop cost-effective solutions to:

- Keep up with additional bandwidth demands
- Control costs while maintaining support
- Ensure network availability and business continuity
- Prepare for next generation technologies
- Maintain network security



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Washington Local Schools

Request for Proposal

W-LAN 2012-2013

Prepared by: Robert T. Gulick, EdD
RFP Released Date: Wednesday, February 13, 2013
RFP Submission Deadline: Monday, March 25, 2013, 1:00 PM

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Purpose / Objectives

WLS is seeking proposals from qualified firms to install a 'turn-key' wireless network (WLAN) throughout all of the district buildings. The solution will provide all access points, network wiring from the nearest IDF / MDF, any needed POE network switches, central controller and any software / service needed to integrate the WLAN with our existing Novell eDirectory / LDAP network security. All proposed plans must include detailed billing and include all associated costs including hardware, software licensing, shipping, installation, configuration, permits and any / all required engineering.

Windstream Communications, Inc., on behalf of itself and its affiliates authorized to provide Services in the applicable jurisdiction for the particular Service(s) ordered by the Customer has read the Request for Proposal for Wireless Network Services and responds herein.

Background

WLS currently has a 1 GB fiber optic network in a hub and spoke configuration. The hub is located in the Network Operations Center (NOC) at the CTC building on the Whitmer Campus. Any current wireless is of an older sort and will not be part of the WLAN project. WLS uses Novell / eDirectory for network security. Content filtering and network utilization monitoring is done via an inline appliance provided by LightSpeed. There are eight elementary buildings, two junior high buildings, one high school (made up of the main building, the career technology center and an annex,) two support buildings (The Board Office and the Transportation/Maintenance Center,) and the high school football stadium.

Windstream has read and understands.

Scope of Work

- Vendor must complete a site survey to determine the placement of access points

Windstream has read and complies.

- The wireless network shall be designed by Vendor to support thirty high-speed wireless devices in each classroom or potential classroom. Larger areas shall support a correspondingly higher density of devices: Libraries, Cafeterias, Gymnasiums, lecture halls, auditoriums and large common areas such as the hall areas in front of the high school auditorium and high school Field House/ main gym. Office areas will be able to support up to ten high-speed devices. The locker rooms / coaches offices / concession stands at the high school football stadium will support up to thirty high-speed wireless devices in each area. No deliberate coverage of the public stands is required.

Windstream has read and complies.

- Vendor is responsible for configuring all devices needed to implement the new network. WLS technical staff shall be consulted prior to making changes to any WLS system. The wireless network shall be configured to have multiple SSID's on dedicated VLAN's as defined by WLS technology staff during installation and setup. Secure enterprise level authentication via eDirectory / LDAP is required. WLS Staff will be responsible for installing any services needed on WLS servers, and will be consulted prior to Vendor configuring those services.

Windstream has read and complies.

- The Vendor shall provide all physical installation of equipment and wiring as outlined in Appendix A.

Windstream has read and complies.

- Vendor shall work with WLS staff to configure a Guest VLAN and SSID that provides limited network access.

Windstream has read and complies.

- A complete post-installation site survey shall be completed to show that all educational and office spaces have a minimum RSSI of -72 dBm (in both the 2.4 GHZ and 5 GHZ bands) in all locations of those areas. This survey shall be provided to the district once complete.

Windstream has read and complies.

- All work not found in conformance with the intent of the proposal shall be repaired promptly at no additional charge.

Windstream has read and complies.

- The Vendor must provide a guarantee that the system will operate and perform as advertised when students and staff fully utilize the system. This includes minimum RSSI of -72 dBm (in both the 2.4 GHZ and 5 GHZ bands) in all designated spaces. The Vendor will be required to provide and install the appropriate devices at no charge if spaces are found that do not meet the requirements.

Windstream takes exception to the requirement of a guarantee that the system will operate and perform as advertised. SERVICES ARE PROVIDED ON AN “AS IS” AND “AS-AVAILABLE” BASIS WITHOUT WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO WARRANTIES OF TITLE OR NON-INFRINGEMENT OR IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WARRANTY ARISING BY COURSE OF TRADE, COURSE OF DEALING OR COURSE OF PERFORMANCE, ANY WARRANTY THAT THE SERVICES WILL MEET WLS'S REQUIREMENTS OR ANY WARRANTY REGARDING THE QUALITY, CONTENT, ACCURACY OR VALIDITY OF THE INFORMATION OR DATA RESIDING ON OR PASSING THROUGH OR OVER THE NETWORK AND ALL SUCH WARRANTIES ARE HEREBY DISCLAIMED. WITHOUT LIMITING THE FOREGOING, BROADBAND SPEEDS, TRANSMISSION QUALITY, AND ACCURACY OF ANY DIRECTORY LISTINGS ARE NOT GUARANTEED. NO ORAL OR WRITTEN ADVICE OR INFORMATION BY WINDSTREAM'S EMPLOYEES, AGENTS OR CONTRACTORS SHALL CREATE A WARRANTY, AND WLS MAY NOT RELY ON ANY SUCH INFORMATION. In lieu of such warranties, Windstream has included the Windstream Service Level Agreement with this RFP response.

- Vendor is responsible for all project management; this is to be turn-key solution with involvement of WLS staff limited to specification of network security parameters, VLAN definition, and installation of any needed services on WLS-owned servers.

Windstream has read and complies.

- Building floor plans with identification of all MDF / IDF sites in provided in Appendix C. Please note that some changes in wall locations and / or room numbering have occurred.

Windstream has read and understands.

- All building, electrical and fire codes must be followed in regards to installation, wall penetrations and any other items pertaining to the installation of the WLAN. This includes any necessary permits.
Windstream has read and complies.
- There are two scenarios for installation times. If students are scheduled to be in the building then work can only be done from 3:30 PM until 7:00 AM. If students are not scheduled to be in the building then installation can be done at any time. Upon completion of daily work the hallways and classrooms will be free of work materials and left in a safe and orderly manner for the safety and well-being of our students.
Windstream has read and understands.
- Any necessary electrical upgrades will be identified with the proposal. These upgrades will be completed by the district prior to the start of installation on a building by building basis.
Windstream has read and understands.
- Any damage done by the vendor will be repaired by the vendor or at vendor's expense.
Windstream has read and complies.

Minimum Specifications / Guidelines of Equipment

- Equipment must meet the 802.11 a/b/g/n standard (or greater)
Windstream has read and complies.
- The system must be Wi-Fi Certified for 802.11 a/b/g/n (or greater)
Windstream has read and complies.
- Each access point must be an array of at least 2 radios that support 802.11 a/b/g/n (or greater)
Windstream has read and complies.
- Each access point must have at least 1-gigabit Ethernet port
Windstream has read and complies.
- Each access point must support VLAN tagging on individual SSID's
Windstream has read and complies.
- Each access point must include a built in spectrum analyzer
Windstream has read and complies.
Each access point must have the ability to switch radios from the 2.4 GHz spectrum to the 5 GHz spectrum
Windstream has read and complies.
- Each access point must be able to load balance traffic across all available radios
Windstream has read and complies.
- Any area that does not have a drop ceiling will require a wall mount bracket or other mounting option and suitable wiring raceways and moldings to achieve a finished installation appearance
Windstream has read and complies.

Warranties / Support

- All warranties by Vendor and manufacturer on both products and labor must be specified in the proposal. The Vendor's warranties shall commence with acceptance of/or payment for the work in full. Minimum acceptable warranty on hardware, parts, and labor is 1 year.

Windstream has read and complies.

- The Vendor must provide terms of service should repair become necessary and the work and materials needed are not covered under warranty.

Windstream has read and understands. Please refer to Tab 6 for Warranty Support Information.

Project Timeline

- 02/13/2013 – RFP is released
- 02/26/2013 10:00 AM Information Meeting at WLS Board Office, 3505 West Lincolnshire Blvd, Toledo, OH 43606
- 02/26/2013 – Vendors are welcome to schedule site visits starting this date
- 03/25/2013 1:00 PM – RFPs are due to the Board Office by 1:00 PM as outlined in Selection Process – response Submission
- 03/25/2013 1:00 PM – RFPs will be opened as outlined in Selection Process – RFP Opening Procedures
- 04/10/2013 06:00 PM – Recommendation will be presented to the Washington Local School Board for Approval
- 04/29/2013 – Project will commence*
- Weekly status reports will be submitted to the Director of Technology. These reports will contain a building-by-building breakdown of installation progress.
- 08/02/2013 – Project will be completed*

* Project starting is a general guideline. The ending date may end any earlier but may not extend past 08/09/2013. The RFP will include timelines (starting / ending) for each building with a final deadline for completion of project.

Windstream has read and complies.

Vendor Site Visits / Site Survey

- Vendors may arrange for site visits. Due to the number of buildings involved and the size of the buildings it may take multiple days to complete the visit if all sites are included. Please contact Dr. Bob Gulick at bgulick@wls4kids.org or 419-473-8321 to schedule site visits between 02/26/2013 and 03/15/2013 subject to scheduled dates the district is closed.

Windstream has read and understands.

- A Proposal Information Meeting is scheduled for 10:00 AM on February 26, 2013 in the Board Meeting Room at the WLS Board Office, 3505 West Lincolnshire Blvd, Toledo, OH 43606. Vendors are welcomed to attend, but attendance is not mandatory. Lack of attendance will be NOT construed to indicate lack of interest nor will it reflect negatively on Vendor during review of proposals.

Windstream has read and complies.

Required Proposal Information / Format

The Proposal will include:

1. A breakdown by building of the total cost for materials and installation – See Appendix B for sample spreadsheet
Please refer to Tab 4 for Windstream's Proposed Pricing.
2. A five year projection on the cost for maintenance, support and licensing
Please refer to Tab 4 for Windstream's Proposed Pricing.
3. A timeline for starting / finishing each building with a final deadline for completion of project including controller configuration and WLS Technology Staff training
Windstream has read and understands. Please refer to Tab 7 for Windstream's Proposed Implementation Plan.
4. Specify the make and model number of all access points
Ruckus Zoneflex 7372 and Ruckus ZoneFlex 7982
5. Specify the make and model number of the controller chassis and any associated controller modules – this is not required if the proposed solution does not require the installation of a controller.
Ruckus ZoneDirector 3000
6. Specify the make and model number of all POE switches
HP 2530 and 5406 switches.
7. Specify any software
ZoneDirector includes the licensing. Flexmaster software is proposed to provide management of the controller and access points.
8. Specify the type of network cable used
Cat6e.
9. Certify that the controller will integrate with eDirectory / LDAP for user authentication
Yes, this is correct.
10. Estimated number of installation technicians assigned to the project
Two to three technicians and an engineer will be deployed for each school installation.

eRate

WLS qualifies for an estimated discount rate of 74% on Priority 1 services. WLS does not qualify for any discount on Priority 2 internal connections. If the proposal includes the use of eRate funding please note that eRate funding for WIFI Internet access would be sought for Year 2+ of this project. This must be reflected in both the initial installation cost analysis and the 5 year cost analysis. The cost analysis must include:

- The initial cost for installation by building
- The initial cost for any ineligible equipment / services by building
- The monthly / yearly recurring service fees both before and after the estimated eRate discount by building
- Whether the eRate is applied as an initially discounted rate on the billing or as a reimbursement

Any and all requirements set forth by the USAC / SLD eRate program will be followed.

Windstream has read and complies.

Selection Process

Costs Associated with Preparation of Response

WLS 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.

Windstream has read and complies.

Response Submission

Responses to this RFP must be submitted and delivered to WLS as “sealed submissions” no later than 1:00 PM on Monday, March 25, 2013 (“Final Submission Date”). Proposals must include a digital copy on DVD/CD or flash drive. Acceptable digital formats include Word, RTF or PDF. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner. WLS will reject all late arrivals. Envelopes containing responses to this RFP shall be so marked as to be easily identified as containing RFP proposals. The outside of the envelope shall be identified as follows:

Washington Local Schools – Business Office
WLAN Project
3505 West Lincolnshire BLVD
Toledo, OH 43606

Oral, telephone, electronic mail or fax bids shall not be considered, nor will modifications of proposals by such communication be considered. The completed proposal shall be without erasures or alterations. Delivery of the proposals will be considered authorization by the service provider to make a contract, if awarded.

Any questions should be made in writing via e-mail to Dr. Bob Gulick, bgulick@wls4kids.org,
Director of Technology

Windstream has read and complies.

RFP Opening Procedures

All RFPs will be opened at 1:00 PM on Monday, March 25, 2013 and all respondents and other interested persons are invited to be present. RFP opening will take place at the Board of Education at 3505 West Lincolnshire BLVD, Toledo, OH 43606.

Vendors are welcomed to attend, but attendance is not mandatory. Lack of attendance will be NOT construed to indicate lack of interest nor will it reflect negatively on Vendor during review of proposals.

Windstream has read and understands.

Proposal Binding Period

All prices quoted in the vendor's response will remain in effect for a period of sixty (60) days from the issuance date of the vendor's response.

Windstream has read and complies.

Omissions

Omissions in the proposal of any provision herein described shall not be construed as to relieve The Vendor of any responsibility or obligation to the complete and satisfactory delivery, operation, and support of any and all equipment or services. Any / all changes to the RFP Specifications will come from Robert T. Gulick in the form of an addendum.

Windstream has read and understands.

Invoicing / Payments

An invoice for each building will be submitted as each building is completed. Once the Department of Information Systems has signed off on the testing WLS will pay the invoice less a 10% retainage. Once the entire project is complete, confirmed by DIS and approved by the WLS School board all retainage and final invoicing will be paid.

Windstream has read and understands.

Evaluation of Responses

WLS may at its discretion and at no fee to WLS, invite any Vendor to be available for questioning during the response evaluation for the purpose of clarifying statements in the response. Further, WLS may, at Vendor's expense, request Vendor to meet with WLS for a personal interview.

Windstream has read and understands.

Evaluation Criteria

A number of factors will influence the WLS decision in vendor selection. These factors (in order of importance) include cost, vendor qualification and experience, personnel resources, and the proposed technical solution. These factors include a technical evaluation based upon the vendor's ability to deliver these services in a timely manner. Equally important is a vendor evaluation based upon vendor reputation, past performance with similar projects, service and support resources. Please note that WLS will evaluate cost-effective solutions based upon features, functionality, implementation difficulties, as well as cost, and is not obligated to select the lowest price bidder. *Windstream has read and understands.*

Right to Reject

WLS reserves the right to accept or reject all proposals or sections thereof and when the rejection is in the best interest of WLS and reserves the right to award without further discussion. WLS reserves the right to waive minor irregularities of any proposal and to negotiate the terms of any proposal.

Windstream has read and understands.

Additional Information / Requirements

1. Contractor will provide proof of insurance for general liability and contractual liability in the amount of \$1,000,000. The district will require to be a named insured on this policy during the construction work.

Windstream has read and complies.

2. Vendor will provide proof of commercial automobile liability insurance covering all owned, non-owned and hired automobiles used in connection with the work.

Windstream has read and complies.

3. Vendor will provide proof of workers' compensation coverage for all employees. This will include all applicable state and federal regulation including employees' liability insurance.

Windstream has read and complies.

4. Vendor will be required to complete a delinquent personal property tax statement required by the Ohio Revised Code, Section 5719.042.

Windstream has read and complies.

5. Vendor will be required to list all subcontractors. Subcontractors will also be required to provide proof of insurance and workers' comp coverage.

Windstream has read and complies.

6. Vendor will be required to provide a declaration regarding assistance / non-assistance to a terrorist organization Division of Homeland Security form.

Windstream has read and complies if Washington Local Schools will supply the declaration.

7. Washington Local Schools is tax-exempt.

All quotes, rates and prices are exclusive of any and all taxes. Upon WLS's presentation of a proper tax exemption certificate as authorized or required by statute or regulation of the jurisdiction providing said tax exemption, Windstream will exempt WLS from the applicable sales tax to the extent warranted by the exemption certificate. Failure to timely provide said certificate will result in no exemption being available to WLS for any period prior to the date that the WLS presents a valid certificate.

8. All work performed by the vendor or subcontractors must meet or exceed all local,

state, and federal regulations including but not limited to Ohio School Facilities Commission's regulations and e-rate regulations.

Windstream has read and complies.

9. The Board of Education reserves the right to reject and all proposals and waive all formalities regarding the proposal process.

Windstream has read and understands.

Contacts / Additional Information

Project Contact
Robert Gulick , EdD Director of Technology 3505 West Lincolnshire BLVD Toledo, OH, 43606 v) 419-473-8321 e) bgulick@wls4kids.org
Any questions concerning technical specifications or equipment requirements must be directed to the project contact.

Appendix A: Scope of Work by Location Matrix

Installation Sequence	Building	Provide Access Points	Install Access Points	Install necessary patch panels and run network cable from MDF / IDF to Access Points	Install POE Switches in MDF / IDF
1	Career & Technology Center 5719 Clegg Drive	Y	N	Only provide cable, patch panels, POE switches – students in networking class will install AP, switches and run cables	N
2	Whitmer High School 5601 Clegg Drive	Y	Y	Y	Y
3	Washington Junior High 5700 Whitmer Drive	Y	Y	Y	Y
4	Jefferson Junior High 5530 Whitmer Drive	Y	Y	Y	Y
5	Shoreland Elementary 5650 Suder at East Harbor	Y	Y	Y	Y
6	Greenwood Elementary 760 Northlawn Drive	Y	Y	Y	Y
7	Jackman Elementary 2010 Northover Road	Y	Y	Y	Y
8	Wernert Elementary 5050 Douglas Road	Y	Y	Y	Y
9	Transportation / Maintenance 5201 Douglas Road	Y	Y	Y	Y
10	Meadowvale Elementary 2755 Edgebrook Drive	Y	Y	Y	Y
11	Hiawatha Elementary 3020 Photos Drive	Y	Y	Y	Y
12	McGregor Elementary 3535 McGregor Lane	Y	Y	Y	Y
13	Monac Elementary 3845 Clawson Avenue	Y	Y	Y	Y
14	Administration Building 3505 W. Lincolnshire Blvd.	Y	Y	Y	Y

The controller (if needed for solution) will be installed by the vendor in the Network Operations Center at the CTC prior to any building installs.

Windstream will meet and exceed the Scope of Work requirements.

Appendix B – Sample Spreadsheet for Project Proposal

Year 1 – Initial Installation

Building	Quantity	Model	Description	Price	Extended Price
Building 1	25	ABC	Classroom Access Points	\$ 500.00	\$ 12,500.00
Building 1	2	DEF	Long Range AP for Gym	\$ 650.00	\$ 1,300.00
Building 1	4	HIJ	POE 48 Port Switch	\$ 1,000.00	\$ 4,000.00
Building 1	1	XXXX	Cabling, ends and installation	\$ 5,000.00	\$ 5,000.00
Building 2	30	ABC	Classroom Access Points	\$ 500.00	\$ 15,000.00
Building 2	2	DEF	Long Range AP for Gym	\$ 650.00	\$ 1,300.00
Building 2	4	HIJ	POE 48 Port Switch	\$ 1,000.00	\$ 4,000.00
Building 2	1	XXXX	Cabling, ends and installation	\$ 5,000.00	\$ 5,000.00
Controller	1	ZZZZ	Central Controller + 1 Year Maintenance	\$ 15,000.00	\$ 15,000.00
Controller	1	XXXX	Installation	\$ 5,000.00	\$ 5,000.00

Years 1 – 5 Cost Projection

Building	Year 1				Year 2	Year 3	Year 4	Year 5	5 Year Cost
	Installation	Hardware	Maintenance	Total	Maintenance	Maintenance	Maintenance	Maintenance	
Controller	\$ 500	\$ 10,000	\$ 5,000	\$ 15,500	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 35,500
Building 1	\$ 5,000	\$ 17,800	\$ -	\$ 22,800	\$ -	\$ -	\$ -	\$ -	\$ 22,800
Building 2	\$ 5,000	\$ 20,300	\$ -	\$ 25,300	\$ -	\$ -	\$ -	\$ -	\$ 25,300
				\$ 48,100	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 83,600

Windstream has read and understands.

Year 1 -Initial Installation

School	Quantity	Model	Description	Price	Extended Price
CTC AP's	19	7372	Classroom Access Points	\$368.75	\$7,006.25
HP Core Switch, blades, redundant PS, GBIC's, SW	1	5406-44G	Central switch	\$16,387.86	\$16,387.86
HP Edge Switches	2	2530-24G	IDF Edge switch	\$1,514.40	\$3,028.80
Centralized Controller - ZD 3000	1	3000	Central Controller & Licensing	\$10,200.00	\$10,200.00
Centralized Controller - ZD 3000 - Maintenance	1	3000	Central Controller Maintenance - 1Yr.	\$2,380.00	\$2,380.00
Cabling & patch panel	19	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$3,577.50
Installation	1	PS	Per SOW	\$3,575.00	\$3,575.00
			CTC Total		\$46,155.41
Greenwood Elementary AP's	18	7372	Classroom Access Points	\$368.75	\$6,637.50
HP Switch & GBIC	1	2530-24G	HP 2530	\$1,836.70	\$1,836.70
Cabling & patch panel	18	CBL&PP	Cat6 cable and ICC panel	\$172.50	\$3,255.00
Installation	1	PS	Per SOW	\$1,755.00	\$1,755.00
			Greenwood Total		\$13,484.20
Hiawatha Elementary	19	7372	Classroom Access Points	\$368.75	\$7,006.25
HP Switch & GBIC	1	2530-24G	HP 2530	\$1,836.70	\$1,836.70
Cabling & patch panel	19	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$3,427.50
Installation	1	PS	Per SOW	\$1,815.00	\$1,815.00
			Hiawatha Total		\$14,085.45
Jackman Elementary	18	7372	Classroom Access Points	\$368.75	\$6,637.50
HP Switch & GBIC	1	2530-24G	HP 2530	\$1,836.70	\$1,836.70
Cabling & patch panel	18	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$3,255.00
Installation	1	PS	Per SOW	\$1,755.00	\$1,755.00
			Jackman Total		\$13,484.20
Jefferson Jr. High First Floor	36	7372	Classroom Access Points	\$368.75	\$13,275.00
Jefferson Jr. High	2	7982	Gymnasium-Auditorium Access Points	\$624.43	\$1,248.86
HP Switch & GBIC	3	2530-24G	HP 2530	\$1,836.70	\$5,510.10
Cabling & patch panel	38	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$7,005.00
Installation	1	PS	Per SOW	\$3,445.00	\$3,445.00
			Jefferson Total		\$30,483.96
Lincolnshire	14	7372	Classroom Access Points	\$368.75	\$5,162.50
HP Switch & GBIC	2	2530-24G	HP 2530	\$1,836.70	\$3,673.40
Cabling & patch panel	14	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$2,565.00

Year 1 -Initial Installation

Installation	1	PS	Per SOW	\$1,755.00	\$1,755.00
			Lincolnshire Total		\$13,155.90
McGregor	12	7372	Classroom Access Points	\$368.75	\$4,425.00
HP Switch & GBIC	1	2530-24G	HP 2530	\$1,836.70	\$1,836.70
Cabling & patch panel	12	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$2,240.00
Installation	1	PS	Per SOW	\$1,399.00	\$1,399.00
			McGregor Total		\$9,900.70
Meadowvale Elementary	18	7372	Classroom Access Points	\$368.75	\$6,637.50
HP Switch & GBIC	2	2530-24G	HP 2530	\$1,836.70	\$3,673.40
Cabling & patch panel	18	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$3,105.00
Installation	1	PS	Per SOW	\$1,975.00	\$1,975.00
			Meadowvale Total		\$15,390.90
Monac Elementary	13	7372	Classroom Access Points	\$368.75	\$4,793.75
HP Switch & GBIC	2	2530-24G	HP 2530	\$1,836.70	\$3,673.40
Cabling & patch panel	13	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$2,542.50
Installation	1	PS	Per SOW	\$1,675.00	\$1,675.00
			Monac Total		\$12,684.65
Shoreland Elementary	23	7372	Classroom Access Points	\$368.75	\$8,481.25
HP Switch & GBIC	2	2530-24G	HP 2530	\$1,836.70	\$3,823.40
Cabling & patch panel	23	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$3,967.50
Installation	1	PS	Per SOW	\$2,270.00	\$2,270.00
			Shoreland Total		\$18,542.15
Wernet Elementary	17	7372	Classroom Access Points	\$368.75	\$6,268.75
HP Switch & GBIC	2	2530-24G	HP 2530	\$1,836.70	\$3,673.40
Cabling & patch panel	17	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$3,232.50
Installation	1	PS	Per SOW	\$1,913.00	\$1,913.00
			Wernet Total		\$15,087.65
Washington Jr. High	22	7372	Classroom Access Points	\$368.75	\$8,112.50
Washington Jr. High	2	7982	Gymnasium-Auditorium Access Points	\$624.43	\$1,248.86
HP Switch & GBIC	2	2530-24G	HP 2530	\$1,836.70	\$3,823.40
Cabling & patch panel	22	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$3,795.00
Installation	1	PS	Per SOW	\$2,270.00	\$2,270.00

Year 1 -Initial Installation

			Washington Jr. High		\$19,249.76	
Whitmer High School	7	7982	Gymnasium-Auditorium Access Points	\$624.43	\$4,371.01	
Whitmer High School	46	7372	Classroom Access Points	\$368.75	\$16,962.50	
HP Switch & GBIC	3	2530-24G	HP 2530	\$1,836.70	\$5,510.10	
Cabling & patch panel	53	CBL&PP	Cat6 cable and ICC panels	\$172.50	\$9,593.00	
Installation	1	PS	Per SOW		\$4,550.00	
			Whitmer Total		\$40,986.61	
All Schools - Professional Engineering	1	PE	Building Permit Process		\$1,000.00	
All Schools - Project Management	1	PM	Project Management		\$3,000.00	
			All Schools Total		\$266,691.54	
Controller & AP Maintenance	Quantity	Model	Description	1 Yr.	3 Yr.	5 Yr.
Centralized Controller	1	3000	Windstream - Ruckus Partner WatchDog Premium Support includes Level 3 Support (24 x 7 x 365 days), Support web premium login, Software updates and upgrades, for controller and all AP manageable by the controller, and Advanced Hardware Replacement on the controller	\$2,380.00	\$4,250.00	\$6,800.00
** Three year and Five year maintenance must be purchased at the initial deployment and implementation.						
** HP switches and Ruckus AP's have a Lifetime Manufacture Warranty.						
** A Hot Spares Kit is an option: ie.. (1) HP 2530 switch and (1) Ruckus 7372 and (1) Ruckus 7982.						

References

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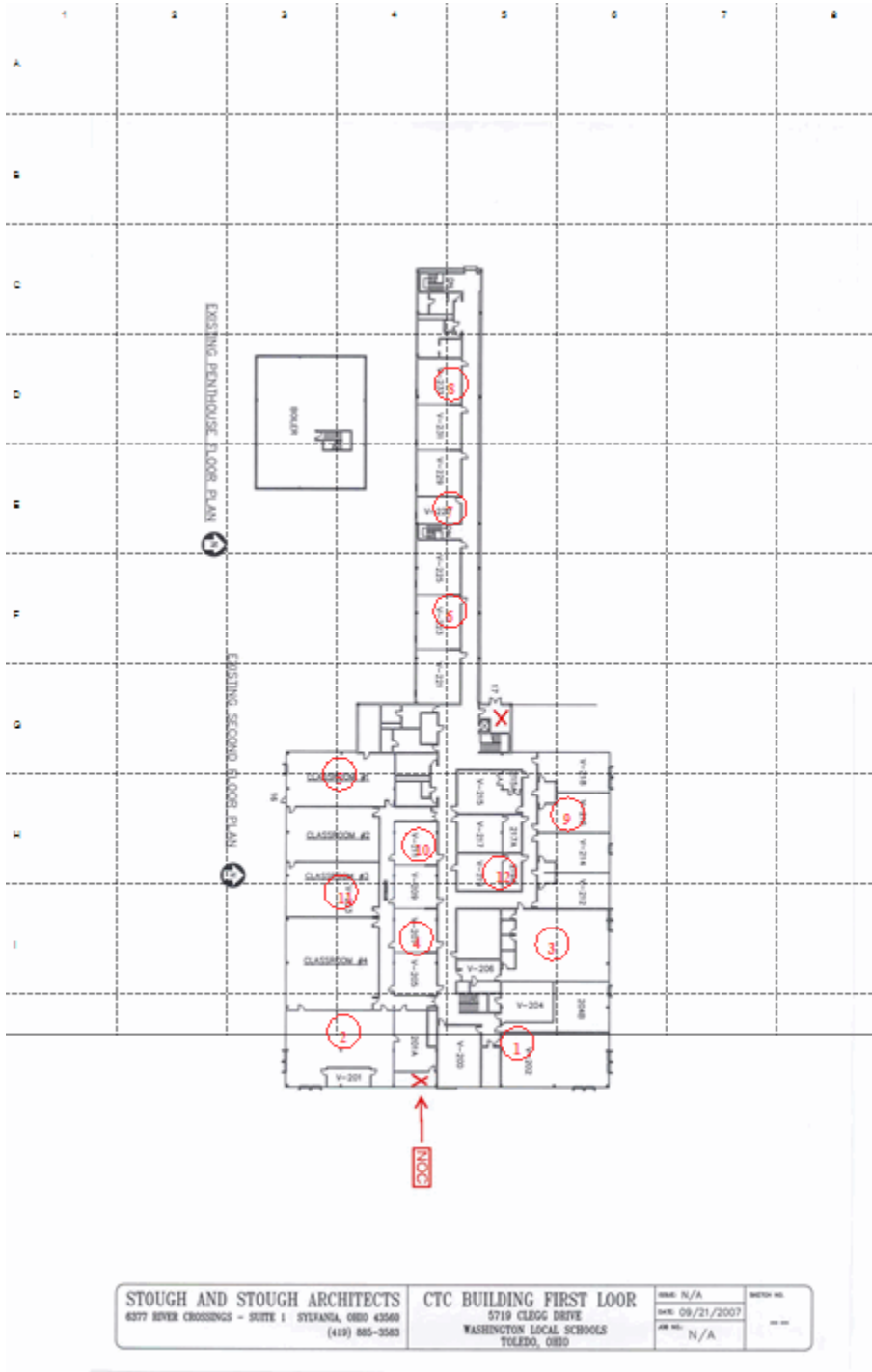
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• Planner AP Location Map

The image below displays the site map with a grid overlay to provide a means of describing each AP's location (for example, an AP placed in the top-left corner of the grid will be described by location "1-A"). The APs are numbered in the sequence that they were placed on the plan; these numbers correspond to the APs listed in the AP List (next page).



• Planner Signal Coverage

The image below displays the signal coverage (in dBm) at each point in the map layout. Refer to the legend below the map for the dBm values corresponding to each color region. As a general rule, regions with signal strengths below -67 dBm provide insufficient coverage for standard use (this value may vary depending on user requirements, service level agreements, applications used, number of users serviced, etc.).

APs are displayed in their planned locations and reflect the specified power and antenna properties. Note that an active WiFi area can incorporate a variety of environmental factors that can vary throughout the day and may adversely affect projected RF coverage.



Project Implementation Plan
For
Washington Local
Schools



Windstream Project Management Methodology

Windstream has a wealth of knowledge, capabilities and experience in the implementation of major data and/or voice networks. The key to a successful implementation is the assignment of a dedicated project manager and the development and execution of a detailed implementation plan.

Upon contract award, Windstream will assign a project manager to oversee the installation of Washington Local Schools's services using Windstream's standard project management methodology. This methodology consists of processes and tools that guide the team through a successful and timely implementation.

This process has been used successfully over the past years to convert data and/or voice services for Windstream customers. Some of Windstream customers include retail stores, restaurants, hospitals, critical care facilities, call centers, property management companies, financial institutions and religious organizations.

Windstream Customer Project Manager

The Windstream project manager will lead and drive the conversion of Washington Local Schools's data and/or voice services to Windstream. The project manager will serve as the main point of contact for Washington Local Schools's project team during the installation. In addition, the project manager will oversee and coordinate all Windstream activities required to install Washington Local Schools's services. The Windstream project manager responsibilities include the following:

- Main point of contact for Washington Local Schools and Windstream project teams.
- Coordinate/development/execution of implementation plan.
- Host discovery /planning sessions.
- Ensure a clean and accurate scope of work.
- Ensure all team members understand the scope of work
- Ensure all team members are committed to a successful installation.
- Oversee the development, communication and execution of project plan
- Identification and minimization all project risks and issues.
- Ensure all required tasks are completed accurately and timely.
- Host regular project status calls.
- Provide on-going project tracking and status updates.
- Commitment to facilitate all project deadlines.
- Maintain all project documentation in a centralized team area.
- Definition of costs and budget guidelines, if applicable.
- Track and trend trouble tickets to ensure accurate and timely resolution. Document/ mitigate project risks/ issues that may impact meeting the project goals.
- Escalate when issues cannot be resolved at the business unit level.
- Ensure Windstream exceeds Washington Local Schools's expectations.
- Conduct post project implementation reviews to identify areas of improvement for future projects.

Project Management Process

The Windstream project management methodology is centered on the proven principles of understanding and satisfying our customer's requirements, while ensuring a smooth and successful implementation of services. This standardized process will be customized to create a personalized detailed implementation plan for Washington Local Schools.

The Windstream project management methodology utilizes the following phases:

- Initiation
- Planning
- Execution
- Close-out

Upon contract award, The Windstream project manager will schedule the initial planning sessions. In these planning sessions, the teams will work jointly to develop a comprehensive scope of work and detailed implementation plan. The project implementation will begin upon Windstream and Washington Local Schools's approval.

In the beginning of the project, planning sessions will identify the following:

- Documentation of project scope, including services and locations.
- Project team members, including roles and responsibilities.
- Project goals and deliverables.
- Washington Local Schools's expectations regarding the implementation.
- Washington Local Schools's requirements as it relates to implementation timeline (including speed of implementation and days and times of activation).
- Confirmation of Washington Local Schools's billing requirements with Sales and Account Development.
- Identification of tasks and associated resources required to complete the implementations.
- Development of a detailed project risk analysis and resolution plans to ensure minimal interruption of services during and after the implementation.
- Identification of clear and agreed upon communication channels for all project team members.
- Communication plan to keep all project team members informed.
- Progress reporting requirements.
- Escalation contacts and procedures.
- Change control mechanism.
- Testing and acceptance process.

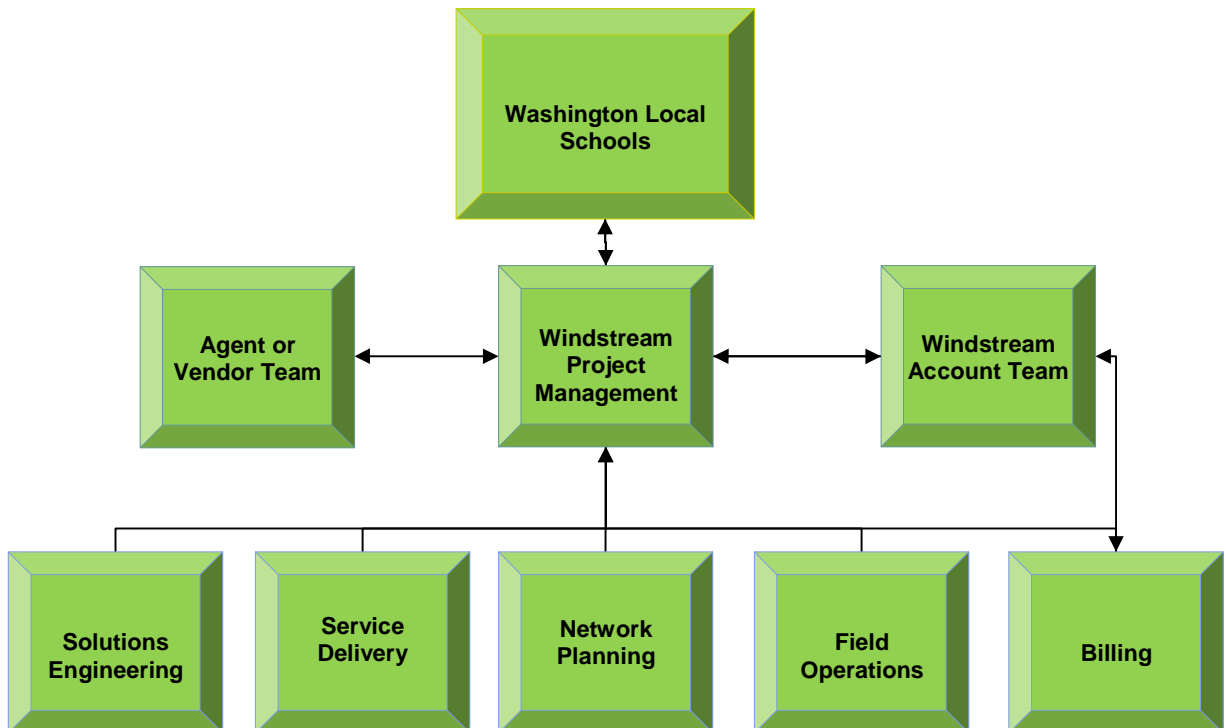
Project Teams

It is critical that all Windstream and Washington Local Schools project team members are identified early in the process. The project leads for Windstream and Washington Local Schools will ensure these resources are available and committed to a successful implementation.

The Windstream project manager will lead and coordinate the Windstream project team that will be responsible for the project implementation. This Windstream project team shall include but not be limited to the following team members: Sales, Service Engineering, Service Delivery (Customer Order Processors, Provisioners, and Technicians), Network Planning, Data Implementation, Data Network Engineering, Network and Switch Operations and, Account Development.

The Windstream project manager will also work with Washington Local Schools in the planning phase to identify all project team members. Project team members may include the company employees, in addition to vendors contracted to assist with the implementation.

The Windstream project management methodology emphasizes a team environment, which minimizes handoffs and maximizes open communications between team members. This enhances the team's ability to react to issues or questions that may arise during the implementation process.



Washington Local Schools's Project Responsibility

Again, the Windstream project manager will lead the Windstream and Washington Local Schools project teams through a successful implementation. However, Washington Local Schools will be heavily involved in the development and execution of the implementation plan. In addition, Windstream will look to Washington Local Schools for the following items:

- Provide a comprehensive and clean list of all services and geographical locations to be converted to Windstream service. If a clean and comprehensive list does not exist, then the Washington Local Schools's project team will work with Windstream Sales and Service Engineering Team to develop a list.
- Identify the Washington Local Schools's project team members and define each member's role during the implementation.
- Assist in defining the project communication protocol including who will receive regular project updates, which will provide project direction, who to call for escalation, etc.
- Provide Washington Local Schools's project requirements and expectations to the project manager in the planning phase including:
 - Priority and order of implementations (by state, by size of location, etc)
 - Speed of activation (number of locations, circuits per day)
 - Implementation timing (day of week and time of day)
- Definition of project reporting requirements.
- Notify Windstream immediately of any changes or any issues that arise during the implementation process.

Detailed Implementation Plan

The detailed transition plan will be based on Windstream's Project Management Implementation Process that utilizes the following phases and tools:

Phase One - Initiation

In this phase, the Windstream team will work in conjunction with the Washington Local Schools's project team to ensure that the project scope including all project requirements, expectations and restrictions are documented in full. These requirements are clearly understood by all team members. Specific actions include:

- Preliminary discussions regarding the scope of the project.
- Collect and document Washington Local Schools's account information including contact, billing, and escalation contact information.
- Establish project expectations, goals and deliverables.

- Define project strategy.
- Define project strategy and resource requirements.
- Windstream project manager to summarize all information above and review with Windstream and Washington Local Schools's project leads to ensure agreement on all items.
- Once approval is received, the Windstream project manager will lead the effort to develop project execution documents and plans in Phase Two - Planning.

Phase Two - Planning

In this phase, the Windstream project manager will work with the Windstream and Washington Local Schools's project teams to document and communicate the detailed and final implementation plan for the implementation of Washington Local Schools's service. The Windstream project manager will lead the completion of the following actions during this phase:

- Identify all project team members, contact information and project responsibility.
- Gain commitment from each for a successful installation.
- Host initial discover meetings.
 - Team members to finalize order details including services to be installed at each location including but not limited to addresses and on site contacts. Project team to review the inventory information and discuss any discrepancies with the Washington Local Schools's project team prior to order entry so the issues can be resolved before implementation.
- If required, develop and documentation of the detailed project plan in Gantt chart form, including identification of all project actions required for the implementation of Washington Local Schools's data and voice services, the owner of each task, timeline, duration and dependency of each project action item.
- Development and documentation of all potential project risks, issues and concerns. This issue/risk log will include owner(s) of each item and plan to ensure issue or risk is minimized as project impacting.
- Development and documentation of the project communication protocol including identification of Washington Local Schools's communication expectations and requirements, including escalation lists.
- Complete capacity check and documentation of required network augments.
- Develop a tracking spreadsheet of all locations and services to be converted for reporting and management purposes.
- Introduce the Washington Local Schools's team to the Windstream support teams and contact information.
- Complete all paperwork required to process orders for implementing data and voice services.

Upon completion of the above items, the Windstream project manager will present the project scope and documents to the project teams for approval. Once all project team members agree to the scope of the project, the Windstream project manager will host a kick off meeting to begin the project execution.

Phase Three - Execution

In this phase, Windstream will implement Windstream data services at all Washington Local Schools locations.

The Windstream project team will work with the Washington Local Schools's project team to execute the implementation of services according to the project goals, timeline and expectations agreed upon during the Planning Phase of the project. Specific actions include:

- Host project kick-off meeting.
- Implementation of customer communication plan to notify Washington Local Schools's individual sites to ensure locations are ready and expecting the service implementation.
- Initiate order into Windstream systems and provision service.
- Ensure all team members from both Washington Local Schools and Windstream are aware of the activation dates for any onsite work such as, but not limited to, required equipment, dmarc extension, access to dmarc and equipment room.
- Resolve, track and communicate any trouble tickets with a sense of urgency and drive issues to resolution to minimize the disruption of Washington Local Schools service.
- Implement control and quality assurance procedures including monitoring actual implementations and trouble tickets, if any.
- Ensure project plan compliance, measurement of performance, monitoring of quality, and identification and implementation of corrective action if required.
- Document and communicate the project progress to the customer and project team members regularly via agreed upon communication method(s).
- Host regular meetings with all team members to discuss project status, issues, risks, upcoming tasks and actions. Meeting invites, agendas and minutes will be communicated with project team members for both Washington Local Schools and Windstream.

Phase Four - Closeout

In this phase, the Windstream project team will obtain acceptance from Washington Local Schools's project team that the implementation of the data and/or voice service is completed according to the project goals and expectations. Specific actions include the following:

- Host final project call.
- Acceptance from all Windstream and Washington Local Schools's project team members that all services have been converted successfully.
- Ensure all open issues have been or are being addressed.
- Review Washington Local Schools's first bill
- Provide Washington Local Schools with a summary of all services implemented.
- Introduce and transition Washington Local Schools to Windstream support teams.
- Post-implementation review of project action items.
- Close out of project and filing of all project documents and information.

Project Risks

The key to a successful project is to identify all potential risks early and develop a plan to mitigate those risks prior to project execution. The Windstream project team members will work with the Washington Local Schools’s project team to identify all project risks in the planning phase and develop action plans to mitigate or resolve the issues prior to starting service implementations. The Windstream project manager will track and monitor all project issues and risks on this form to ensure the resolution plan has been effective and the risks have truly been mitigated.

A sample risk log is as follows:

Customer Name:								windstream 
No.	Category	Risk Assessment Criteria	Department	Owner	Status	Target Date	Completed Date	Comments
	Paperwork							
	Billing							
	Circuit							
	Considerations							
	COLO							
	Data							
	DBS							
	Equipment							
	Ethernet							
	IP Simple							
	IPSEC							
	MACD							
	MPLS							
	NBFW							
	Open Orders							
	Project Communication							
	Scheduling/ Timeline							
	SIP							
	Toll Free							
	Voice							
	Closeout							
	New							

In addition, the Windstream project manager will identify project controls in order to effectively manage any trouble tickets reported during the implementations to ensure an urgent response and a timely resolution of all issues.

All projects have potential issues and risks. However, Windstream’s project management methodology and service transition process includes a designated team to respond with a sense of urgency and complete focus on any and all reported issues or troubles without a regard to whom caused the issue (Windstream, current service provider, vendor, etc.).

Project Reporting

Progress monitoring, control and reporting against key milestones are critical to ensure a successful project implementation. Windstream will work with the Washington Local Schools’s project team in the planning phase to understand reporting requirements and to develop reports that meet those requirements. Windstream will provide the following information on a regular basis to the Washington Local Schools’s project team to ensure clear and timely communication.

- Schedule regular project meeting with all team members to discuss project actions, status, issues, and progress.
- Publish meeting agendas to ensure effective and productive project meetings.
- Publish meeting minutes include a summary of the meeting discussions, decisions, and action items with owners and timelines.
- Document on spreadsheet a listing all of Washington Local Schools locations and data service details including circuit ids, account numbers and FOC (Firm Order Commitment) information.

A sample order and location-tracking log can be viewed below.

windstream.																
Customer Name																
Site Name	Account Number (MS)	Account Number (A S400)	Priority	Address	City	State	Zip	Central Office	Solutions Engineer	On site contact	Contact V/T/N	DMARC	Circuit Extended	Product(s)	Order Number	Number of Circuits
WIN Project Manager:																
Weekly Call:																
In progress																
Scheduled																
Completed																

Summary

Windstream has a proven track record in the implementation of large customer’s data and/or voice services. The Windstream project management process is a critical component to ensure a successful implementation. The Windstream Sales and Project Management Teams will work to ensure the project scope is clear and comprehensive at the project start, that the project plan is defined and communicated to all team members, and that the implementations are completed efficiently with minimal disruption in service to Washington Local Schools. We look forward to working with Washington Local Schools on your data and/or voice implementation.

Windstream’s commitment to **“smart solutions, personalized services.”**

POST WARRANTY

Ruckus Indoor AP Warranty:

The lifetime warranty ensures that Ruckus ZoneFlex Smart Wireless LANs indoor products will be free from defects in materials and workmanship and will operate in accordance with product documentation. The lifetime warranty covers both hardware and software defects, and the hardware coverage is for as long as the original customer owns the products. In the event of a defect, Ruckus Wireless will have the option to replace or modify the product. If Ruckus Wireless is unable to repair, replace or correct the problem, the company will refund the full price paid to the original purchaser. The lifetime warranty complements existing Ruckus support offerings that include Software and Premium Support.

Ruckus Outdoor AP Warranty:

Software Limited Warranty

Subject to the provisions herein, Ruckus Wireless (Ruckus) warrants that for a period of ninety (90) days following the date of Ruckus' shipment of the Product, the software components in the Product, when unmodified and used in the manner specified in the then-current Documentation, will perform substantially in accordance with the accompanying Product Documentation. If, during the warranty period, Ruckus receives notice that a Product fails to meet the requirements of the foregoing limited software warranty, Ruckus will use reasonable commercial efforts to, at its option, (a) modify such software in a manner that corrects the defect; or (b) replace the defective software with substantially equivalent software at no additional charge.

Hardware Limited Warranty

Subject to the provisions herein, Ruckus warrants that for a period of one (1) year following the date of Ruckus shipment of the Products (excluding the software components), will be free from defects in materials and workmanship and will operate substantially in accordance with the accompanying Product Documentation. If Ruckus receives notice of a defect in any hardware Product covered by the foregoing hardware warranty, Ruckus will, at its option, repair or replace the affected Product with the same or a substantially equivalent product.

Cabling Warranty: (based on the cable manufacture of choice)

Windstream adheres to the installation standards and recommendations of the following; IEEE 802.3 NEC, NESC, TIA/EIA 568 B.1, TIA/EIA 569B, TIA/EIA 606, ANSI-J-STD-607, BICSI TDMM 11TH Edition and all local codes and ordinances.



Additional Vendor Proposals



RFP: W-LAN 2012-2013

March 25, 2013

Robert Gulick, EdD
Director of Technology
Washington Local Schools
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Toledo, OH, 43606
419-473-8321
bgulick@wls4kids.org

Bob Wohl
Senior Account Manager

440-522-6200
bwohl@allinestech.com

Dear Dr. Gulick,

All Lines Technology and Hewlett Packard (HP) are pleased to have the opportunity to respond to your Wireless LAN RFP W-LAN 2012-2013. The proposed HP Wireless networking products are high quality and high performance, and can help The Washington Local School District achieve enhanced productivity, increased business agility and greater competitive advantage. Key differentiators of the proposed HP networking solution include:

- Lower cost of ownership: The proposed HP Wireless networking products, featuring industry-leading warranties with technical support and software upgrades, are engineered for high reliability to industry-standard specifications. **No need for expensive Cisco SmartNet contracts.**
- Product lifecycle management: Our team will work with you to ensure that you are informed of product roadmaps and are able to address end-of-life product issues in a proactive fashion. This will enable The Washington Local School District to maintain a consistent and predictable wireless network infrastructure.
- Lock down and secure your Network with HP's IDM (Identity Driven Manager), which dynamically provisions wired/wireless network security and performance policies based on user, device, location, time, and endpoint posture to support BYOD and 1 to 1 Computing trends.
- Improve business agility through the ability to deliver new services with standards-based solutions that eliminate vendor lock-in.
- Reduce complexity and eliminate swivel-chair management with a single-pane-of-glass management platform and unified wired and wireless access control.
- Protect against cyber-attacks with continuous RF vulnerability protection and a full suite of integrated security solutions.
- End-to-end solution: HP can deliver world-class networking products, plus deployment and maintenance services

All Lines Technology and HP are committed to your project's success and we are confident that our solution addresses your critical business requirements. We look forward to meeting with you to review our capabilities, to discuss the benefits of our proposed solution and to explore the next steps in creating a strong and mutually beneficial business relationship.

You can reach me at 440-522-6200 or bwohl@allinestech.com.

Sincerely,

Bob Wohl
Senior Account Manager

Executive Summary

Introduction

All Lines Technology and The Hewlett-Packard Company (HP) appreciate the opportunity to present The Washington Local School District with an HP networking solution in response to your RFP: W-LAN 2012-2013. We understand the technical and educational requirements of The Washington Local School District and this proposal response will demonstrate the depth of HP's expertise as a world-class network solution provider. The proposal will highlight a comprehensive HP networking product portfolio that includes competitively priced, fully featured, Enterprise Wireless Controller and Central 10 Gigabit Switching Chassis that will meet your current and future network needs. In addition, HP offers The Washington Local School District a **free Life Time Next Business Day Replacement Warranty on the Wireless Controller, Wireless Access Points and associated Full Layer-3 Switching Chassis**. The warranty also includes free software upgrades and technical support.

Meeting Business Requirements

HP has created a global networking powerhouse and is changing the rules of networking. It is raising the bar through innovation to deliver a differentiated portfolio of edge to core and data center networking solutions, complemented by global service and support capabilities. This expanded portfolio delivers best-in-class solutions that enable clients to harness the power of convergence and accelerate business growth at a lower total cost of ownership. In the updated version of research and advisory firm Gartner Inc.'s 2011 Magic Quadrant for Enterprise LAN (Global)¹, HP is positioned in the Leaders quadrant.

HP is in a unique position to deliver on the promise of the Broadband Initiative Infrastructure, with advanced technology, broad innovation, unparalleled expertise in technology services and enterprise services, and our broad partner ecosystem. Here are some of the benefits that The Washington Local School District can realize with an HP networking solution.

- **Open standards-based networking** facilitates incremental migration and leverages the existing expertise of trained network engineers and partners. Allows customer-focused innovation and interoperability instead of vendor lock-in, allowing a choice of best-in-class products and solutions with each purchase.
- **Comprehensive interoperability with tools, best practices and expertise** ensures that you can take advantage of HP networking solutions incrementally with no disruption in existing operations and no rip and replace. This allows customers to evolve networks in a deliberate and safe fashion.
- **Better energy efficiency is achieved** with technologies like variable-speed fans and front-to-back cooling. Our solutions complement HP data center smart grid technologies by driving higher utilization and reducing hardware needs as well as power and cooling requirements.
- **Best-in-class solutions working with industry-leading partners** ("HP AllianceONE") has been pretested and configured to run either within the network fabric infrastructure or by way of dedicated platforms. These include Unified Communications and Collaboration (UC&C) partners like Microsoft, Avaya, and Aastra, application delivery partners, like Riverbed and F5, and a variety of security partners for fast time-to-value.
- **Leading warranties** across our entire Enterprise Networking portfolio contribute to significantly lower Total Cost of Ownership (TCO) and reduce reliance on expensive support contracts.
- **HP FlexNetwork architecture**, the only converged networking architecture that spans from the virtualized data center to the virtual workplace for cloud, multimedia, and mobile services with integrated security solutions. It is the only end-to-end networking architecture that solves legacy network challenges by delivering the scale, security, and manageability needed for cloud-based, video-centric, mobile applications.
- **A fully converged and secure network fabric across voice, video, and data.** Optimized for application delivery and integrated with leaders in application networking, unified communications and other areas, customers can quickly and cost-effectively deploy application services across the extended enterprise.

-
- **Single-pane-of-glass management deeply integrated with industry-leading IT orchestration software** offers seamless heterogeneous network management and provisioning linked directly to end-user and business demands. HP networking solutions are also integrated with solutions from HP Software to facilitate top-to-bottom management and orchestration across the infrastructure.
 - **Secure unified wired and wireless solutions** deliver a seamless experience managed from a single pane of glass across the entire secure campus LAN and branch network.
 - **“Intelligent edge capability”** offers centralized command and control at the network edge delivering central policy control to reduce management and security overhead, fewer layers of network hierarchy, and higher throughput and a more efficient network.

HP is transforming networking by delivering a complete portfolio of innovative products, solutions, and services designed to meet the complexities faced by enterprise customers.

The portfolio, with superior technology, delivers a dramatically simpler network infrastructure, flexible application-centric environment, open standards, and proven interoperability to dramatically lower total cost of ownership.

HP customers will better align their application and service delivery needs with user demands across their entire extended enterprise.

By changing the rules of networking and driving toward a converged infrastructure, HP will help free up scarce resources to allow customers to invest in innovation that will drive their IT and business forward.

Customers tell us that the single-vendor paradigm has left their current network infrastructures too complex, too rigid, and too expensive. In addition, emerging compute and delivery models like virtualization and cloud computing are driving even stronger needs for heightened security and IT flexibility.

But because the current status quo left IT with a legacy and proprietary networking environment, many IT organizations lack the ability or resources to address rapid business change.

Moreover, Cisco proposals force organizations to contemplate a complete network and infrastructure refresh—with further **proprietary lock-in** and costly investments and without a coherent vision across network infrastructure, security, and management.

The opportunity has never been better for HP to change the rules of networking by bringing superior technologies and proven deployment experience to a \$40B (USD) market.

HP is the only company to offer a full portfolio of standards-based, integrated solutions and services developed specifically to solve the complexities of the extended enterprise. As part of a converged infrastructure solution, HP will help customers dramatically simplify their networks, deliver business services more flexibly, and aggressively contain costs to open up new opportunities for business growth and fulfill the promise of a unified, converged IT infrastructure.

HP's family of data center networking solutions is a dramatically more flexible and scalable alternative to Cisco's portfolio for a virtualization-enabled, converged infrastructure.

HP's portfolio provides unique features for simpler network designs and reduces the cost of ownership with better energy efficiency and stronger management.

Customers can now build a complete standards-based core-to-edge, non-blocking network with a dramatically streamlined architecture requiring fewer systems and staff and delivering a much lower TCO across both CapEx and OpEx.

Meeting RFP Requirements

Our fully compliant proposal addresses your technology upgrade needs with HP's best of breed Networking Products.

We provided our 8212 series Layer-3 Core switch with Full Advanced IP Premium Routing software and non-blocking switching fabric, 44 POE+ ports, sixteen SFP+ 1/10 Gigabit Uplinks. The 8212 series houses the HP 765zI Advanced Mobility Wireless LAN Controllers that greatly exceed the capabilities of the RFP's requirements in terms of Capacity, Performance, Power Consumption, Price and Total Cost of Ownership.

We have read the request for proposal and we have submitted our responses.

The proposed HP Wireless system out performs similar systems from Cisco. These claims have been independently verified by the Tolly Group. Their report shows that HP performance remains constant as additional APs and users are added to the network.

This is largely due to the superior Wireless Controller Design that does not require that wireless traffic tunnel through the controller.

A Cisco 5508 Wireless Controller is limited to 4 Gigabits of wireless traffic and as traffic increases, the Cisco Wireless Controller can be a choke-point in the network.

The HP Wireless Controllers do not tunnel Wireless traffic through the controller and continue to scale as traffic increases.

Based on our understanding of the project, you will be installing an 802.11abgn wireless network at up to thirteen facilities along with a central wireless controller associated POE+ switching devices.

Our proposal is based on a detailed RF survey of each building.

We used the floor plans that you provided and field visits to prepare the studies.

The parameters used in the survey were based on our in-depth RF knowledge of school buildings and what it takes to provide a functional wireless network that you can actually use to provide 1:1 Computing or a BYOD environment.

We did not use low end APs or switching equipment just to meet a budget objective.

It is important to note, that members of our team installed your original Network Upgrade in 1998. As part of that project, they re-organized all of your existing wiring closets, added data cabinets around the cabling and network equipment, cleaned and re-terminated fiber-optic cables, labeled patch panels and provided all of the network switching equipment.

They know their way around your buildings and network.

We plan to use IBEW Local-8 Cabling Installers to insure a quality installation.

Our team already has detailed auto-CAD drawings of all of your wiring closets, network schematics, floor plans and documentation of your existing cabling system.

This in-depth knowledge has enabled us to prepare a systems design that is based on your current environment and detailed RF calculations and simulations.

The Senior Technology Engineer, a former staff scientist for ITT, that we assigned to this project also served as the Chief Technology Consultant to the Ohio School Facilities Commission for many years – he authored the technology portion of the OSFC Design Manual for all of Ohio's new Schools and he provided input for this year's Design Manual.

The current OSFC emphasis is based on the decline of the tethered computer and the deployment of a 1:1 wireless computing environment in Ohio's schools.

These types of wireless networks are replacing the wired environment and they place unique demands on the network in terms of throughput and response time.

What's inherently very important with regards to BYOD is the density issue of multiple devices per student/teacher and although those devices may be idle, they're still communicating and using bandwidth.

It's not unusual for students and teachers to have 2-3 devices.

Also, the school district needs to be sure their wireless network and the access points distributed in that network can handle the density issue.

We're finding many who did not design for this aspect when purchasing their wireless product will be disappointed once they roll out BYOD or any type of 1:1 initiative to discover they have the wrong product and the wrong density of Access Points.

Even worse, if E-Rate funds were used, how do you afford to replace this wireless equipment?

Traditional non BYOD or 1 to 1 Computing designs were initially based on a signal level of -72 dB. The bare minimum signal level required to support the density and throughput requirements is -65 dB.

The Ohio School Facilities Commission has recently upgraded the Design Manual to require -65dB in all new schools.

Relying on bleed through to cover areas can result in performance issues. Users on the fringe of the network, connecting at low speeds can drag the speed and throughput for all other users attached to an AP.

It is important to place APs based on throughput and coverage and to insure that users can connect to multiple APs in order to load balance and keep network performance at an acceptable level.

Finally, the current OSFC Manual requires a minimum of one 10 Gigabit Uplink from all IDFs back to the MDF in order to support the demands of BYOD and 1 to 1 Computing.

We have provided several proposals.

They are based on varying quantities of Access Points and a 1 Gigabit versus 10 Gigabit infrastructure.

We have provided a -72 dB RSSI set of proposals for bare minimum wireless and a set of alternate proposals based on -65 dB for full BYOD and 1 to 1 Computing support.

Each of the proposals has a 1 and a 10 Gigabit option.

Since the cost to upgrade to a full 10 Gig Network is less than \$13,000, we believe that you will find that option attractive.

Our proposals provide an Overlay Wireless Network based on a Central Layer-3 Core Switch located at the CTC and equipped with dual speed 1/10 Gigabit fiber ports.

The MDF in each Remote building is directly connected to the new L-3 10 Gig CTC core via 1/10 Gig Links.

The IDFs in each remote building are directly connected the new associated MDF POE+ switch via 1/10 Gig Links.

The Wireless LAN Controllers are located in the new CTC L-3 10 Gig Core switch and directly attached to the backplane via 20 Gigabit Links.

Finally the new L-3 10 Gig Core switch is attached to your existing Cisco 6500 switch via dual links.

This design provides a completely separate overlay network that can easily be managed by the existing staff.

This will allow you to painlessly introduce wireless networking into each building without impacting your existing networks.

Each building MDF and IDF is equipped with a minimum of one 24-Port POE+ switch with 1/10 Gig uplinks, depending on the design chosen.

We realize that you have a project underway to replace the older EOL Cisco 2950 10/100 Switches in each closet, so we offered an economical upgrade option that will allow you to completely replace the current switching network including the Cisco 6500 Core switch for less than \$72,000.

We recommend that you select the 10 Gig -65 dB solution.

Once you migrate to 10 Gigabit, your Data Center Storage and Servers will become a choke-point in the network. We have also included an option to add sixteen additional 10 Gig ports to the core and 10-Gig DAC cables and NIC Cards to convert your existing data center to 10 Gigabit operation.

We are providing a full turn-key solution: APs, Controllers, Cabling, Patch Cords, Upgrades, Installation, Configuration, Testing, Documentation and Training.

Also note that should you want to connect your existing Cisco IDF switches to the new MDF/IDF switches, most of them have sufficient capacity to allow you to take advantage of the new 10 Gigabit backbone.

The difference between our proposals is the data throughput capabilities between the MDF/IDF POE+ switches and the Central Core switch and the difference in throughput and ability to handle multiple devices and users with sufficient capacity.

Keep in mind that a 1:1 computing environment can demand as much as 4-15 Mbps per attached device.

Since APs can typically support up to 15-25 attached users, you can expect up to 200 Mbps or more per attached AP.

The typical IDF might support up to 24 APs – yielding a peak data rate in excess of several Gigabits. A single Gigabit up-link is not sufficient.

We recommend that you consider the 10 Gigabit solutions in order to future proof your network.

The proposed network is also very capable of supporting a VoIP migration and can easily handle VoIP Phones in the future.

If awarded the Contract, All Lines Technology will assign a Project Manager and an installation team to install, test and label the required network cables to service the new Wireless Access Points.

The installers will place the Access Points and perform a wireless survey after the installation is completed to provide you with a coverage map of the installed devices.

In addition, our Network Engineers will install and program a new wireless network L-3 Core switch and connect and configure the network to interoperate with your existing equipment.

Our proposal includes rack and stack, removal of any existing networking gear, programming and configuration and re-patching of the network. Full Turn-Key.

We also will set up multiple SSIDs, local and guest access on the Wireless networks and train the staff on the use and operation of the new network.

We did take the time to predictive RF studies on all of your schools.

Our RF Studies are based on a -67 dB signal level and 802.11n service.

If this makes sense to you, you can adjust the quantities contained in our Proposal.

Whatever you decide, we are prepared to install the best possible Wireless Network based on your needs and available financial constraints.

Our design is based on HP networking Products.

HP is well known for quality and reliability.

HP Networking will save you thousands of dollars in yearly operating expenses, since the HP equipment includes a Limited Lifetime Warranty and Replacement Service along with Software Upgrades at no-charge.

We believe that the enclosed HP proposal represents a great value when compared to other vendors.

Given our detailed knowledge of you internal networks, we provided a solution that will work well regardless of the current state of your network.

In addition we will provide an HP management console that can manage all of the new equipment as well as any existing Cisco or other major Network Manufacture's equipment.

We feel that this is a key point to our offering.

We welcome the opportunity to meet with your evaluation team and to finalize our proposal based on your exact needs and within your budget.

Closing

Our fully compliant RFP response takes into consideration all the core values and general goals of our customer base, and solidifies a partnership that:

- a. is second to none in the industry, offering lower TCO, better performance and less complexity,
- b. that provides advanced functionality at affordable prices, and anticipates The Columbus Metropolitan Library's future needs, and
- c. is built upon commitment to providing flexible easy-to-use products, which interoperate easily with other manufacturers' products in the industry.

HP simply provides a partnership unlike any other in the network community with better support and lower Total Cost of Ownership.

We welcome the opportunity to discuss our proposals in greater detail with your evaluation team.

Washington Local New Wireless System

Minimal -72 Coverage

Base	Wireless Network - 1 Gig Uplinks - 553 APs, -72 dB Minimal Coverage	\$	459,488.81	
ALT-1	Wireless Network - 10 Gig Uplinks - 553 APs, -72 dB Minimal Coverage	\$	472,142.52	\$ 12,653.71 << 10 Gig Upgrade

BYOD and 1:1 -65 dB Coverage

ALT-2	Wireless Network - 1 Gig Uplinks - 683 APs, -65 dB BYOD and 1:1 Coverage	\$	583,261.87	
ALT-3	Wireless Network - 10 Gig Uplinks - 683 APs, -65 dB BYOD and 1:1 Coverage	\$	595,915.58	\$ 12,653.71 << 10 Gig Upgrade

BYOD and 1:1 -65 dB Coverage and Replace all Existing Old Sw (New Network)

ALT-4	Wireless Network - 10 Gig Uplinks - 683 APs, -65 dB BYOD and 1:1 Coverage and SW Upgrade	\$	667,477.72	\$ 71,562.14 << Replace All Sw
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Connect Servers and Storage at 10 Gig - Add to any Alternate

ALT-5	Add 16 10 Gig Ports to Core, and 16 10 Gig DAC Cables, and 8 10 Gig Server NICs	\$	16,041.74	<< 10 Gig Servers/Storage
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System Maintenance and Administration

ALT-6	Add HP Integrated Network and Wireless Management System	\$	32,602.62	<< Add System Management
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Full Turn Key - Install, Configure, Patch, Training, Survey, As-Builts, etc.

Maintenance Costs

NBD Replacement, Software and Tech Support Maintenance Cost for Year 1	\$ 0.00
NBD Replacement, Software and Tech Support Maintenance Cost for Year 2	\$ 0.00
NBD Replacement, Software and Tech Support Maintenance Cost for Year 3	\$ 0.00
NBD Replacement, Software and Tech Support Maintenance Cost for Year 4	\$ 0.00
NBD Replacement, Software and Tech Support Maintenance Cost for Year 5	\$ 0.00

Part Number	Description	Qty
Washington - 1 Gig Stackable Solution - 553 APs -72 dB		
CTC - MDF - CORE		
J9639A	HP 8212-92G-PoE+-2XG v2 zl Swch w Pm SW	1
J9534A	HP 24-port Gig-T PoE+ v2 zl Module	-2
J9538A	HP 8-port 10GbE SFP+ v2 zl Module	2
J9150A	HP X132 10G SFP+ LC SR Transceiver	0
J9151A	HP X132 10G SFP+ LC LR Transceiver	0
J4859C	HP X121 1G SFP LC LX Transceiver	13
J4858C	HP X121 1G SFP LC SX Transceiver	0
CU-PC	Copper Patch	92
FO-PC	Fiber Patch Cord	13

Buildings with 1 Closets		1
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1	Maintenance Bldg.	
J9727A	HP 2920-24G-POE+ Switch	1
J9733A	HP 2920 2-port Stacking Module	0
J9731A	HP 2920 2-port 10GbE SFP+ Module	0
J9151A	HP X132 10G SFP+ LC LR Transceiver	0
J9150A	HP X132 10G SFP+ LC SR Transceiver	0
J4859C	HP X121 1G SFP LC LX Transceiver	1
J4858C	HP X121 1G SFP LC SX Transceiver	0
CU-PC	Copper Patch	20
FO-PC	Fiber Patch Cord	1

Buildings with 2 Closets		11
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1	Career Tech. Bldg. (MDF is serverd by Core)	
2	Greenswood Elem.	
3	Hiawatha Elem.	
4	Jackman Elem.	
5	Lincolnshire Admin Bldg.	
6	McGregor Elem.	
7	Meadowvale Elem.	
8	Monac Elem.	
9	Shoreland Elem.	
10	Washington Jr. High	
11	Wernert Elem.	
J9727A	HP 2920-24G-POE+ Switch	22
J9733A	HP 2920 2-port Stacking Module	0
J9731A	HP 2920 2-port 10GbE SFP+ Module	0
J9151A	HP X132 10G SFP+ LC LR Transceiver	0
J9150A	HP X132 10G SFP+ LC SR Transceiver	0
J4859C	HP X121 1G SFP LC LX Transceiver	11
J4858C	HP X121 1G SFP LC SX Transceiver	22
CU-PC	Copper Patch	440
FO-PC	Fiber Patch Cord	33

Buildings with 3 Closets		1
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1	Jefferson Jr. High	
J9727A	HP 2920-24G-POE+ Switch	3
J9733A	HP 2920 2-port Stacking Module	0
J9731A	HP 2920 2-port 10GbE SFP+ Module	0
J9151A	HP X132 10G SFP+ LC LR Transceiver	0
J9150A	HP X132 10G SFP+ LC SR Transceiver	0
J4859C	HP X121 1G SFP LC LX Transceiver	1

Part Number	Description	Qty
Washington - 1 Gig Stackable Solution - 553 APs -72 dB		
J4858C	HP X121 1G SFP LC SX Transceiver	4
CU-PC	Copper Patch	60
FO-PC	Fiber Patch Cord	5
Buildings with 5 Closets		1
1	Whitmer High School	
J9727A	HP 2920-24G-POE+ Switch	6
J9733A	HP 2920 2-port Stacking Module	2
J9731A	HP 2920 2-port 10GbE SFP+ Module	0
J9151A	HP X132 10G SFP+ LC LR Transceiver	0
J9150A	HP X132 10G SFP+ LC SR Transceiver	0
J4859C	HP X121 1G SFP LC LX Transceiver	1
J4858C	HP X121 1G SFP LC SX Transceiver	8
CU-PC	Copper Patch	120
FO-PC	Fiber Patch Cord	9
Wireless		
J9650A	HP MSM430 Dual Radio 802.11n AP (AM)	553
CU-PC	Copper Patch	553
Wireless Control		
J9370A	HP MSM765 zl Mobility Controller with 40 Lic	3
J9371A	HP MSM760/765 Add 40 AP Lic	11
J9697A	HP MSM720/760/765 Add 10 AP Lic	0
Training		
SVCS	Training, Documentation and Site Survey	1
Cabling		
CBL	Wireless Cabling, Lot	1



TECHNOLOGY SOLUTIONS FOR BUSINESS

4600 Montgomery Road, Suite 400

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March 22, 2013

Washington Local Schools – Business Office
WLAN Project
3505 West Lincolnshire BLVD
Toledo, OH 43606

To the Washington Local Schools

CBTS appreciates the opportunity to offer Washington Local Schools this proposal for “W-LAN 2012-2013” in response to your RFP.

CBTS is a full service, global IT communications technology provider specialized in delivering cutting-edge Cloud Computing, Unified Communications, VoIP, Virtualization, Information Security Solutions, Infrastructure Management Services, and Professional Services. We focus on managing and deploying technology solutions that help businesses mitigate risk, reduce cost, and improve operational efficiency.

CBTS is a powerful and integrated industry-leading company that has developed, implemented, and supported a full range of advanced technology and systems integration services for our Customers. CBTS communicates a single, consistent message, as well as providing a single source of support and delivery to our current and potential Customers.

In order to assist you directly, Jason Clancy, Sr. Account Manager, will serve as your CBTS Contact. You can reach Jason at Jason.Clancy@CBTS.Cinbell.com, Mobile: 330-606-1453, or by FAX:877-338-1603.

We look forward to working with Washington Local Schools on this project and await your evaluation of our proposal.

Sincerely

John Burns
President



Washington Local Schools RFP for W-LAN 2012-2013

March 25, 2013

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Statement of Confidentiality

The data in this response shall not be disclosed outside the Customer's organization and shall not be duplicated, used or disclosed in whole or in part for any purpose other than to evaluate the response. If a contract is awarded to CBTS as a result of or in connection with the submission of this proposal, the Customer shall have the right to duplicate, based upon the license rights held by CBTS. This restriction does not limit the right of the Customer to use information contained in the data if it is obtained from another source without restriction.

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EXECUTIVE SUMMARY

CBTS is the information technology division of Cincinnati Bell Inc., an award winning public company traded on the New York Stock Exchange under the symbol CBB.

CBTS provides businesses and institutions with guidance on the development and implementation of leading-edge networks, technologies, and IT related systems and applications. CBTS offers a single-source for multi-level analysis, strategic consulting and staffing, and complete system management solutions.

The critical decisions that brought CBTS to the forefront of the IT industry were developed from our leadership team. With decades of experience within the IT industry, including project management, engineering, development, and consulting, CBTS understands the direction that businesses and institutions are headed. We offer solutions and services that enable you to realize your IT goals and initiatives.

When you partner with CBTS, you gain the technical assets, expertise, and flexibility needed to optimize your initiatives and ultimately your operations. Our value is delivering customized, flexible solutions needed to meet defined customer requirements. It is important to note that our solutions are built for customer specific needs today, yet flexible enough to modify as goals and objectives change. In short, our solutions are designed specifically to help you power the next generation of technology solutions and services.

For More Information

Company Overview: <http://cbts.cincinnati-bell.com/>

Investor Resources: <http://investor.cincinnati-bell.com/phoenix.zhtml?c=111332&p=irol-IRHome>

ABOUT CBTS

CBTS provides a complete suite of end-to-end IT and communications solutions that allow businesses and organizations to mitigate risk, improve operational efficiencies, enable innovation, and reduce expenditures.

Whether your goal is to build a complex architecture, implement a dynamic cloud strategy, deploy a unified communications solution, utilize managed data center services, or protect your data from unforeseen occurrences, CBTS is fully equipped to meet your infrastructure and service needs.

To help achieve your business goals, CBTS has built a state-of-the-art platform of technology assets, engineering talent, and strategic partnerships to deliver world-class services. In addition to configuring and deploying cutting-edge technology solutions, we also use the same platform to fuse the right security, disaster recovery, and management portfolio around your environment. With CBTS, you are assured that your mission critical data is up and running at all times, protected, and compliant.

<p>Communications</p>  <p>VoIP, video conferencing, data infrastructure, multi-media, contact center,</p>	<p>Cloud Computing</p>  <p>Virtual data center, desktop, storage/server, backup, IaaS</p>	<p>Virtualization</p>  <p>Virtualization, optimized server, storage, and network utilization</p>
<p>Managed Services</p>  <p>Managed telephony, security, storage, backup, server, network</p>	<p>Professional Services</p>  <p>Staff augmentation, IT outsourcing, outsourced recruiting</p>	<p>Security</p>  <p>Vulnerability assessment, policies and compliance, breach management</p>

SCOPE OF WORK

- Vendor must complete a site survey to determine the placement of access points

Read, noted, and comply. AirWave's VisualRF brings the visibility and context needed to effectively manage today's mobile network. Providing an accurate view of the entire network, VisualRF automatically generates maps of the RF environment and the underlying wired topology, showing what the network looks like — in real time. VisualRF builds this map using RF measurements gathered from active, authorized wireless access points and controllers, without requiring costly, separate location appliances. AirWave VisualRF displays exactly who is on the network, where they are, and how the network is performing. Armed with the RF coverage and location data provided by VisualRF, IT administrators can solve problems faster, improve service quality for users and make better decisions about the network. The following functionality is enabled through VisualRF:

- Imports existing building floor plans and maps from third-party tools
- Automatically discovers and polls devices via AirWave
- Automatically tracks any device that associates with the network, including laptop computers,
- PDAs, wireless VoIP phones, scanner guns and many Wi-Fi asset tags
- Automatically tracks non-802.11 devices that interfere with your wireless network
- Determines the right quantity and placement of APs, controllers and switches based on your coverage goals
- Automatically recalculates coverage maps and device locations as it receives real-time data from the wireless LAN infrastructure
- Performs what-if analysis for proactive coverage planning by simulating the failure of a number of deployed radios
- Allows quick location of users and wireless devices for troubleshooting, planning and asset tracking

- The wireless network shall be designed by Vendor to support thirty high-speed wireless devices in each classroom or potential classroom. Larger areas shall support a correspondingly higher density of devices: Libraries, Cafeterias, Gymnasiums, lecture halls, auditoriums and large common areas such as the hall areas in front of the high school auditorium and high school Field House/ main gym. Office areas will be able to support up to ten high-speed devices. The locker rooms / coaches offices / concession stands at the high school football stadium will support up to thirty high-speed wireless devices in each area. No deliberate coverage of the public stands is required.

Read, noted, and comply. Aruba's user-centric network architecture was built from the ground up to run mission-critical applications in highly complex, dense client environments.

Although Aruba APs have demonstrated the ability to scale to > 100 clients per AP with each simultaneously accessing a real-time multimedia applications, a practical WLAN design would be based on a reduced client-to-AP ratio and Aruba is comfortable with the ability to support a 40 client per AP figure as a best practice.

Aruba provides the highest capacity and maximum performance WLAN infrastructure on the market today. Unlike legacy systems that utilize only a small portion of available bandwidth thereby limiting overall throughput, Aruba WLANs utilize Adaptive Radio Management (ARM) technology to support ultra-high density deployments per radio and accelerated throughput meeting the strictest SLA guidelines by applying multiple layers of load balancing and air time fairness algorithms:

- Band steering actively guides faster 802.11a/n clients, including Apple iPad, to the best available wireless channel in the 802.11 5GHz frequency band. The result is better immunity from noise, fewer sources of interference, and more available channels – and ultimately better network performance for end user applications.
- Spectrum load balancing dynamically shifts Wi-Fi clients to available 802.11 channels instead of individual access point radios. This technique helps prevent degraded network performance due to oversubscription of 802.11 channels.
- Co-channel interference mitigation across all access points and wireless clients that share the same 802.11 channel overcomes the challenges of densely populated deployments such as classrooms and auditoriums.
- Airtime fairness gives equal opportunity for all Wi-Fi clients to transmit and receive when they are associated to the same access point radio, which is essential for dense client deployments.
- With Aruba, WLS can be confident that their Aruba WLAN will deliver scalable performance, even in dense Wi-Fi client deployments. Users can continue to use their favorite applications while they move around the entire convention center footprint.

- Vendor is responsible for configuring all devices needed to implement the new network. WLS technical staff shall be consulted prior to making changes to any WLS system. The wireless network shall be configured to have multiple SSID's on dedicated VLAN's as defined by WLS technology staff during installation and setup. Secure enterprise level authentication via eDirectory / LDAP is required. WLS Staff will be responsible for installing any services needed on WLS servers, and will be consulted prior to Vendor configuring those services.

Read, noted, and comply.

- The Vendor shall provide all physical installation of equipment and wiring as outlined in Appendix A.

Read, noted, and comply.

- Vendor shall work with WLS staff to configure a Guest VLAN and SSID that provides limited network access.

Read, noted, and comply.

- A complete post-installation site survey shall be completed to show that all educational and office spaces have a minimum RSSI of -72 dBm (in both the 2.4 GHZ and 5 GHZ bands) in all locations of those areas. This survey shall be provided to the district once complete.

Read, noted, and comply.

- All work not found in conformance with the intent of the proposal shall be repaired promptly at no additional charge.

Read, noted, and comply.

- The Vendor must provide a guarantee that the system will operate and perform as advertised when students and staff fully utilize the system. This includes minimum RSSI of -72 dBm (in both the 2.4 GHZ and 5 GHZ bands) in all designated spaces. The Vendor will be required to provide and install the appropriate devices at no charge if spaces are found that do not meet the requirements.

Read, noted, and comply.

- Vendor is responsible for all project management; this is to be turn-key solution with involvement of WLS staff limited to specification of network security parameters, VLAN definition, and installation of any needed services on WLS-owned servers.

Read, noted, and comply.

- Building floor plans with identification of all MDF / IDF sites in provided in Appendix C. Please note that some changes in wall locations and / or room numbering have occurred.

Read and noted.

- All building, electrical and fire codes must be followed in regards to installation, wall penetrations and any other items pertaining to the installation of the WLAN. This includes any necessary permits.

Read, noted, and comply.

- There are two scenarios for installation times. If students are scheduled to be in the building then work can only be done from 3:30 PM until 7:00 AM. If students are not scheduled to be in the building then installation can be done at any time. Upon completion of daily work the hallways and classrooms will be free of work materials and left in a safe and orderly manner for the safety and well-being of our students.

Read, noted, and comply.

- Any necessary electrical upgrades will be identified with the proposal. These upgrades will be completed by the district prior to the start of installation on a building by building basis.

Read and noted.

- Any damage done by the vendor will be repaired by the vendor or at vendor's expense.

CBTS' Master Service Agreement: CBTS shall not be liable to customer or any third party for: (i) Any damage that customer or any user may suffer arising out of the use of or the inability to use any service or software unless such damage is caused by an intentional or a grossly negligent act of CBTS, ; (ii) any loss of data or the inaccuracy of data; (iii) the content

of information or data provided or transmitted by customer or any user; (iv) damages resulting from delays due to a force majeure event as described herein; (v) service impairments caused by acts within the control of customer, its employees or authorized agents; (vi) interoperability of specific customer applications; (vii) customer's inability to access or interact with other providers or their services through the internet; (viii) performance impairments caused on the internet; or (ix) the cost of procurement of substitute goods, services, or technology.

MINIMUM SPECIFICATIONS / GUIDELINES OF EQUIPMENT

- Equipment must meet the 802.11 a/b/g/n standard (or greater)

Aruba Networks is committed to compliance with all applicable radio frequency and environmental standards and regulations both locally within the US and internationally worldwide.

To ensure our compliance, a company-wide team that includes members of our Product Line Management, Engineering, Office of the CTO, Manufacturing Operations, Hardware Quality Assurance, etc. monitors the development and implementation of developing standards which affect our business. As part of this effort, Aruba has developed specific plans and taken steps to meet standard specifications - Aruba's entire line of controller and AP platforms complete extensive RF, environments transportation, storage, and operating condition (ETSOC) tests certified by independent 3rd-party.

Furthermore, Aruba is also an active contributor / participant to WLAN and related industry standards and certification programs including IEEE, WFA, TCG, and ANSI.

Committee	Position	Company Representative
ANSI Coordinating Committee on Electromagnetic Compatibility (EMC C63)	Member of C63.10 Working Group "Standard for Testing Unlicensed Wireless Devices" Project Leader for measurement methods above 1 GHz.	Clark Vitek
ARIA Journal on Advances in Security	Member editorial review board for Emerging Security and Security for Access	Dan Harkins
Energy Information Standards (EIS) Alliance	Board Member, Secretary/Treasurer, contributor	Dorothy Stanley
IEC Special Committee on Radio Interference (CISPR)	US Working Group member (since 1999), Convener of Joint Task Force on Fully Anechoic (Free Space) test methods	Clark Vitek
IEEE 802.3	Contributor	Raul Lozano
IEEE 802.11	TGv Chair, TGmb chair, TGmc chair Liaison from IEEE 802.11 to IETF Contributor IEEE 802.11-2007, TGu, TGv, TGw, TGmb, TGae, TGac, TGaf, 802.11-2012	Dorothy Stanley
IEEE 802.11	Contributor TGv	Subbu Ponnuswamy
IEEE 802.11	Contributor TGv	Partha Narasimhan
IEEE 802.11	Contributor TGs, TGmb, TGac, TGad, TGai, TGmc	Dan Harkins
IEEE 802.16	Contributor, co-author of 802.16 standard	Subbu Ponnuswamy
International Conference on Advances in Mesh Networks	MESH 2008 – Presenter, Best Paper Award MESH 2009 – Conference co-chair	Dan Harkins
IETF	CAPWAP specification Editor and contributor	Dorothy Stanley
IETF	RFC author, contributor	Partha Narasimhan

IETF	RFC author, contributor	Subbu Ponnuswamy
IETF	RFC Author, contributor	Dan Harkins
IETF Security Area	Appointed to Security Directorate (Review IETF RFCs/By invitation only and appointed by Security Area Director)	Dan Harkins
IP for Smart Objects (IPSO) Alliance	Member, Contributor	Michael Tennefoss
PCI Security Standards Council Wireless SIG	Member, Contributor	Dan Harkins
Telecommunication Certification Body (TCB)	Associate Member, Industry Group Unlicensed Devices (Terminal Doppler Weather Radar and Dynamic Frequency Selection)	Val Tankov
Trusted Computing Group	Member of TNC Working Group, Infrastructure Working Group, Specification Author, contributor	Rich Langston
WFA	Wi-Fi Alliance Security Marketing TG Vice Chair, Security Technical Vice Chair, Wireless Network Management Marketing TG Chair, Contributor to multiple additional TGs, Past Security Technical and Mesh Marketing TG Chair	Dorothy Stanley
WFA	Spectrum and Regulatory Task Group, Certification Oversight Group contributor	Val Tankov
Wireless Broadband Alliance (WBA)	Member, Contributor	Peter Thornycroft, Dorothy Stanley, Manjunath Mahishi

Aruba Networks supports standards-based solutions in its proposed products, will continue to pursue Wi-Fi certification as new products and standards are introduced, and is an active contributor to WLAN and related industry standards and certification programs.

By supporting a solution based on open standards, certifications, and device-agnostic approach, Aruba can ensure support for the heterogeneous set of mobile device types common to all environments including the latest generation iPads, iPhones, and Android-based devices.

Supported IEEE wireless standards of the proposed Aruba solution include:

- IEEE 802.11a/b/g 5GHz, 2.4GHz
- IEEE 802.11d Additional Regulatory Domains
- IEEE 802.11e Quality of Service
- IEEE 802.11h Spectrum and TX Power Extensions for 5GHz in Europe
- IEEE 802.11i MAC Security Enhancements
- IEEE 802.11k Radio Resource Management
- IEEE 802.11n Draft 2.0 Enhancements for Higher Throughput

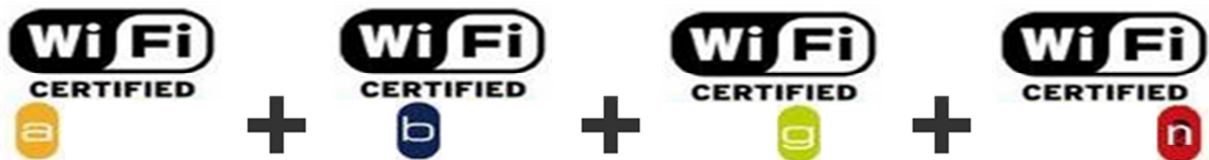
- IEEE 802.11v Wireless Network Management

• The system must be Wi-Fi Certified for 802.11 a/b/g/n (or greater)

Aruba 802.11n-capable dual-band access points are Wi-Fi Alliance certified for 802.11a/b/g and 802.11n ensuring interoperability with other 802.11a/b/g/n WFA-certified products. For a list of compliant Mobility controller/Access Point combinations and associated certification IDs, please refer to the following website:

http://certifications.wi-fi.org/wbcs_certified_products.php

Aruba's award-winning 802.11n-capable access points are based on the 802.11n wireless specification and are backwards compatible with legacy 802.11a/b/g, to fulfill the wireless coverage requirements for Washington Local Schools.



• Each access point must be an array of at least 2 radios that support 802.11 a/b/g/n (or greater)

The proposed Aruba AP-100 series of access points features two dual-band 2.4-GHz and 5-GHz radios with 2x2 MIMO and the AP-130 series of access points features two dual-band 2.4-GHz and 5-GHz radios with 3x3 MIMO.

Aruba 802.11n-capable AP-92/93, AP-105, and 130 series access points are Wi-Fi Alliance certified for 802.11a/b/g and 802.11n ensuring interoperability with other 802.11a/b/g/n WFA-certified products. For a list of compliant Mobility controller/Access Point combinations and associated certification IDs, please refer to the following website:

http://certifications.wi-fi.org/wbcs_certified_products.php

• Each access point must have at least 1-gigabit Ethernet port

The proposed Aruba AP-100 series of access points features one Gigabit Ethernet port while the AP-130 series of access points features two Gigabit Ethernet ports.

• Each access point must support VLAN tagging on individual SSID's

Aruba Instant supports up to six SSIDs per Virtual Controller, which gives enterprise organizations the flexibility to separate WLAN traffic based on user role and traffic type. For example, school district employees can be assigned to one SSID, students to another, and guests to a third.

Similarly, voice and video traffic can be assigned to a specific SSID and given high-priority handling. Setting up multiple SSIDs is easy by following the wizard-driven steps in the Aruba Instant user interface.

To further simplify configurations, Aruba Instant includes a special setting to create a voice SSID. This voice SSID automatically establishes the proper SIP application-layer gateways (ALGs) in the firewall policy and sets the highest QoS parameter.

In traditional wireless environments, an SSID is associated with a VLAN. However, Aruba Instant gives operators the option to associate an SSID with a user group, traffic type, or a VLAN. Specifying VLANs on the WLAN automatically enables the required trunking and tagging for the wired network.

- Each access point must include a built in spectrum analyzer

Working in conjunction with ARM, Aruba Instant provides built-in spectrum analysis capabilities. With the RFProtect™ Spectrum Analyzer, Aruba Instant APs scan the 2.4-GHz and 5-GHz radio bands to identify sources of non-802.11 RF interference and provide visibility into their effect on channel quality.

- Each access point must have the ability to switch radios from the 2.4 GHz spectrum to the 5 GHz spectrum

Aruba's ARM technology automatically manages the WLAN's 2.4-GHz and 5-GHz radio bands to optimize Wi-Fi client performance and mitigate RF interference.

ARM provides priority traffic handling, channel load-balancing, band steering, airtime fairness and other quality-of-service (QoS) controls to ensure that the available Wi-Fi bandwidth is fairly distributed to all mobile devices on the WLAN.

Too often, newer 5-GHz-capable devices, such as notebook PCs, connect at 2.4 GHz to a dual-band network, even though it is the most crowded, interference-prone band.

To rectify this, the ARM technology in Aruba Instant steers 5-GHz-capable clients to that band, giving them clear conditions, while clients limited to 2.4 GHz – such as bar code readers, Wi-Fi phones and older PCs – gain capacity as that band becomes less crowded.

ARM also offers automatic application-detection capabilities, which enable it to distinguish voice and video from data traffic so that appropriate QoS mechanisms can be applied to ensure that latency-sensitive applications have sufficient network resources at all times.

- Each access point must be able to load balance traffic across all available radios

Aruba supports the capability to steer the clients to different channels to balance the load within a band. Given the limited spectrum available in Wi-Fi networks, it is important to optimize its use by distributing traffic loads uniformly across all clients. While traditional Wi-Fi load balancing schemes distribute clients across available APs, they do not account for two factors: multiple APs may occupy the same channel and configurable static load-balancing thresholds cannot work for all use cases. Aruba's Spectrum load balancing tackles this

problem by using APs to identify load-balancing neighbors in real-time through periodic scans and then ensuring that APs are assigned to different channels, whereby the APs on one channel start load balancing by moving new clients to sparsely occupied channels. The load balancing algorithm works in real-time, without pre-set thresholds, and there works equally well for a 10 users as it would for 200 users.

- Any area that does not have a drop ceiling will require a wall mount bracket or other mounting option and suitable wiring raceways and moldings to achieve a finished installation appearance

Read, noted, and comply. It is significant that the Aruba APs are designed to be flexibly deployed both in ceiling/plenum environments, and more commonly, in user space. The APs appear unremarkable to users, often being compared to an air freshener, a small speaker, or even a thermostat. Further, the APs can be discretely mounted to a wall stud, cubicle or baseboard near existing structured cabling wall jacks, eliminating the cost of cabling when deploying WLAN systems. Other options include mounting to ceiling tile rails (both recessed and non), above ceiling tile (plenum-rated), and poles/masts (outdoor models). The APs cannot be removed by users when mounted properly.



It is also important to note that the AP-92/93, AP-105, and AP-130 series of 802.11n access points are uniquely designed, combining form and function in a small, efficient, tool-less mountable package that discretely blends into the environment where it is deployed. Aruba 802.11n access points models support above ceiling tile (UL-2043 listed / plenum-rated), wall, or tool-less ceiling mounting to a variety of ceiling tile rail types.

APs of competing solutions on the other-hand sport multiple external antennas (some lack integral antenna options), an industrial-heavyweight form factor (> 5lbs. or 5 times that of an Aruba 802.11n AP-105), requires proprietary power options (e.g. do not support full capacity radio and MIMO operation using 802.3af PoE), or leverage multiple cable pulls, making them conspicuous and imposing when installed in the in just about any environment and forcing reduced options for AP placement due to the requirement of specialized mounting/powering kits.

Because APs can be deployed in user space, they can be serviced (replaced when necessary) by IT without union labor, climbs in the ceiling, and ladder liability. Finally, with the self-calibrating capability of Aruba WLAN systems, WLS can allow the system to regularly perform previously expensive tasks, including site surveys, materially reducing the

cost of deployment and cable pulls, and drastically reducing the cost of service operations. While simple in concept, the financial and performance effects associated with densely-deployed user space APs is often truly profound.

WARRANTIES/SUPPORT

- All warranties by Vendor and manufacturer on both products and labor must be specified in the proposal. The Vendor's warranties shall commence with acceptance of/or payment for the work in full. Minimum acceptable warranty on hardware, parts, and labor is 1 year.

The following Aruba indoor enterprise-grade wireless access points, Instant Access Points, and Mobility Access Switches are covered by Aruba's Limited Lifetime Warranty if purchased after May 21, 2009:

Campus Access Points	
• AP-92	• AP-121abg
• AP-93	• AP-124
• AP-93H	• AP-124abg
• AP-104	• AP-125
• AP-105	• AP-125abg
• AP-120	• AP-134
• AP-120abg	• AP-135
• AP-121	
Remote Access Points	
• RAP-3WN	• RAP-5WN
• RAP-3WNP	• RAP-108
• RAP-5	• RAP-109
Instant Access Points	
• IAP-92	• IAP-105
• IAP-93	• IAP-134
• IAP-104	• IAP-135
Mobility Access Switches	
• S2500	• S3500
Legacy (non-802.11n) Campus Access Points	
• AP-60	• AP-65WB
• AP-61	• AP-70
• AP-65	

One Year Warranty

- All other Aruba hardware products not listed above (including mobility controllers, appliances and access points not listed above);
- All Aruba hardware products purchased before May 21, 2009.

- The Vendor must provide terms of service should repair become necessary and the work and materials needed are not covered under warranty.

ArubaCare Next-Day Support protects your WLAN investment and includes a complete set of technical support services, providing the ultimate in customer care around the clock and

the world. ArubaCare provides ready access to the Aruba Technical Assistance Center (ArubaTAC) for technical support, the Aruba Support Center all software releases including maintenance and feature releases, and advanced hardware replacement.

Features	Benefits
<ul style="list-style-type: none"> • Unlimited access to ArubaTAC • Multiple levels of support via the Web and telephone • Priority access to highly skilled engineers that work hand-in-hand with Aruba Engineering • Access to all feature and maintenance software releases 	<ul style="list-style-type: none"> • Blanket support ensures easy, predictable budgeting and improved productivity • Industry-leading mobility experts to supplement in-house resources • Access to consultative resources without the hassles and expense of recruiting, training and retaining additional staff • Keep pace with the latest enhancements without additional capital expenses

The Aruba standard warranty provides a reduced level of service as compared to ArubaCare. The following table provides a comparison of the ArubaCare support offerings to the standard warranty.

Feature	Software Warranty	Hardware Warranty	ArubaCare Next-Day Support
8x5 ArubaTAC Access	✓	✓	
24x7 ArubaTAC Access			✓
Expedited Response			✓
Software Bug Fixes/Patch Releases	✓	✓	✓
Software Maintenance and Feature Releases			✓
Access to the online Aruba Support Center	✓	✓	✓
Product Alerts and Bulletins	✓	✓	✓
Return to Factory Parts		✓	
Advanced Hardware Replacement			✓
Duration	First 90 days	First 12 months	12 months

Aruba has implemented a lifetime warranty program for indoor access points providing all Aruba customers with peace-of-mind in this challenging economic / budget environment.

Aruba Networks delivers the highest quality and reliability in Enterprise-class Access Points. These best-in-class solutions deliver peerless performance, security and user experience wherever users work or roam. Aruba Networks is committed to delivering the highest quality products in the networking industry, and we stand behind this commitment with our Lifetime Warranty for all enterprise-class Access Point products:

- Same-day-shipment advance replacement for all eligible AP products for the first 30 days of ownership.
- After the first 30 days, and for the life of the product, Aruba will replace covered products upon receipt of the defective or damaged product.

- Antennas, power supplies and accessories are covered by a one-year warranty.
- Free telephone support for warranty claims.

ArubaCare Next-Day Support Features

ArubaTAC Access: The ArubaTAC is an invaluable asset and vital component to quickly addressing customer support issues. Staffed 24x7, experienced Aruba engineers are rigorously trained to provide timely technical expertise for all hardware and software technical issues. These support specialists understand your business requirements, and use proven troubleshooting, problem solving and network design skills to resolve problems in the shortest time possible. As an ArubaCare Support subscriber, you receive priority response and have unlimited access to Technical Support Engineers.

Advanced Hardware Replacement: Aruba will ship any replacement for next business day delivery for all replacement requests made before 2:00 pm during business days. * Aruba has a documented RMA process which is supported by our Customer Advocacy, Order Entry and Manufacturing Operations teams. Any call to our support center generates a ticket number, which if related to failed hardware product return, generates an RMA number on demand. Functional product returns are handled by our order entry team and result in an RMA number assigned immediately if contact is by phone or within 24 hours if contact is via email. Defective equipment/parts must be returned immediately after replacement is received. Defective parts must be returned to Aruba within 30 days to avoid being charged for the replacement part.

** Next Business Day delivery not available in all locations. Cut off time for next business day delivery, where available, is 2:00 PM Pacific Time for the Americas, 2:00 CET for EMEA and 2:00 Singapore Time for APAC.*

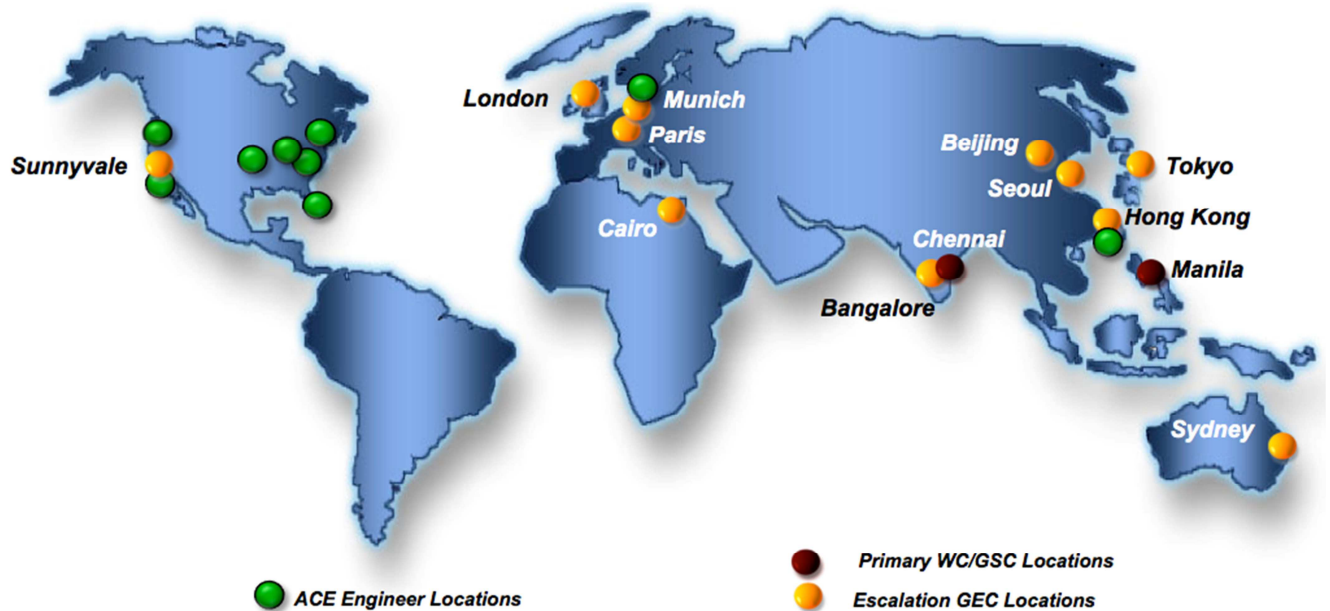
Software Releases: Maintaining compatibility and coordinated software functionality is essential to sustaining peak network performance. Only ArubaCare Support customers have complete access to all software releases, including minor updates and major feature releases. With ArubaCare, maintaining software is a manageable process, not a capital expense, and ensures you are current with the latest technologies. All software is available for download via the Aruba Center.

Aruba Support Center: Proactive issue prevention is provided through the Aruba Support Center at <https://support.arubanetworks.com/>. This site gives our customers 24x7 access to critical technical information such as FAQs, field alerts, release notes, product documentation, best practices documentation and product software and firmware updates and upgrades.

Aruba Technical Assistance Center Overview (ArubaTAC)

Aruba Networks has strategically placed Technical Assistance Centers (TACs) for the purpose of addressing timely access to support specialists on a global basis. With its main headquarters staff being located in Sunnyvale, California, satellite operations in Boston, MA and Reston, VA, the Aruba 24x7x365 support model also includes technical expertise in the

following international locations: Paris, London, United Arab Emirates, Beijing, Chennai, Hong Kong, Sydney, and Tokyo.



All calls on a 24x7x365 basis terminate into an Aruba Welcome Center. This group performs multiple customer-facing help functions, including:

- Assistance with product license keys.
- Providing status of RMA'ed products.
- Helping to determine basic entitlements (contracts, assets associated with contracts).
- Support site access and administration.
- Priority routing of new or existing TAC cases.

Priority Definitions

For technical support issues, the Aruba Networks Welcome center is responsible for documenting the priority of the issue as the trouble ticket is entered into Aruba's case management tracking tool.

For Priority-1 issues, assuming the customer is willing to commit resources to work a problem on a 24x7 basis, Aruba will commit resources to do so and until such time as an acceptable work-around is provided or a software fix is eminent. Priority-1 issues are handled by Aruba's most senior, advanced TAC engineers and the Welcome Center is instructed to warm-transfer these issues immediately to the next available resource – depending on time of day this could be in any one of the locations highlighted above.

Should the root cause of a Priority-1 issue be based on a software bug, Aruba’s Engineering Dept. will prepare and test an “Emergency Patch” of code for customer use. Once the customer has confirmed that the Emergency Patch has resolved their problem this fix will be automatically ported into a subsequent release of ArubaOS.

Priorities vary even within the scope of one trouble ticket or case. For example, a Priority-1 issue may be downgraded to a Priority-2 should Aruba provide to the customer an acceptable work-around.

Priority definitions along with targeted response times toward resolution are outlined as follows:

Performance Metrics				
Priority Level	Priority 1 Critical	Priority 2 High	Priority 3 Medium	Priority 4 Low
Definition	Any highly critical system or service outage in a live environment that results in severe degradation of overall network performance, and/or significant reduction in capacity.	Any intermittent degradation of system or service performance that intermittently impacts end user service quality or impairs network operator control or operational effectiveness. Loss of redundancy or diagnostic capability.	Any minor degradation of system or service performance that does not have any impact on end user service quality and minimal impact on network operations.	No impact to the system or network operation. Information requests or standard questions on configuration or functionality of equipment. Cosmetic issues.
Aruba and Customer Commitment	Customer and Aruba will commit the necessary resources around the clock to resolve the situation or obtain a work-around	Customer and Aruba will commit full-time resources during normal business hours to resolve the situation or obtain work-around	Customer and Aruba will commit necessary resources during normal business hours to restore service to satisfactory levels.	Customer and Aruba will provide resources during normal business hours to provide information assistance as requested or collect feedback.
Release Vehicle	Emergency patch release as soon as possible if no workaround, with permanent fix rolled into next patch release	Fix rolled into next maintenance release	Fix rolled into next major or minor release.	Fix rolled into next major release, or sooner per customer request
Ticket Updates	Daily	Daily, if action to resolve resides with Aruba	Weekly, if action to resolve resides with Aruba	Monthly, if action to resolve resides with Aruba
Target Resolution Time	Within 2 days if no workaround Within 14 days if there is a workaround	Within 90 days	Within 180 days	NA
Performance Targets	Target is to meet 95% of scheduled commitment for respond, restore & resolve intervals	Target is to meet 95% of scheduled commitment for respond, restore & resolve intervals	Target is to meet 95% of scheduled commitment for respond, restore & resolve intervals	NA

In order to manage expectations there are built-in reporting mechanisms within Aruba’s CRM which provides notifications that updates are required to trouble tickets based individually on the priority(s) of those tickets. Management reports highlighting status of all open tickets are automatically emailed to TAC Management on a global basis as a tool to follow-up on status of all outstanding and unresolved issues.

Software Bugs

Aruba has established policies and procedures which address the correction of bugs associated with product. As noted above, a Priority-1 issue will drive a new release of patched software, assuming the root cause of the Priority-1 is software based and there is no acceptable work-around. For Priority 2-3 issues, Aruba has the ability to provide a patched version of software approximately every 2 weeks. Patched versions of software are

bug-fix only releases, introducing no new features, architectural changes, or new functionality.

Escalation

Escalation of trouble tickets occurs via multiple avenues.

Time-Based Escalations: As noted above Aruba management automatically receives daily reports highlighting outstanding / open tickets listed by priority and by age. It is an Aruba TAC Manager's daily responsibilities to review all Priority 1 and 2 issues to ensure they are tracking towards resolution. If not, the ticket will be escalated to a senior resource and/or and engineering action – plan will be developed to move the ticket closer to resolution.

Customer or Customer Account Team Escalations: All customers have the ability to request that a ticket be escalated. Aruba field sales teams have the same ability and all Aruba TAC engineers are required to escalate the issue to a higher level.

Regional Management Escalation: Aruba provides TAC Management escalation contacts within the major geographies

Management Escalation Path: Under certain conditions customers will have a requirement to interact or discuss their individual tickets or issues directly with Aruba executive management – this is an encouraged practice within Aruba and we provide to our customers the following set of contacts just for this purpose:

Aruba Contact	Title	Office Phone	Cellular Phone	Email Address
Justin Hao	Technical Manager, Network Services	408.585.1974	408.931.1087	jhao@arubanetworks.com
Mak Moussa	Escalation Manager, Global Escalations	408.754.1220	408.425.7458	mmoussa@arubanetworks.com
Satpal Dhillon	Sr. Escalation Manager, Global Escalations	408.754.3049	408.221.8413	sdhillon@arubanetworks.com
Hannes TerLinde	Technical Director, Global Escalations		408.915.9241	hterlinde@arubanetworks.com
Bo Choy	Tech Dir, Eng Escalations & Strategic Testing	408.754.8088	408.896.6685	bchoy@arubanetworks.com
Rizwan Shaikh	Escalation Manager, OEM & Premiere Services	408.419.4011	408.368.8644	rshaikh@arubanetworks.com
Colus Tang	Technical Director, APAC Support Operations	+852.2529.3033		ctang@arubanetworks.com
Min Tang	Associate Director of Support APAC	+86.10.5983.6415	+86.139.1063.2497	mintang@arubanetworks.com
Giles Scott	Technical Director, EMEA Support Operations	+44.7791.794492		gscott@arubanetworks.com
Madison Lee	Sr. Director, Global Technical Support	408.754.8738	408.205.6057	madisonl@arubanetworks.com
Kyung Yi	Vice President, Technical Support Services	408.598.4936	408.674.8874	kyi@arubanetworks.com

Same-Day 4-Hour ArubaCare Support Options

For many Aruba Customers, the rapid availability of the right Aruba replacement parts is vital to the ongoing operation of their networks and the success of their business. Aruba's advanced hardware replacement support programs offer critical spare parts stocking, replacement, and the options of next business day (as discussed above) as well as same

day delivery with on-site support to the Customer's site through a network of worldwide depots.

With any ArubaCare service, Aruba works with the Customer to develop a profile indicating the types of products installed, serial numbers and their geographic locations. Based on the profile, Aruba will disburse and maintain the proper quantities of critical spares and, in certain cases, open depot centers closest to where they might be needed.

ArubaCare Same-Day and Same-Day Onsite support options are designed to provide Customers a secure alternative to in-house stocking of critical network spare parts and thereby eliminates the effort and expense of maintaining and administering their own spare parts inventories.

- **Same Day Hardware Replacement (ArubaCare Same-Day):** Aruba will provide replacement parts within four hours on a 24x7 basis after the need for a replacement is verified by the ArubaTAC. An RMA number is issued by TAC and the customer must ship the faulty product to Aruba within 30 days to avoid being charged for the replacement part.
- **Same Day Hardware Replacement with Technician (ArubaCare Same-Day Onsite):** As with ArubaCare Same-Day support above, this option includes 24x7 four-hour parts with a technician to swap out the defective part with the replacement hardware. Customers contact the ArubaTAC to verify the faulty part and an RMA number is issued. Defective equipment/parts must be returned to the onsite technician or shipped to Aruba within 30 days to avoid being charged for the replacement part. This option is only available for Aruba controller products and does not include access points. With this option, a technician will bring the part to the customer site and swap it out for the defective unit. The technicians can help assist with installing and testing the replacement Hardware under the guidance of the customer in order to restore basic IP connectivity. If, for any reason, the part is not in stock at the local depot, Aruba will ship a replacement from another logistics facility to arrive the next day. This option is only available for Aruba controller products and does not include access points.

Depot Centers

Currently, there are available depots in the Aruba network in more than 965 cities and towns in 167 countries. With either ArubaCare Same-Day service, the Customer can choose any of the listed locations to be activated to manage their sparing requirements. End customer sites must be located within 50 miles of a depot location in the United States or 50 km outside the U.S. The service may additionally be made available in other locations not listed with 90 days lead time. If a Customer is interested in Same-Day service in a location not listed, the request should be forwarded to dl-sparesdepot@arubanetworks.com.

REQUIRED PROPOSAL INFORMATION/FORMAT

The Proposal will include:
 1. A breakdown by building of the total cost for materials and installation – See Appendix B for sample spreadsheet

Read and noted.

Please refer to “Pricing” beginning on page 31.

2. A five year projection on the cost for maintenance, support and licensing

Read, noted, and comply.

3. A timeline for starting / finishing each building with a final deadline for completion of project including controller configuration and WLS Technology Staff training

Read, noted, and comply

Washington Local Schools Project	Duration - Days
Gather Site information	1
Develop Network Architecture	1
CTC	10
Configure Controllers	3
Configure Access Switches	2
Run Cabling (Handled by Students)	6
Hang Access Points (Handled by Students)	6
Install Access Switches (Handled by Students)	2
Test WLAN Configuration	1
Wireless Site Survey	0.5
Whitmer High School	15
Run Cabling	14
Hang Access Points	14
Configure Access Switches	2
Install Access Switches	2
Add Access Points to Group configured on Controller	2
Wireless Site Survey	2
Stadium	1
Run Cabling	1
Hang Access Points	1
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5

Washington Jr. High	8
Run Cabling	7
Hang Access Points	7
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	1
Jefferson Jr. High	9
Run Cabling	8
Hang Access Points	8
Configure Acces Switches	1
Install Access Switches	2
Add Access Points to Group configured on Controller	2
Wireless Site Survey	1
Shoreland	5
Run Cabling	4
Hang Access Points	4
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
Greenwood	5
Run Cabling	4
Hang Access Points	4
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
Jackman	5
Run Cabling	4
Hang Access Points	4
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
Wernert	5
Run Cabling	4
Hang Access Points	4
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5

Trans/Maint	2
Run Cabling	4
Hang Access Points	4
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
MedowVale	5
Run Cabling	4
Hang Access Points	4
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
Hiawatha	4
Run Cabling	3
Hang Access Points	3
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
McGregor	4
Run Cabling	3
Hang Access Points	3
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
Monac	4
Run Cabling	3
Hang Access Points	3
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5
Lincolnshire	3
Run Cabling	2
Hang Access Points	2
Configure Acces Switches	1
Install Access Switches	1
Add Access Points to Group configured on Controller	1
Wireless Site Survey	0.5

4. Specify the make and model number of all access points

Read, noted, and comply (See Datasheets).

5. Specify the make and model number of the controller chassis and any associated controller modules – this is not required if the proposed solution does not require the installation of a controller.

Read, noted, and comply (See Datasheets).

6. Specify the make and model number of all POE switches

Read, noted, and comply (See Datasheets).

7. Specify any software

Read, noted, and comply.

8. Specify the type of network cable used

Read, noted, and comply (See Cabling Quote).

9. Certify that the controller will integrate with eDirectory / LDAP for user authentication

Read, noted, and comply.

10. Estimated number of installation technicians assigned to the project

1-6 technicians daily over course of project.

2013

Microman, Inc.

RFP Response

W-LAN 2012-2013

RFP Close Date: 3/25/2013

For: Washington Local Schools

Gina Hill
Microman, Inc.
3/25/2013



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Executive Summary

Microman, Inc. is a successful network integrator and telecommunications cabling firm in business for over 25 years under the present name and owner. Our facilities are located in Dublin, Ohio. We have grown to 70 employees and over \$15 million in revenue. Our focus is the cost-effective application of technology to meet the needs of businesses.

We offer end-to-end integration and service through our cabling, video, network, service, and telephony divisions. Microman is a leader in technology infrastructure design and the convergence of desktop and voice technologies. Our technicians are industry certified and our knowledge and experience enables our client to receive a wide range of solutions that fit their needs.

We have also provided a wide range of services to K-12 schools in Ohio. Our K-12 project experiences include installation in new buildings and renovations and additions to existing buildings. These projects include network cabling infrastructure, audio visual, security, LAN upgrades including software and hardware deployment, switch & router upgrades, wireless solutions and telephone system installation.

Microman, Inc. is pleased to present the enclosed proposal to Washington Local Schools. Microman, Inc. is choosing to partner with Enterasys Networks, Inc. (Enterasys) who delivers the **most educationally focused** networking solution in the industry, and can offer the District the best possible advantages for its infrastructure. Together, Microman, Inc. and Enterasys are pleased to offer a solution that will support the District's goals, protect the District's learning environment, all the while reducing operational costs.

Technology plays a vital role in enabling educators to provide their students with the skills they need in order to succeed in the global economy. Along with traditional school subjects, students must also become competent with the latest technology and be able to think critically and communicate effectively with a wide audience as they address new and increasingly difficult problems. In order to engage today's students and reflect their technology-based lifestyles, the classroom needs to provide a media-rich, interactive environment that supports a variety of digital networking devices such as laptops, netbooks and smartphones.

In particular, wired and wireless LANs are the critical "glue" between the K-12 classroom and the vast array of network-based resources that educators utilize to enhance the classroom learning environment. With student safety as a top priority, the integrated wired/wireless network must enable access to leading education applications as well as research-oriented web sites while maintaining appropriate access and control over network services.

The K-12 environment presents numerous challenges from a networking perspective, including:

- A diverse set of educational web sites and education applications residing on both internal and external network locations, databases, and servers
- A large and dynamic student population with increasing and diverse expectations for network and information access
- A teacher and administrator population with varying skills that are expected to manage their own day to day technology-based needs

- A small and typically remote IT staff that is expected to support a large user population who may have a limited degree of technical knowledge

As the number and type of connected devices, applications and technologies increase, so too does the complexity of the networking environment. In recognition of the need to manage this complexity effectively and also tune the K-12 network to education priorities, Enterasys provides capabilities to:

- Ensure availability of both wired and wireless networked devices
- Prioritize access for school operations and multimedia classroom applications
- Enforce authorized access criteria to protect student confidentiality and preserve data integrity
- Offer wireless network access to administrative staff, teachers, and students

Enterasys networking solutions provide unique capabilities that are leveraged by K-12 IT staff around the world to control and prioritize access to education applications, ensure continuing availability of networked resources, provide wired and wireless services to administrative staff, teachers, students and guests, and ensure enforcement of appropriate access control to student and institutional data.

Enterasys is committed to helping our K-12 customers deploy and optimize networking solutions that are uniquely tuned to their environment and specific needs. To that end, Enterasys provides network policy templates based on best practices as well as policies unique to K-12. These policies leverage the existing network design and provide immediate value with no risk, and serve as building blocks toward more advanced capabilities. And, as a strong complement to our technology offerings, Enterasys customer support also offers unparalleled expertise and customer care to ensure our K-12 customers get the help they need to keep their operations up and running and enabling the highest quality education.

Enterasys is a premier global provider of wired and wireless network infrastructure and security solutions. Enterasys solutions enable organizations to drive down IT costs while improving business productivity and efficiency through a unique combination of automation, visibility and control capabilities.

Enterasys has been in the networking industry for 30 years, having originated as part of the highly successful company known as Cabletron Systems, which was founded in 1983. Built upon strong engineering principles, Cabletron Systems helped develop the networking industry with the continual introduction of new technologies. Enterasys was the FASTEST growing networking company in 2011.

Enterasys supports education nationwide with over 6000 schools, delivering the *most educationally focused* networking solution in the industry.

- **53% of Enterasys business comes from Education**
- **Enterasys has over 2 million data ports in K12**
- **Enterasys has grown in K-12 25% in year over year**
- **Customer support rating is 96% - National Average is 84%.**



Additionally, Enterasys Wireless was recently selected as a **District Administration Readers Choice Top 100 Product of 2012**. To date, K-12 school districts across America rely on Enterasys Wireless solutions to provide reliable classroom access, enhanced learning and centralized management for streamlined visibility and monitoring for Bring Your Own Device (BYOD) programs.

This prestigious acknowledgement is given annually to K-12 education products that have supported education innovation. The winners were selected by the editors of District Administration from hundreds of nominations submitted by readers, including school superintendents and district-level directors in districts across the United States. The winning products were determined by the quantity of nominations received per product, as well as an evaluation of product quality based upon readers' nominations and explanations.

"Enterasys is honored by this award as it demonstrates the impact our wireless solutions are having on educators across the country to make their jobs easier and create a better learning environment for students," said Chris Crowell, president and CEO at Enterasys Networks. "We are committed to helping our K-12 customers deploy and optimize networking solutions that are uniquely tuned to their environment and specific needs."

Microman, Inc. Contact Information

For questions about the proposal, please contact Gina Hill.

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Solution Overview for Washington Local Schools

Microman, Inc. is pleased to present the capabilities of the Enterasys IdentiFi Wireless solution to Washington Local Schools (WLS) for your WLAN proposal. The Enterasys solution is ideally suited to support K-12 environments that require simultaneous access for hundreds of devices, delivering high quality multi-media content such as on-line testing and streaming HD video. The Enterasys IdentiFi Wireless Portfolio provides a complete cost-effective WLAN solution which also meets or exceeds all requirements for reliable high-speed wireless access, coverage, centralized control and security. Enterasys' B-Series switches provide Power over Ethernet (PoE) where required. The proposed solution includes wireless access points, controller, wired PoE switches; and optional authentication gateway and management software.

The following provides a summary of each product detailing the advanced capabilities of Enterasys industry-leading products and subsequent benefits that WLS can leverage by deploying an Enterasys wireless network infrastructure.

Wireless Network Infrastructure

Enterasys IdentiFi is a purpose-built Wi-Fi solution, which includes a combination of Access Points and Controller designed to provide the scalability, control, and density required to meet the high user demand for simultaneous voice, HD video, and data services. With IdentiFi, control and management are centralized and pushed to the access points, thereby distributing intelligence out to the edge.



IdentiFi Wireless Controller:

Enterasys offers several IdentiFi Wireless Controller models to meet the needs of networks of varying sizes. For the WLS wireless infrastructure, Enterasys recommends the Enterasys C5210 Controller. Each C5210 Controller can support up to 1000 APs (2000 in high availability mode in the event of failure of second controller). The IdentiFi Wireless Controller, as proposed, **will integrate with eDirectory/LDAP**, can support the recommended 588 access points, and can be upgraded in the future to handle additional APs to support future expansion. Multiple controllers can be interconnected to scale mobility domains to support thousands of Access Points. Unlike many competitive offerings Enterasys Wireless **does not** require licenses to utilize the failover AP capacity. IdentiFi Wireless Controllers are simple to deploy and manage, yet provide advanced functionality to allow WLS to define how wireless voice/video/data traffic is processed without architectural constraints and in accordance with the district's needs.

The Enterasys IdentiFi Wireless Controllers are high-performance platforms that provide centralized intelligence for the Enterasys Wireless solution. IdentiFi Wireless Controllers enable centralized, role-based management for users, devices and applications with individualized services including Quality of Service (QoS), call admission control, secure access policies, network access control, captive portals for Guest access, rate limiting, multicast, filtering and traffic forwarding. These WLAN services are enabled

by the unique and flexible solutions-orientated architecture, easily provisioned and simply managed by an intuitive web interface or optional Enterasys NetSight. **Each device or person can receive differentiated access privileges based on directory group or device type, all using a single SSID.**

Since the Enterasys controller is not required to be part of the data forwarding path and only plays a role in the management of the wireless LAN, the controller functionality can be located virtually anywhere in the network. Centralizing the controller significantly reduces the cost of the network while improving the manageability.

Most WLAN solutions force network administrators to choose between a centralized or distributed architecture. A significant advantage of Enterasys Wireless Controller is that they can support both deployment models simultaneously, offering significant flexibility benefits over other solutions. With Enterasys Wireless, network administrators are able to create WLAN services and policies, which together can dynamically assign traffic forwarding rules to users and groups, limit data flows and control admission on a per user and per SSID basis. With the flexibility to provision services and enforce policies at the AP, wireless traffic can be bi-directionally limited to user-defined thresholds, filtered, and locally switched without the need to tunnel it back to the controller. In both cases, unwanted traffic does not traverse costly WANs or aggregating switches before being dropped at the controller. This is achieved by the unique ability to perform deep packet inspection at the AP, where the requested service and destination is identified and then used to filter, switch or rate limit accordingly. The result is optimized responsiveness and performance for users and services.

IdentiFi Wireless Access Points:

Enterasys has proposed 588 IdentiFi AP3705i dual-radio 802.11a/b/g/n, 2x2:2, Indoor Access Points to support WLAN end user connectivity requirements. The 3705i supports the latest in WiFi technology including dynamic radio management, beamforming, spectrum analysis with interference classification, self-forming and self-healing meshing, security, role-based authentication, authorization and access control. Optimized for drop ceiling deployments, the 2x2:2 platform is equipped with an integral four antenna array with beamforming, capable of supporting 600Mbps over-the-air performance and up to 40,000 packets per second on the wire port. The green AP uses less than 9W of power with all functionality enabled.

The Access Point's plug-and-play technology dramatically simplifies deployment of the WLAN solution. Enterasys Wireless Access Points will securely and automatically register with the available wireless controller and download their configurations, simplifying deployment and operational effort. APs can immediately provide service to users without having to be manually configured.

Enterasys Wireless APs use the most sophisticated standards to ensure effective security and client compatibility. Using the 802.11i (WPA2) standard, wireless LAN deployments can utilize 802.1X or PSK authentication and AES, TKIP or WEP encryption. These options ensure secure authentication and seamless integration of the APs with the wired network infrastructure.

Enterasys Wireless APs work together to prevent interference and optimize RF sharing. Each AP is able to intelligently and dynamically adjust its transmit power and channel based on information related to neighboring APs as well as external interference or channel occupation. This ensures optimal performance for all wireless clients. If an AP fails, neighboring APs will increase power to maintain coverage in the affected area.

PoE network switches – Enterasys B-Series:

To provide the necessary PoE to power the proposed access points Enterasys B5 switches are recommended. The Enterasys B5 high-performance Gigabit Ethernet stackable switches provide scalable, wire-rate performance. Along with a switch capacity of 188 Gbps, the B5 provides up to 48 10/100/1000 Ethernet ports as well as the option of Gigabit and 10 Gigabit Ethernet uplink ports. Leveraging the B5's wire-rate stacking capability, as many as eight B5s (both 24-port and 48-port combinations, PoE and non-PoE options) can be interconnected in a single stack to create a virtual switch that provides 1.5 Tbps of capacity. All switches in the stack are manageable by a single IP address, and stack management is redundant. Closed Loop Stacking is supported ensuring that if a stack cable or switch fails there is no loss of connectivity for the remainder of the stack. They also provide reliability features such as Distributed Link Aggregation Groups so that a failure of a single unit does not disconnect the stack from the uplink to the core switch. In addition to its complete multi-layer switching capabilities, the B5 also provides basic routing features, including RIP, static IPv4 routing and IPv6 management support.

The following B5 models are proposed:

- **B5G124-48P2:** B5 with (48) 10/100/1000 PoE (.at + .af) RJ45 ports, (4) combo SFP ports, (2) dedicated high-speed stacking ports and external RPS connector. Total active ports per switch: (48) Gigabit ports
- **B5G124-24P2:** B5 with (24) 10/100/1000 PoE (.at + .af) RJ45 ports, (4) combo SFP ports, (2) dedicated high-speed stacking ports and external RPS connector. Total active ports per switch: (24) Gigabit ports

Centralized Visibility and Control

Enterasys NAC Authentication Gateway:

The optional Enterasys NAC Authentication Gateway (NAC-A-20) is a standards-based, multi-vendor interoperable, pre-connect and post-connect Network Access Control solution. Enterasys' Authentication Gateway ensures only the right users have access to the right information from the right place at the right time and facilitates BYOD (bring your own device) programs in schools. It enables self-registration of personal devices, incorporates optional sponsored access and works across both the wired and wireless networks. With Enterasys' solution network administrators can deploy a simple-to-use access control solution that registers and tracks every personal device and user on the network. With our LDAP integration, access for each device type, OS type or user group can be automatically provisioned with appropriate access to applications, bandwidth and Internet resources from an approved location and at an approved time WLS administrators can provide dynamic, differentiated access for any device (district or personal) and enables districts to dynamically deliver customized Internet filter settings.



Enterasys NetSight Management Suite:

The optional Enterasys NetSight provides centralized visibility and granular control of the proposed WLS solution. The proposed suite of management applications includes: Console with Wireless

Manager, Inventory Manager, Policy Manager, NAC Manager, Automated Security Manager and OneView. NetSight is distinctive for granularity that reaches beyond ports and VLANs down to individual users, applications, and protocols. NetSight increases efficiency, enabling WLS to avoid time-consuming manual switch-by-switch and controller-by-controller configuration tasks. Enterasys NetSight enables our customers to take full advantage of the enhanced features and functionality of the Enterasys policy enabled switching and wireless products. Serving as the centralized command and control component, Enterasys NetSight manages all the infrastructure components as a total system. Enterasys NetSight is standards-based and can manage all network equipment that is SNMPv1, SNMPv2 or SNMPv3 capable. Vendor specific MIBs can be loaded for additional functionality.

NetSight Wireless Manager, integrated with Console, provides a single launch point for wired/wireless management and common management functionality. Enterasys NetSight integrated wired/wireless management, streamlines IT effort and lowers costs. Configuration changes are specified and deployed in minutes rather than hours. A single administrator can manage significantly more users and devices by utilizing the inherent automation features in NetSight.

NetSight Policy Manager centralizes all the policies for users, applications, protocols, VLANs, ports and data flows. It automates the definition, distribution and enforcement of policy rules across the entire network. With an intuitive user interface, administrators can define policies once and then automatically enforce them on the Enterasys policy-enabled infrastructure devices. Unified wired/wireless policy management consolidates user access to protect IT services.

From NetSight Policy Manager, IT administrators can define global policies that are universally applied to all users. Centrally defined policies are pushed across the entire wireless deployment to multiple controllers and access points for enforcement right at the point of network entry. Packets are inspected and filtered by the access points (if configured to bridge at AP) and admitted or blocked based on the user's policy. Policy also controls topology management and traffic flows. Policy Management integration significantly advances the unified wired/wireless management and security capabilities. The advanced ability to centrally define and distribute harmonized policies for all users contributes significantly to operational cost reductions, while further protecting and preserving the integrity of network services.

NetSight Inventory Manager is a tool for efficiently documenting and updating the details of the entire network. It simplifies the deployment and management of Enterasys devices and supports basic configuration and firmware device management functions for popular third party devices. IT staff can easily perform a broad list of tasks including device administration on configuration files, schedule firmware updates, archive configuration data or restore one or multiple devices to a known good state. Script-based configuration allows custom configuration scripts to be pushed to a set of devices. Inventory Manager also tracks configuration changes for Enterasys devices made by other NetSight applications, third-party management applications, or the command line interface.

Network Access Control (NAC) Manager combines with Enterasys switches and/or NAC Authentication Gateway appliances for a complete network access control solution ensuring that only the right users have the right access to the right information from the right place at the right time. NAC Manager software provides secure, policy-based NAC management. From one centralized location WLS IT staff can configure and control the NAC solution, simplifying deployment and on-going administration. The Enterasys NAC IP-to-ID Mapping capability binds together the username, IP

address and MAC address, and physical port of each endpoint. NAC Manager reports this important information for audit or forensics analysis. NAC Manager provides additional value through its integration with other NetSight applications and Enterasys security products. For example, NAC Manager with Policy Manager enables “one click” enforcement of role-based policies. IP-to-ID Mapping is also used by ASM for location-independent distributed intrusion prevention.

NetSight OneView unifies all of the NetSight applications under a single, easy to use, web-based interface called OneView. This powerful tool enables both managers and technical staff to be more efficient in their monitoring, reporting, analysis, troubleshooting and problem solving tasks. OneView capabilities include: wireless dashboards, reports, web-based FlexViews, device views and event logs for the entire infrastructure. The OneView wireless dashboard streamlines wireless systems monitoring with consolidated status of all the wireless devices coupled with drill down ability for more details. State-of-the-art reporting provides historical and real-time data for high-level network summary information and/or details. The reports and other views are interactive, allowing users to choose the specific variables they need when analyzing data and utilizing real-time diagnostics.

Enterasys NetSight provides robust network, configuration and policy management capabilities and is fundamental to the total network visibility and control.

Key Differentiators

The Enterasys Wireless solution delivers the industry’s best TCO, easiest to deploy 802.11n solution, and management and security benefits while openly supporting the broadest range of mobile voice, video and location-based applications to drive network productivity and reduce the overall cost of mobility. The following details many of the advantages, advanced functionality and features available to meet your current and future wireless needs.

Financial Value

- **Industry-best TCO:**
 - Enterasys solutions drive down the cost of owning network solutions by an additional 25-30% over our competitors with innovative technology that automates what are traditionally manual tasks - freeing up months of productivity per year per administrator, an innovative **lifetime warranty** on all indoor wireless access points that stands as the most comprehensive in the industry, and an innovative award winning support organization.
- **Long product lifecycle**
 - Enterasys solutions are purposely designed to reduce TCO by driving down IT costs through strong engineering principles and developing products for a 7-10 year technology lifecycle (vs. industry 3-year average).
- **Premium features at no extra cost**
 - High-value wireless features, including Availability, Mobility and Guest Access are ready to use right out of the box – no licenses required. Simplified licensing facilitates capacity expansions via a “pay as you grow” model.
 - Future proof architecture

- **Energy Efficiency**
 - Enterasys AP3705i supports all functionality utilizing a maximum of 9 watts of power per AP further reducing the overall operational cost of the system.

Technology Value

- **Role Based Access**
 - Ensures only the right users have access to the right information from the right place at the right time
 - Rate limit per user/role
 - Granular control over users and the ability to assign policy to keep systems separate
- **Centralized Visibility and Control Management Software**
 - Enterasys NetSight provides unparalleled levels of automation for network adds, moves and changes, resulting in significantly reduced operational costs.
 - Reduces troubleshooting time providing faster resolution
 - Troubleshoot with the convenience of a smart phone or tablet
 - Easily enforce policies network-wide for QoS, bandwidth, etc.
 - Deploy change to entire wireless network with ONE CLICK
- **Flexible Wireless Architecture**
 - Enterasys Wireless delivers the industry's most flexible architecture – simultaneously supporting centralized and distributed traffic forwarding or a mix of both – deployable either as a simple, cost-effective overlay or tightly integrated into a homogeneous wired/wireless infrastructure.
 - Only vendor to support traffic bridging and policy filtering at the access point.

References

Medina City Schools

Scope: Phased expansion and growth. Approximately 350 APs

Date: Summer of 2011 Initial Install 90 days

Contact: Jack Howell 330-636-4390

howellj@mcsoh.org

Jackson Local Schools

Scope: Phased expansion and growth. Approximately 300 APs

Date: Summer of 2011 Initial install 60 days.

Contact: Janet Thompson 330-830-8077

jthompson@jackson.sparcc.org

Some additional information:

Here is a link to a video worth reviewing from Jackson Local Schools that would just take a few minutes.

<http://www.youtube.com/watch?v=d-QQbOkwg3Y&list=PLCB92C140F7353286&index=1>

Also a recent press release from Medina City Schools:

<http://www.enterasys.com/company/press-release-item.aspx?id=1008>

Vendor Response to Minimum Specifications / Guidelines of Equipment

- Equipment must meet the 802.11 a/b/g/n standard (or greater)

Response: Comply. The proposed solution includes dual-radio 802.11a/b/g/n Wireless Access Points.

- The system must be Wi-Fi Certified for 802.11 a/b/g/n (or greater)

Response: Comply. Enterasys IdentifiFi Wireless solution support 802/11a/b/g/n. All proposed Enterasys IdentifiFi products are currently in process for 802.11n WiFi certification by the WiFi Alliance.

- Each access point must be an array of at least 2 radios that support 802.11 a/b/g/n (or greater)

Response: Comply. The proposed solution includes dual-radio 802.11 a/b/g/n Wireless Access Points.

- Each access point must have at least 1-gigabit Ethernet port

Response: Comply.

- Each access point must support VLAN tagging on individual SSID's

Response: Comply.

- Each access point must include a built in spectrum analyzer

Response: Comply. The proposed Enterasys IdentifiFi APs include integrated spectrum analysis which automatically adjusts RF in the event of interference or channel unavailability. Hardware-based spectrum fingerprinting will detect and identify noise or interference on the channel from other RF emitting devices, such as microwave, Bluetooth, video bridges, etc. Once interference is detected an event can be triggered to notify the administrator and/or client connections can automatically be redirected to another interference free channel. All IdentifiFi APs are able to provide spectrum analysis and serve clients on the same radio.

- Each access point must have the ability to switch radios from the 2.4 GHz spectrum to the 5 GHz spectrum

Response: Comply. The proposed Enterasys IdentifiFi AP3705i Wireless Access Points are dual-radio providing support for both the 2.4 GHz and 5 GHz spectrum and support automatic band steering, ensuring traffic is distributed across the 2.4GHz and 5GHz spectrums.

- Each access point must be able to load balance traffic across all available radios

Response: Comply. The proposed Enterasys IdentifiFi access points can be configured to provide load-balancing, as well as band-steering. When configured, this feature enables the access points to dynamically balance/steer clients between both radios on a single access point and/or between multiple access points within an RF Domain.

- Any area that does not have a drop ceiling will require a wall mount bracket or other mounting option and suitable wiring raceways and moldings to achieve a finished installation appearance

Response: Comply. The proposed solution includes Secure Wall Mounting Brackets (WS-MB3705-01).

Warranties / Support

- All warranties by Vendor and manufacturer on both products and labor must be specified in the proposal. The Vendor's warranties shall commence with acceptance of/or payment for the work in full. Minimum acceptable warranty on hardware, parts, and labor is 1 year.

Response: As a customer-centric company, Enterasys endeavors to provide the best possible workmanship and design to ensure a positive first impression for our clients. In the event that one of our products fails due to defects in one of these factors, we have developed a comprehensive warranty that protects Washington Local Schools and promises a simple way for your products to be repaired as soon as possible.

Below is a listing of all the applicable warranties, which begin from the date of shipment to End User, for the proposed product lines.

Enterasys Wireless Controller Model C5210

The Enterasys C5210 comes with a one-year hardware warranty beginning from the date of shipment to End User. Coverage during the applicable warranty period include 8 a.m. to 5 p.m. troubleshooting telephone support based on end user's local time Monday through Friday, excluding Enterasys recognized holidays and return to factory hardware replacement. For full warranty terms and conditions please go to: <http://www.enterasys.com/support/warranty.aspx>.

Enterasys Wireless (Indoor APs)

Enterasys' Wireless Indoor APs and Wireless Controllers are covered under a Lifetime Warranty (LW). The LW for Indoor APs is defined as sales discontinuation plus five years and includes 8 a.m. to 5 p.m. troubleshooting telephone support and Next Business Day Shipment advanced hardware replacement throughout the warranty period. The LW for hardware-based Controllers is defined as sales discontinuation plus one year and covers hardware replacement throughout the warranty period. Software maintenance updates and 8AM-5PM support are included for one year on selected controllers. For full warranty terms and conditions please go to: <http://www.enterasys.com/support/warranty.aspx>.

B-Series

The Enterasys B-Series comes with a Lifetime Warranty on hardware beginning from the date of shipment to End User. The Lifetime Warranty is defined as sales discontinuation plus five years. Entitlements during the applicable warranty period include 8 a.m. to 5 p.m. troubleshooting telephone support based on end user's local time Monday through Friday, excluding Enterasys recognized holidays, firmware releases, coverage for power supplies, fans, and I/O modules and a next business day advanced exchange service level objective. The Enterasys B-Series also come with Integrated Component Coverage which warrants to the end user that any power supplies, fans and cables provided with any Product covered under the Warranty will be free from defects in material and workmanship. For full warranty terms and conditions please go to: <http://www.enterasys.com/support/warranty.aspx>.

Enterasys Network Access Control (NAC)

Enterasys IPS, SIEM and NAC products come with a one-year hardware warranty beginning from the date of shipment to End User. Entitlements during the applicable warranty period include 8 a.m. to 5 p.m. troubleshooting telephone support based on end user's local time Monday through Friday, excluding Enterasys recognized holidays and advanced exchange replacement parts for the first 30 days of the warranty period. The software warranty provides coverage on media only for 90 days. For software warranty terms please refer to section 2 Software Warranty of Enterasys Networks' Standard Warranty at: <http://www.enterasys.com/support/warranty.aspx>.

Enterasys NetSight

The Enterasys NetSight software warranty provides coverage on media only for 90 days. For software warranty terms please refer to section 2 Software Warranty of Enterasys Networks' Standard Warranty at: <http://www.enterasys.com/support/warranty.aspx>. Enterasys' standard warranties ensure products are protected against manufacturing defects, while our maintenance agreements typically enhance these services with additional features or extend the duration of coverage.

- The Vendor must provide terms of service should repair become necessary and the work and materials needed are not covered under warranty.

Response: As stated above, Enterasys' standard warranties ensure products are protected against manufacturing defects, while our maintenance agreements typically enhance these services with additional features or extend the duration of coverage. Therefore, the following SupportNet offerings have been quoted for Washington Local Schools to augment the included warranties:

- **SupportNet Onsite Next Business Day** - Includes web support, 24x7 phone, firmware updates/upgrades, Next Business Day (NBD) advance replacement of parts and NBD onsite response.
- **SupportNet Software Application Service** - Includes web support, 24x7 phone support, major/minor/maintenance updates, and upgrades.
- **SupportNet Security Appliance Next Business Day** - Includes web support, 24X7 phone, firmware updates/upgrades, Content Updates and Next Business Day (NBD) Advanced replacement of parts.

Additionally, please see the attached Enterasys Warranty which can also be found at the following URL: http://www.enterasys.com/support/Combined_Warranty.pdf.

Enterasys' Service and Maintenance Terms and Conditions have also been included and can also be found at the following URL:

[http://www.enterasys.com/support/Service and Maintenance Terms and Conditions.aspx](http://www.enterasys.com/support/Service_and_Maintenance_Terms_and_Conditions.aspx).

Service and Support

Enterasys has over 150 employees in our Global Technical Assistance Center (GTAC), field engineering and professional services teams providing 7x24 multi-tier technical support around the globe. Having all of our support employees in-house provides significant advantages including:

- Personalized customer support. You'll meet your support person via telephone so you know who you'll be working with before you make the final decision to invest with Enterasys.
- Tight integration with R&D, which fosters group collaboration, accelerates on-the-job training, and enables us to solve problems in real-time.
- Low attrition rates, which are achieved by recognizing and investing in our support staff. In fact the average tenure of our GTAC team is more than 13 years.
- Two-tier call center design, including support and engineering, allows us to meet our customer's demand for faster results. There is no need to wait through five tiers of escalation as with other vendors.

Washington Local Schools can also rest assured knowing that one of the industry's best support organizations is behind your network. From Enterasys' Global Technical Support Center (GTAC) providing 24x7 access to reliable technical help, to the comprehensive Enterasys SupportNet offerings that let you choose the exact level of service ideal for your organization, to comprehensive downloads, Enterasys has you covered.

Enterasys' GTAC will provide the District with technical support, which is available 24 hours a day, 365 days a year. Through Enterasys' Automated Call Distribution (ACD) system, the District will connect directly to GTAC Engineers and technical teams who are responsible for supporting specific product lines 24x7x365. In addition, the GTAC maintains top-of-the-line technology labs for optimal issue re-creation and fast answers to complex questions.

Enterasys offers priority setting of problems and escalation management. This ensures that the appropriate resources within Enterasys are utilized to resolve outstanding technical problems as efficiently as possible.

Enterasys prides itself on delivering on their promises and being a vendor that customers want to do business with. One of the ways this is achieved is by providing quick, no-hassle support. The quality of support Enterasys provides sets them apart from the competition and demonstrates their commitment to customers. There are three main ways that Enterasys' support is differentiated:

- Enterasys support personnel are 100% in-sourced. Enterasys' GTAC is staffed only by Enterasys employees, with an average tenure of 13+ years with the company.
- Enterasys personalizes the support customers receive – you'll meet your support person via telephone so you know who you'll be working with before you make the final decision to invest with Enterasys.
- The innovative technology behind Enterasys' support process enables Enterasys to manage multi-channel customer contact with total cross-functional visibility and response management.



Having all of support employees in-house provides significant advantages including:

- Tight integration with R&D, which fosters group collaboration, accelerates on-the-job training, and enables problem-solving problems in real-time
- Low attrition rates achieved by recognizing and investing in support staff.
- 2-tier call center design, including support and engineering, allows them to meet customer's demand for faster results – no need to wait through five tiers of escalation as with other vendors.

Enterasys is known for having the industry's best service and support, receiving validation from customers, analysts and industry experts. Enterasys received **Gold, Silver and Bronze awards** from the **2013 & 2012 Stevie Awards for Sales & Customer Service**. Enterasys also won the **2011 CRM Excellence Award** from **Customer Interaction Solutions Magazine**. For the second year in a row, Enterasys' GTAC was honored for helping clients improve workflow. **This marks the second customer service award for Enterasys in as many years, having also won the 2010 CRM Elite award** from **Destination CRM**.

Service Differentiation

- Customer satisfaction: 96%
- Support reference-ability: 98%
- Company tenure: 12 years
- 100% In-Sourced staffing
- 94% First-person resolution
- Award-Winning service technology
- Superior lifetime warranty


“Customer feedback continues to highlight customer support and service as a differentiator.”

Gartner

Enterprise LAN Magic Quadrant – 2008 to 2011

2010, 2011, 2012, & 2013 Awards

“Service Elite Winners Represent an Exclusive Club.”



2013 GOLD STEVIE WINNER
FOR SALES & CUSTOMER SERVICE

2013 SILVER STEVIE WINNER
FOR SALES & CUSTOMER SERVICE

2013 BRONZE STEVIE WINNER
FOR SALES & CUSTOMER SERVICE

2012 GOLD STEVIE WINNER
FOR SALES & CUSTOMER SERVICE

2012 SILVER STEVIE WINNER
FOR SALES & CUSTOMER SERVICE

2012 BRONZE STEVIE WINNER
FOR SALES & CUSTOMER SERVICE

- Enterasys was 1 of 5 *Service Elite* winners
- Enterasys was the only technology company and the only multi service category winner

In addition, support calls can be made to Microman, Inc. by calling the main number at 614-792-0645 . Our normal business hours are Monday-Friday from 8am to 5pm. We will also provide the Washington Local Schools with a 24 hour phone number for emergencies. All inquires can be made via email or phone.

Project Timeline

Acquisition of Material- 2 to 4 weeks

Please see the attached diagram for estimated installation of the cabling and wireless access points.

5 Days for Installation configuration, setting up Wireless controller, SSIDs, switch VLANs and configuration etc..

5 Days for Optional -NAC and NMS Installation

5 Days for the Post Site Survey

5 Days for Training

Cabling Information

We are partnering with Chapel Romanoff Technologies (CRT) to provide the necessary cabling for this project. The cabling included in this proposal is Category 6 and will carry a 25 year manufacturer warranty. Please see the attached documentation about Chapel Romanoff Technologies.

of Technicians

We are anticipating that there will be a crew of 10-12 technicians working on this project. This number includes cabling installers as well as field engineers for the wireless equipment.

Billing

We are requesting that there is a deposit of 35% of the contract to be paid prior to the start of work. It is understood that there will be a 10% retainage once the Department of Information Systems has signed off on the testing. Once the entire project is completed we request that the retainage and final invoicing to be paid.

Appendix B- Year 1 Initial Installation					
Building	QTY	Model	Description	PRICE	Extended Price
Concession Building	8	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 2,035.12
Concession Building	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
Concession Building	1	XXXX	Cabling Components	\$ -	\$ -
Concession Building	1	XXXX	Installation	\$ 825.00	\$ 825.00
				Concession Total	\$ 4,397.14
CTC Building	47	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 11,956.35
CTC Building	1	B5G124-48P2	B5 (48) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector ports, (2) dedicated stacking ports and external RPS connector	\$ 2,563.14	\$ 2,563.14
CTC Building	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
CTC Building	1	XXXX	Cabling Components	\$ 5,978.19	\$ 5,978.19
CTC Building	1	XXXX	Installation	\$ 825.00	\$ 825.00
				CTC Total	\$ 22,859.69
Greenwood Elementary School	26	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 6,614.15
Greenwood Elementary School	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
Greenwood Elementary School	1	XXXX	Cabling Components	\$ 4,826.36	\$ 4,826.36
Greenwood Elementary School	1	XXXX	Installation	\$ 10,631.11	\$ 10,631.11
				Greenwood Total	\$ 25,145.66
Hawatha Elementary School	22	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 5,596.59
Hawatha Elementary School	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
Hawatha Elementary School	1	XXXX	Cabling Components	\$ 4,018.24	\$ 4,018.24
Hawatha Elementary School	1	XXXX	Installation	\$ 8,734.07	\$ 8,734.07
				Hawatha Total	\$ 21,422.94
Jackman Elementary School	24	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 6,105.37
Jackman Elementary School	3	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 4,611.06
Jackman Elementary School	1	XXXX	Cabling Components	\$ 4,627.72	\$ 4,627.72
Jackman Elementary School	1	XXXX	Installation	\$ 9,699.73	\$ 9,699.73
				Jackman Total	\$ 25,043.88
Jefferson Junior High School	82	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 20,860.01
Jefferson Junior High School	1	B5G124-48P2	B5 (48) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector ports, (2) dedicated stacking ports and external RPS connector	\$ 2,563.14	\$ 2,563.14
Jefferson Junior High School	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
Jefferson Junior High School	1	XXXX	Cabling Components	\$ 13,347.88	\$ 13,347.88
Jefferson Junior High School	1	XXXX	Installation	\$ 28,500.60	\$ 28,500.60
				Jefferson JRHS Total	\$ 68,345.67
McGregor Elementary School	21	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 5,342.20
McGregor Elementary School	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
McGregor Elementary School	1	XXXX	Cabling Components	\$ 4,095.81	\$ 4,095.81
McGregor Elementary School	1	XXXX	Installation	\$ 8,448.83	\$ 8,448.83
				McGregor Total	\$ 20,960.89
Meadowvale Elementary School	27	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 6,868.54
Meadowvale Elementary School	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
Meadowvale Elementary School	1	XXXX	Cabling Components	\$ 5,464.68	\$ 5,464.68
Meadowvale Elementary School	1	XXXX	Installation	\$ 11,758.94	\$ 11,758.94
				Meadowvale Total	\$ 27,166.21
Monac Elementary School	22	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 5,596.59
Monac Elementary School	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
Monac Elementary School	1	XXXX	Cabling Components	\$ 4,080.62	\$ 4,080.62
Monac Elementary School	1	XXXX	Installation	\$ 8,843.29	\$ 8,843.29
				Monac Total	\$ 21,594.54
Shoreland Elementary School	45	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 11,447.57
Shoreland Elementary School	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
Shoreland Elementary School	1	XXXX	Cabling Components	\$ 7,682.47	\$ 7,682.47
Shoreland Elementary School	1	XXXX	Installation	\$ 16,431.00	\$ 16,431.00
				Shoreland Total	\$ 38,635.08
Wernert Elementary School	54	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 13,737.08
Wernert Elementary School	1	B5G124-48P2	B5 (48) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector ports, (2) dedicated stacking ports and external RPS connector	\$ 2,563.14	\$ 2,563.14
Wernert Elementary School	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
Wernert Elementary School	1	XXXX	Cabling Components	\$ 8,352.99	\$ 8,352.99
Wernert Elementary School	1	XXXX	Installation	\$ 17,452.76	\$ 17,452.76
				Wernert Total	\$ 43,642.99

Whitmer High School	117	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 29,763.68
Whitmer High School	6	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 9,222.13
Whitmer High School	1	XXXX	Cabling Components	\$ 22,258.57	\$ 22,258.57
	1	XXXX	Installation	\$ 51,042.42	\$ 51,042.42
Whitmer High School				Whitmer HS Total	\$ 112,286.79
Boiler House Upper Level	3	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 763.17
Boiler House Upper Level	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
Boiler House Upper Level	1	XXXX	Cabling Components	\$ -	\$ -
	1	XXXX	Installation	\$ 825.00	\$ 825.00
Boiler House Upper Level				Boiler House Total	\$ 3,125.19
Complex Building	6	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 1,526.34
Complex Building	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
Complex Building	1	XXXX	Cabling Components	\$ -	\$ -
	1	XXXX	Installation	\$ 825.00	\$ 825.00
Complex Building				Complex Total	\$ 3,888.36
Washington Junior High School	56	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 14,245.86
Washington Junior High School	1	B5G124-48P2	B5 (48) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 2,563.14	\$ 2,563.14
Washington Junior High School	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
Washington Junior High School	1	XXXX	Cabling Components	\$ 10,449.87	\$ 10,449.87
	1	XXXX	Installation	\$ 23,506.48	\$ 23,506.48
Washington Junior High School				Washington JRHS Total	\$ 52,302.37
Stadium	5	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 1,271.95
Stadium	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
Stadium	1	XXXX	Cabling Components	\$ 1,656.38	\$ 1,656.38
	1	XXXX	Installation	\$ 3,769.26	\$ 3,769.26
Stadium				Stadium Total	\$ 8,234.61
Maintenance Building	7	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 1,780.73
Maintenance Building	1	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 1,537.02
Maintenance Building	1	XXXX	Cabling, ends and installation	\$ 1,610.98	\$ 1,610.98
	1	XXXX	Installation	\$ 3,784.04	\$ 3,784.04
Maintenance Building				Maintenance Total	\$ 8,712.78
Lincolnshire Building	16	WS-AP3705I	Dual radio 11abgn 2X2:2 MIMO indoor access point w/integrated ceiling clips	\$ 254.39	\$ 4,070.25
Lincolnshire Building	2	B5G124-24P2	B5 (24) 10/100/1000 AT-POE RJ45 ports, (4) combo SFP ports, (2) dedicated stacking ports and external RPS connector	\$ 1,537.02	\$ 3,074.04
Lincolnshire Building	1	XXXX	Cabling Components	\$ 3,012.62	\$ 3,012.62
	1	XXXX	Installation	\$ 6,526.95	\$ 6,526.95
Lincolnshire Building				Lincolnshire Total	\$ 16,683.86
Controller	1	WS-C5210	C5210 WLAN controller. Manages 100 Access Points, expandable to 1000 in 25 or 100 AP increments.	\$ 11,541.62	\$ 11,541.62
Controller	1	ES-SN-OS-S12	SupportNet Onsite Next Business Day - Includes web support, 24x7 phone, firmware updates/upgrades, NBD advance replacement of parts and NBD onsite response. dates: 4/1/2013 - 3/31/2014	\$ 4,384.00	\$ 4,384.00
Controller	1	WS-CTLREG8PNAM	V8 Regulatory Domain Key for North America. Enables WLAN controller and access points with appropriate RF settings for region	\$ 8.54	\$ 8.54
Controller	5	WS-APCAP-100	WLAN controller capacity upgrade for C5210. Increases capacity of WLAN controller by 100 access points.	\$ 4,273.32	\$ 21,366.58
Controller	5	ES-SAS-S02J	SupportNet Software Application Service - Includes web support, 24x7 phone support, major/minor/maintenance updates, and upgrades. dates: 4/1/2013 - 3/31/2014	\$ 825.07	\$ 4,125.33
Controller	1	XXXX	Installation	\$ 39,000.00	\$ 39,000.00
Controller	50	WS-MB3705-01	AP3705i Wall Mounting Bracket	\$ 40.05	\$ 2,002.44
Controller	20	STK-CAB-SHORT	30CM STACKING CABLE	\$ 85.51	\$ 1,710.19
Controller	5	STK-CAB-LONG	1M STACKING CABLE	\$ 106.89	\$ 534.47
Controller	1	XXXX	Project Management	\$ 10,000.18	\$ 10,000.18
				Controller Total	\$ 94,673.34
				Grand Total	\$ 619,122.00

Optional Management (NMS and NAC)					
Building	QTY	Model	Description	PRICE	Extended Price
Controller	1	NMS-25	NMS for up to 25 devices and up to 250 thin APs (includes Console with 25 concurrent users plus Wireless Manager, OneView, NAC, ASM, PM, and IM)	\$ 6,752.84	\$ 6,752.84
Controller	1	ES-SAS-S08C	SupportNet Software Application Service - Includes web support, 24x7 phone support, major/minor/maintenance updates, and upgrades. dates: 4/1/2013 - 3/31/2014	\$ 3,527.07	\$ 3,527.07
Controller	2	NAC-V-20	Virtual NAC Gateway, supports up to 3000 end systems and available add-on assessment license	\$ 11,180.20	\$ 22,360.39
Controller	2	ES-SAS-S08C	SupportNet Software Application Service-Includes web support, 24x7 phone support, major/minor/maintenance updates and upgrades. dates: 4/1/2013 - 3/31/2014	\$ 3,281.51	\$ 6,563.02
Controller	1	XXXX	Installation	\$ 9,999.68	\$ 9,999.68
				Option Total	\$ 49,203.00

Years 1-5 Cost Projection										
Year 1					Year 2	Year 3	Year 4	Year 5	5 Year Cost	
Building	Installation	Hardware	Maintenance	Total	Maintenance	Maintenance	Maintenance	Maintenance		
Controller	\$ 49,000.18	\$ 37,164.16	\$ 8,509.00	\$ 94,673.34	\$ 7,750.00	\$ 7,750.00	\$ 7,750.00	\$ 7,750.00	\$ 125,673.34	
Concession	\$ 825.00	\$ 3,572.14	\$ -	\$ 4,397.14	\$ -	\$ -	\$ -	\$ -	\$ 4,397.14	
CTC	\$ 825.00	\$ 22,034.69	\$ -	\$ 22,859.69	\$ -	\$ -	\$ -	\$ -	\$ 22,859.69	
Greenwood ES	\$ 10,631.11	\$ 14,514.55	\$ -	\$ 25,145.66	\$ -	\$ -	\$ -	\$ -	\$ 25,145.66	
Hawatha ES	\$ 8,734.07	\$ 12,688.87	\$ -	\$ 21,422.94	\$ -	\$ -	\$ -	\$ -	\$ 21,422.94	
Jackman ES	\$ 9,699.73	\$ 15,344.15	\$ -	\$ 25,043.88	\$ -	\$ -	\$ -	\$ -	\$ 25,043.88	
Jefferson JRHS	\$ 28,500.60	\$ 39,845.07	\$ -	\$ 68,345.67	\$ -	\$ -	\$ -	\$ -	\$ 68,345.67	
McGregor ES	\$ 8,448.83	\$ 12,512.06	\$ -	\$ 20,960.89	\$ -	\$ -	\$ -	\$ -	\$ 20,960.89	
Meadowvale ES	\$ 11,758.94	\$ 15,407.27	\$ -	\$ 27,166.21	\$ -	\$ -	\$ -	\$ -	\$ 27,166.21	
Monac ES	\$ 8,843.29	\$ 12,751.25	\$ -	\$ 21,594.54	\$ -	\$ -	\$ -	\$ -	\$ 21,594.54	
Shoreland ES	\$ 16,431.00	\$ 22,204.08	\$ -	\$ 38,635.08	\$ -	\$ -	\$ -	\$ -	\$ 38,635.08	
Wernert ES	\$ 17,452.76	\$ 26,190.23	\$ -	\$ 43,642.99	\$ -	\$ -	\$ -	\$ -	\$ 43,642.99	
Whitmer HS	\$ 51,042.42	\$ 61,244.37	\$ -	\$ 112,286.79	\$ -	\$ -	\$ -	\$ -	\$ 112,286.79	
Boiler House	\$ 825.00	\$ 2,300.19	\$ -	\$ 3,125.19	\$ -	\$ -	\$ -	\$ -	\$ 3,125.19	
Complex	\$ 825.00	\$ 3,063.36	\$ -	\$ 3,888.36	\$ -	\$ -	\$ -	\$ -	\$ 3,888.36	
Washington JRHS	\$ 23,506.48	\$ 28,795.89	\$ -	\$ 52,302.37	\$ -	\$ -	\$ -	\$ -	\$ 52,302.37	
Stadium	\$ 3,769.26	\$ 4,465.35	\$ -	\$ 8,234.61	\$ -	\$ -	\$ -	\$ -	\$ 8,234.61	
Maintenance Building	\$ 3,784.04	\$ 4,928.74	\$ -	\$ 8,712.78	\$ -	\$ -	\$ -	\$ -	\$ 8,712.78	
Lincolnshire	\$ 6,526.95	\$ 10,156.92	\$ -	\$ 16,683.87	\$ -	\$ -	\$ -	\$ -	\$ 16,683.87	

Year 1 Total*: \$ 619,122.00

Total 5 YRS*: \$ 650,122.00

* Total does not include optional management software.



CHAPEL - ROMANOFF TECHNOLOGIES

Chapel - Romanoff Technologies, LLC is a single-source provider of total facilities solutions. CRT addresses our clients increasing requirements to integrate fast evolving technologies in data, voice and video. We provide clients access to comprehensive communication, electronic safety and security monitoring systems, and consulting technologies; including IT services such as systems design and custom application development. CRT provides a complete line of systems integration including design, install and service of voice/data, audio and video systems, security, life safety and monitoring systems.

With state-wide and national installation resources, we serve many markets, including: healthcare, airports, utilities, education, hotels, manufacturing, convention centers, sporting and event arena's, retail, theme parks and entertainment, office buildings, apartments, condominiums, and single family homes.

Systems

Structured Cable Systems...

design, installation, maintenance, moves, adds, and changes: 4 pair UTP, Category 3, 5E, 6, 6E, 6A, STP, Coax, Multimode & Single mode Fiber.

Campus Distribution Systems...

design, installation, moves, adds, maintenance and changes including: trenching, directional boring, duct banks, cable installation 6 pair to 1200 pair, copper-splicing, fiber optic fusion and mechanical splicing. We also install building entrance protection, and grounding.

LAN/WAN Equipment...

installation, moves, adds and changes (build racks and/or cabinets, install DSU's, routers, switches, hubs, UPS systems, place and test PC's, perform cutover)

Wireless LAN...

installation services, providing a full range of wireless solutions from site evaluation to equipment implementation and maintenance.

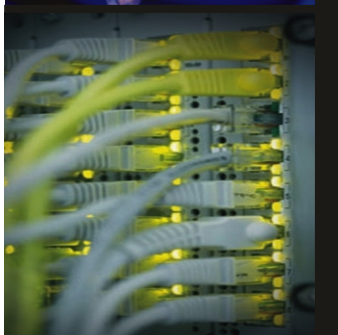
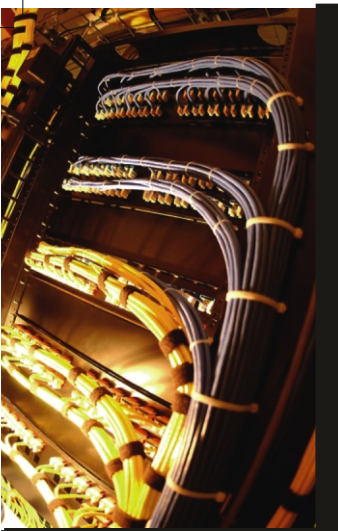
Security/CCTV/Paging/CATV...

design, installation, maintenance, moves, adds, and changes.

Copper Cable Testing and Certification

Fiber Optic Cable Testing, Certification

Infrastructure Discovery / Documentation

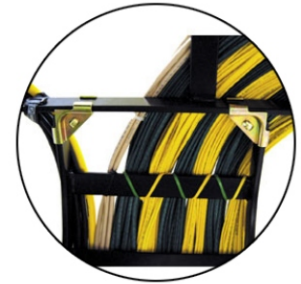


Network Technologies

Services

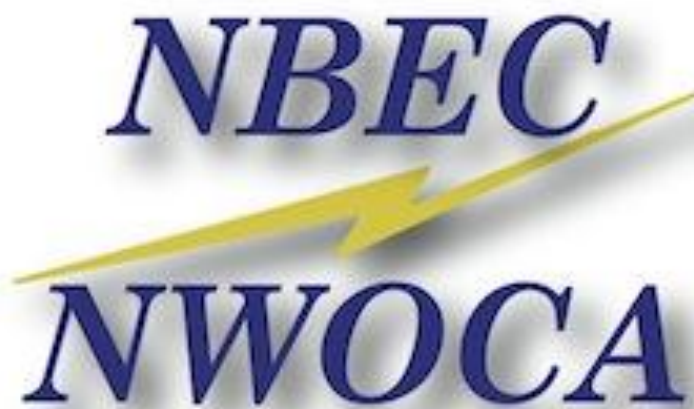
CRT designs and applies advance technology to provide a fully integrated flow of information, communication, and security. Our technology solution team consists of engineers, Microsoft Certified Developers, and Registered Communications Distribution Designers (RCDD®) specializing in the design, development and business solution implementation of the following systems:

- Technology consulting services
- Operating system installation / Integration / Development
- Routing / Switching Design & Integration Services
- Wireless Technology Solutions
- VPN Design & Integration Service
- Internet / Intranet Connectivity Solutions
- RF Systems
- Video Network Design Services
- Security / Life Safety
- Power over Ethernet



Brand	Warranty	Solution
 SENDING ALL THE RIGHT SIGNALS	Lifetime MatchMaker Warranty	
 A NEXANS COMPANY	25-Year OASIS Warranty	 Open Architecture Systems Interconnection Solutions
 Hubbell Premise Wiring	25-year Mission Critical Warranty	
 VOICE & DATA DIVISION	Lifetime Certified Cable Solutions	
 ORTRONICS	25-Year NetClear Warranty	 A BERK TEK / ORTRONICS ALLIANCE
 PANDUIT	20-Year Pan-Net Warranty	
 SUMITOMO ELECTRIC LIGHTWAVE	Air Blown Fiber (ABF)	





Northwest Ohio Computer Association

Proposal for Washington Local

W-LAN 2012-2013 Project

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Executive Summary

March 25, 2013

The Northwest Ohio Computer Association (NWOCA) would like to thank Washington Local Schools (WLS) for the opportunity to respond to your Wireless Request for Proposal. Our response is for the turnkey installation and configuration of a Wireless Managed Service (WLMS) managed by the NWOCA. This solution includes access points, a wireless controller, data switches and network cabling along with installation services, management maintenance for all wireless components.

Integration is the key to a successful wireless infrastructure and NWOCA takes this responsibility very seriously.

Attached to this proposal is a sample of our Scope of Work document that details the steps and responsibilities of all parties in the implementation process. The Scope of Work documents, and the NWOCA organization behind it, are critical to the successful of the implementation of this wireless solution.

The NWOCA is proud of our ongoing partnership with member school districts and strives to continue our long term relationships. The key to this is our service and support organizations that take over after the initial implementation of your wireless solution. NWOCA maintains a help desk which Washington Local can utilize as a tool to resolve issues concerning the support of the wireless system. NWOCA also includes full support of the WLMS ranging from proactive monitoring services to remote management of your wireless environment. Our current relationship with Washington Local and our ability to support WLS at the highest level is key to continuing the long term success of our partnership.

Thank you again for the opportunity to bid on this project and we look forward to the invitation to discuss this proposal in further detail.

Purpose / Objectives

The purpose of this document is to provide a full response to the Washington Local's RFP for W-LAN service. Throughout this document you will find responses to each requirement including a proposal and total cost of service over 5 years. This document is not expected to be an exhaustive explanation of the NWOCA Wireless LAN Managed Service and NWOCA would enjoy the opportunity to meet with the WLS staff to discuss the service in greater detail along with answer any questions they may have.

NWOCA has also provided an "Option 2" proposal that is outside the RFP requirements. As explained in that proposal we have provided this option based on our prior experience with implementing the wireless service as other school districts in consideration for funding and growing the service on an as-needed basis.

Background

The Northwest Ohio Computer Association (NWOCA) was formed in 1980 with the purpose of providing a means for cooperative construction, acquisition, improvement, management operations, use and maintenance of computer systems. As an Ohio Information Technology Center (ITC), NWOCA has grown over the past 33 years to offer a variety of technology services to more than 80 school districts across Ohio. NWOCA has worked with Washington Local Schools over the past 15 years to provide district-wide support for the Student Information System, Fiscal Services, and Network Services including the installation and management of all network switches. Washington Local also participated, along with 33 other school districts in Northwest Ohio, in a fiber network project which provided Gigabit fiber between NWOCA, Washington Local, the other 33 school districts, plus a Gigabit connection to the Internet.

Today NWOCA continues to serve educational entities through the Consortium Model and by being attentive to the desires of the member districts, provide solutions and support that districts need and/or request in the most practical and cost effective method that will best serve the educational priorities of staff and students.

NWOCA Wireless Managed Service (WLMS)

With the advent of tablet and mobile computing, the need for wireless networking schools has grown significantly in the past few years. Because of this, in the fall of 2010, NWOCA worked with several districts to identify the need, requirements and goals of facilitating a wireless network for schools. Internally NWOCA completed a thorough review of several major wireless hardware providers in an effort to develop a wireless managed service. This resulted in a the NWOCA Wireless Managed Service which allows member school districts to share the equipment costs and centralize managed which relieves management tasks at the district level. This model allows for a true turnkey solution which includes the ongoing maintenance and support of the wireless network. This service is a natural extension of the managed wired network infrastructure at Washington Local that NWOCA supports today. Since we started offering the WLMS in the spring of 2011, we have had 23 districts come aboard

and we currently support over 1,400 access points with more than 7,000 concurrent connections. The original design of the system allows us to continue to grow the service by adding more districts and access points with no defined limitation.

It is important to note that the NWOCA WLMS is a different approach to district wireless networking than what has been seen from other providers. As part of the Managed Service, NWOCA owns all wireless and network hardware, software and licensing and provided the wireless connectivity as a service to the school district. This solution was setup to allow for a fully supported and managed system which alleviates district level technicians from the burden of support a wireless network. We believe that this solution also allows the managed service to be Priority 1 E-Rate eligible, as described in the E-Rate section below.

E-Rate

One of the original goals of formulating a Wireless Managed Service was to offer it a manner that would at least partially fulfill the requirements to be E-Rate Priority 1 eligible. With the advent of tablet and mobile devices, and their requirement for wireless connectivity, we believe the NWOCA WLMS is eligible for Priority 1 funding under the “Wireless Internet Access” requirements, as defined in the USAC 2013 Eligible Services List. In the FY13 E-Rate cycle, 10 NWOCA member districts applied for Priority 1 E-Rate for the NWOCA WLMS and were successfully awarded funding commitments from USAC. We have included the potential discount, based on the percent provided in the RFP, for years 2-5 of the managed service. It is important to note that we, or any other provider, cannot guarantee that the district will receive the E-Rate funding.

Scope of Work

- Vendor must complete a site survey to determine the placement of access points

NWOCA Response:

NWOCA has completed the building-by-building walk-through with the Washington Local staff to determine the placement of all access points.

- The wireless network shall be designed by Vendor to support thirty high-speed wireless devices in each classroom or potential classroom. Larger areas shall support a correspondingly higher density of devices: Libraries, Cafeterias, Gymnasiums, lecture halls, auditoriums and large common areas such as the hall areas in front of the high school auditorium and high school Field House/ main gym. Office areas will be able to support up to ten high-speed devices. The locker rooms / coaches offices / concession stands at the high school football stadium will support up to thirty high-speed wireless devices in each area. No deliberate coverage of the public stands is required.

NWOCA Response:

NWOCA's WLMS will support 30 wireless devices per access points. NWOCA has completed the building-by-building walk-through with the Washington Local staff to determine the placement of all access points.

- Vendor is responsible for configuring all devices needed to implement the new network. WLS technical staff shall be consulted prior to making changes to any WLS system. The wireless network shall be configured to have multiple SSID's on dedicated VLAN's as defined by WLS technology staff during installation and setup. Secure enterprise level authentication via eDirectory / LDAP is required. WLS Staff will be responsible for installing any services needed on WLS servers, and will be consulted prior to Vendor configuring those services.

NWOCA Response:

NWOCA has read and understands and will work in conjunction with WLS staff to implement the wireless network into the current wired network. The wireless system will be capable of support multiple SSID's on dedicated VLAN's. NWOCA will rely on WLS to provide a compatible RADIUS server which will communicate with the eDirectory server and with the NWOCA wireless controller. NWOCA will consult with the WLS staff prior to the configuration of these services.

- The Vendor shall provide all physical installation of equipment and wiring as outlined in Appendix A.

NWOCA Response:

NWOCA will provide all physical installation of equipment and wiring as outline in Appendix A.

- Vendor shall work with WLS staff to configure a Guest VLAN and SSID that provides limited network access.

NWOCA Response:

NWOCA will work with WLS staff to configure a Guest VLAN and SSID that provides limited network access.

- A complete post-installation site survey shall be completed to show that all educational and office spaces have a minimum RSSI of -72 dBm (in both the 2.4 GHZ and 5 GHZ bands) in all locations of those areas. This survey shall be provided to the district once complete.

NWOCA Response:

NWOCA will complete a full site survey after the installation of all equipment and will provide this information to WLS.

- All work not found in conformance with the intent of the proposal shall be repaired promptly at no additional charge.

NWOCA Response:

NWOCA will provide a sample scope of work and will negotiate in good faith any modifications and/or necessary additional terms and conditions to develop a mutually agreeable final contract.

- The Vendor must provide a guarantee that the system will operate and perform as advertised when students and staff fully utilize the system. This includes minimum RSSI of -72 dBm (in both the 2.4 GHZ and 5 GHZ bands) in all designated spaces. The Vendor will be required to provide and install the appropriate devices at no charge if spaces are found that do not meet the requirements.

NWOCA Response:

NWOCA will provide a sample scope of work, and post-installation site survey, and will negotiate in good faith any modifications and/or necessary additional terms and conditions to develop a mutually agreeable final contract.

- Vendor is responsible for all project management; this is to be turn-key solution with involvement of WLS staff limited to specification of network security parameters, VLAN definition, and installation of any needed services on WLS-owned servers.

NWOCA Response:

NWOCA has read and understands.

- Building floor plans with identification of all MDF / IDF sites in provided in Appendix C. Please note that some changes in wall locations and / or room numbering have occurred.

NWOCA Response:

NWOCA has read and understands.

- All building, electrical and fire codes must be followed in regards to installation, wall penetrations and any other items pertaining to the installation of the WLAN. This includes any necessary permits.

NWOCA Response:

NWOCA has read and understands.

- There are two scenarios for installation times. If students are scheduled to be in the building then work can only be done from 3:30 PM until 7:00 AM. If students are not scheduled to be in the building then installation can be done at any time. Upon completion of daily work the hallways and classrooms will be free of work materials and left in a safe and orderly manner for the safety and well-being of our students.

NWOCA Response:

NWOCA has read and understands.

- Any necessary electrical upgrades will be identified with the proposal. These upgrades will be completed by the district prior to the start of installation on a building by building basis.

NWOCA Response:

NWOCA has read and understands.

- Any damage done by the vendor will be repaired by the vendor or at vendor's expense.

NWOCA Response:

NWOCA has read and understands.

Minimum Specifications / Guidelines of Equipment

- Equipment must meet the 802.11 a/b/g/n standard (or greater)

NWOCA Response:

The access points that NWOCA installs will meet the 802.11 a/b/g/n standard

- The system must be Wi-Fi Certified for 802.11 a/b/g/n (or greater)

NWOCA Response:

The access points that NWOCA installs will be Wi-Fi Certified for 802.11 a/b/g/n

- Each access point must be an array of at least 2 radios that support 802.11 a/b/g/n (or greater)

NWOCA Response:

The access points that NWOCA installs will include 2 radios that support 802.11 a/b/g/n

- Each access point must have at least 1-gigabit Ethernet port

NWOCA Response:

The access points that NWOCA installs will have at least 1-gigabit Ethernet port

- Each access point must support VLAN tagging on individual SSID's

NWOCA Response:

The access points that NWOCA installs will support VLAN tagging on individual SSID's

- Each access point must include a built in spectrum analyzer

NWOCA Response:

The access points that NWOCA installs will include a built in spectrum analyzer

- Each access point must have the ability to switch radios from the 2.4 GHz spectrum to the 5 GHz spectrum

NWOCA Response:

The Access Points that NWOCA installs will have two radios, one for the 2.4 Ghz spectrum and one for the 5 Ghz spectrum

- Each access point must be able to load balance traffic across all available radios

NWOCA Response:

The access points that NWOCA installs will have the ability to load balance traffic across all available radios

- Any area that does not have a drop ceiling will require a wall mount bracket or other mounting option and suitable wiring raceways and moldings to achieve a finished installation appearance

NWOCA Response:

The access points that NWOCA installs included the necessary mounting bracket for wall-mount installations.

Warranties / Support

- All warranties by Vendor and manufacturer on both products and labor must be specified in the proposal. The Vendor's warranties shall commence with acceptance of/or payment for the work in full. Minimum acceptable warranty on hardware, parts, and labor is 1 year.

NWOCA Response:

NWOCA has read and understands. NWOCA will provide a sample scope of work and a managed service proposal that includes full support on all wireless related hardware and labor for the 5 year duration of the managed service. All cabling, terminations and testing is under warranty for a period of 1 year.

- The Vendor must provide terms of service should repair become necessary and the work and materials needed are not covered under warranty.

NWOCA Response:

NWOCA will work with WLS to negotiate in good faith any out of warranty repairs and/or necessary additional terms and conditions to develop a mutually agreeable final contract.

Required Proposal Information / Format

The Proposal will include:

1. A breakdown by building of the total cost for materials and installation – See Appendix B for sample spreadsheet

NWOCA Response:

Provided in Appendix B

2. A five year projection on the cost for maintenance, support and licensing

NWOCA Response:

Provided in [Appendix C](#)

3. A timeline for starting / finishing each building with a final deadline for completion of project including controller configuration and WLS Technology Staff training

NWOCA Response:

Provided in [Appendix D](#), with the understanding the system must be fully operating by the start of school fall 2013.

4. Specify the make and model number of all access points

NWOCA Response:

Provided in [Appendix B](#)

5. Specify the make and model number of the controller chassis and any associated controller modules – this is not required if the proposed solution does not require the installation of a controller.

NWOCA Response:

Provided in [Appendix A](#)

6. Specify the make and model number of all POE switches

NWOCA Response:

Provided in [Appendix B](#)

7. Specify any software

NWOCA Response:

Provided in [Appendix A](#)

8. Specify the type of network cable used

NWOCA Response:

Provided in [Appendix A](#)

9. Certify that the controller will integrate with eDirectory / LDAP for user authentication

NWOCA Response:

Provided in [Appendix A](#)

10. Estimated number of installation technicians assigned to the project

NWOCA Response:

Provided in [Appendix A](#)

Invoicing / Payments

An invoice for each building will be submitted as each building is completed. Once the Department of Information Systems has signed off on the testing WLS will pay the invoice less a 10% retainage. Once the entire project is complete, confirmed by DIS and approved by the WLS School board all retainage and final invoicing will be paid.

NWOCA Response:

NWOCA has read and complies. NWOCA will require a Purchase Order or Letter of Intent for the full year 1 costs before the project will begin.

Evaluation of Responses

WLS may at its discretion and at no fee to WLS, invite any Vendor to be available for questioning during the response evaluation for the purpose of clarifying statements in the response. Further, WLS may, at Vendor's expense, request Vendor to meet with WLS for a personal interview.

NWOCA Response:

NWOCA has read and understands. NWOCA will be happy to meet with the WLS staff to further discuss the service.

Additional Information / Requirements

1. Contractor will provide proof of insurance for general liability and contractual liability in the amount of \$1,000,000. The district will require to be a named insured on this policy during the construction work.

NWOCA Response:

Provided in Appendix E

2. Vendor will provide proof of commercial automobile liability insurance covering all owned, non-owned and hired automobiles used in connection with the work.

NWOCA Response:

Provided in Appendix E

3. Vendor will provide proof of workers' compensation coverage for all employees. This will include all applicable state and federal regulation including employees' liability insurance.

NWOCA Response:

NWOCA has read and understands.

4. Vendor will be required to complete a delinquent personal property tax statement required by the Ohio Revised Code, Section 5719.042.

NWOCA Response:

NWOCA has read and understands.

5. Vendor will be required to list all subcontractors. Subcontractors will also be required to provide proof of insurance and workers' comp coverage.

NWOCA Response:

NWOCA has read and understands.

6. Vendor will be required to provide a declaration regarding assistance / non-assistance to a terrorist organization Division of Homeland Security form.

NWOCA Response:

NWOCA has read and understands.

7. Washington Local Schools is tax-exempt.

NWOCA Response:

NWOCA has read and understands.

8. All work performed by the vendor or subcontractors must meet or exceed all local, state, and federal regulations including but not limited to Ohio School Facilities Commission's regulations and e-rate regulations.

NWOCA Response:

NWOCA has read and understands.

9. The Board of Education reserves the right to reject all proposals and waive all formalities regarding the proposal process.

NWOCA Response:

NWOCA has read and understands.

NWOCA WLMS Proposal Overview

NWOCA can provide Washington Local Schools with a managed wireless service that meets the RFP requirements as defined in this packet. The service is offered for the length of the contract and does not include any district-own equipment. At the end of the contract, NWOCA will work with WLS to reach an agreement to extend the service or consider a refresh of hardware to incorporate the latest technology available at that time.

This service is inclusive of the following:

- 482 ceiling mounted Cisco 2602 access points.
- 125 wall mounted Cisco 2602 access points.
- Centralized control using NWOCA's Cisco 7500 series controller.
 - The Cisco controller allows for a standard 802.1X connection to be used as an authentication method. WLS will be required to setup and maintain a compatible RADIUS server to handle this connection.
- Centralized monitoring and reporting using NWOCA's Cisco Prime Infrastructure software.
 - WLS will have access to the Cisco Prime software for monitoring and reporting.
- Cisco Gigabit PoE network switches to support the 607 access points. The network switches will be dedicated to the wireless access points; however they will be integrated in each MDF/IDF with the current network switches. A "completely parallel" network is not a part of this proposal.
- Complete installation and configuration of all network switches and wireless access points as defined in Appendix B.
- Complete installation of Cat6 wiring, termination, patch panels including testing.
- Ongoing complete support and maintenance of the service over the length of the contract.

NWOCA will utilize the following sub-contractors:

- DataServ Integrations, LLC - 29260 Clemens Road, Westlake, Ohio 44145
- TAS, Inc. Electrical Contractors – 433 Dearborn Ave. Toledo, Ohio 43605

NWOCA estimates the following number of installation technicians:

- NWOCA: 2
- DataServ: 5
- TAS: 8

Building	Quantity	Model	Description	Price
Greenwood	33	2602i	Ceiling Mount Access Point	
	0	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$12,051.98
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	1	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$5,980.56
			Cabling, ends and installation	\$14,646.00
Washington JH	54	2602i	Ceiling Mount Access Point	
	3	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$20,194.32
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	1	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$7,731.96
			Cabling, ends and installation	\$23,912.00
Shoreland ES	37	2602i	Ceiling Mount Access Point	
	2	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$14,087.57
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	1	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$7,797.12
			Cabling, ends and installation	\$15,677.00
Monac ES	31	2602i	Ceiling Mount Access Point	
	2	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$12,051.98
			POE 48 Port Switch, including all optics and patch cables	
	2	2960S	POE 24 Port Switch, including all optics and patch cables	
	1	3560C	POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$5,602.59
			Cabling, ends and installation	\$16,753.00
Wernert ES	17	2602i	Ceiling Mount Access Point	
	21	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$13,748.30
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	1	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$5,990.56
			Cabling, ends and installation	\$23,349.00
Hiawatha ES	23	2602i	Ceiling Mount Access Point	
	4	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$10,016.40
	0		POE 48 Port Switch, including all optics and patch cables	
	2	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$4,265.16

			Cabling, ends and installation	\$11,257.00
Jackman ES	33	2602i	Ceiling Mount Access Point	
	1	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$12,391.24
	0		POE 48 Port Switch, including all optics and patch cables	
	2	2960S	POE 24 Port Switch, including all optics and patch cables	
	1	3560C	POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$5,604.59
			Cabling, ends and installation	\$14,554.00
Maintenance	4	2602i	Ceiling Mount Access Point	
	3	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$3,231.11
	0		POE 48 Port Switch, including all optics and patch cables	
	1	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$2,275.87
			Cabling, ends and installation	\$4,323.00
Meadowvale ES	37	2602i	Ceiling Mount Access Point	
	2	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$14,087.57
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	1	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$5,992.56
			Cabling, ends and installation	\$15,128.00
Stadium Building	2	2602i	Ceiling Mount Access Point	
	2	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$2,213.32
	0		POE 48 Port Switch, including all optics and patch cables	
	0		POE 24 Port Switch, including all optics and patch cables	
	1	3560C	POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$1,421.06
			Cabling, ends and installation	\$2,002.00
McGregor ES	25	2602i	Ceiling Mount Access Point	
	3	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$10,355.66
	0		POE 48 Port Switch, including all optics and patch cables	
	2	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$4,267.16
			Cabling, ends and installation	\$10,633.00
Lincolnshire Building	19	2602i	Ceiling Mount Access Point	
	0	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$7,302.28
	0		POE 48 Port Switch, including all optics and patch cables	
	2	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	

			Hardware and installation of WLMS network equipment	\$4,249.16
			Cabling, ends and installation	\$7,649.00
Jefferson JH	23	2602i	Ceiling Mount Access Point	
	32	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$19,515.79
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	2	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$7,974.23
			Cabling, ends and installation	\$24,082.00
CTC Building	46	2602i	Ceiling Mount Access Point	
	15	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$9,037.45
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	2	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$7,837.24
			Cabling, ends and installation	\$7,423.00
Whitmer HS	98	2602i	Ceiling Mount Access Point	
	35	2602e	Wall Mount Access Point	
			Initial Installation & Service of WLMS Access Points	\$45,648.40
	1	2960S	POE 48 Port Switch, including all optics and patch cables	
	7	2960S	POE 24 Port Switch, including all optics and patch cables	
	0		POE 8 Port Switch, including all optics and patch cables	
			Hardware and installation of WLMS network equipment	\$19,243.35
			Cabling, ends and installation	\$54,341.00
			Total Year 1 Cost of Service	\$ 547,895.53

Building	Year 1						Year 2	Year 3	Year 4	Year 5	TOTAL
	Initial Installation of WLLMS Access Points	Annual WLLMS Fee	Hardware and installation of WLLMS network equipment	Annual Network Support	Cabling, ends and installation	Year 1 Total	Year 2 Total	Year 3 Total	Year 4 Total	Year 5 Total	Total Cost of Service over 5 Years
Greenwood ES	\$22,833.65	\$4,516.88	\$5,930.56	\$50.00	\$14,646.00	\$32,678.54	\$12,667.11	\$12,667.11	\$4,566.88	\$3,977.00	\$66,556.64
Washington JH	\$37,552.87	\$7,801.88	\$7,681.96	\$50.00	\$23,912.00	\$51,838.28	\$21,173.75	\$21,173.75	\$7,851.88	\$6,833.00	\$108,870.66
Shoreland ES	\$26,513.46	\$5,338.13	\$7,747.12	\$50.00	\$15,677.00	\$37,561.69	\$14,793.77	\$14,793.77	\$5,388.13	\$4,691.00	\$77,228.36
Monac ES	\$22,833.65	\$4,516.88	\$5,527.59	\$75.00	\$16,753.00	\$34,407.57	\$12,692.11	\$12,692.11	\$4,591.88	\$4,002.00	\$68,385.67
Wernert ES	\$25,900.16	\$5,201.25	\$5,940.56	\$50.00	\$23,349.00	\$43,087.86	\$14,439.33	\$14,439.33	\$5,251.25	\$4,572.00	\$81,789.77
Hiawatha ES	\$19,153.85	\$3,695.63	\$4,215.16	\$50.00	\$11,257.00	\$25,538.56	\$10,540.45	\$10,540.45	\$3,745.63	\$3,263.00	\$53,628.09
Jackman ES	\$23,446.95	\$4,653.75	\$5,529.59	\$75.00	\$14,554.00	\$32,549.83	\$13,046.56	\$13,046.56	\$4,728.75	\$4,121.00	\$67,492.70
Maintenance Building	\$6,887.84	\$958.13	\$2,250.87	\$25.00	\$4,323.00	\$9,829.98	\$3,426.59	\$3,426.59	\$983.13	\$858.00	\$18,524.28
Meadowvale ES	\$26,513.46	\$5,338.13	\$5,942.56	\$50.00	\$15,128.00	\$35,208.13	\$14,793.77	\$14,793.77	\$5,388.13	\$4,691.00	\$74,874.80
Stadium Building	\$5,047.94	\$547.50	\$1,396.06	\$25.00	\$2,002.00	\$5,636.38	\$2,363.26	\$2,363.26	\$572.50	\$501.00	\$11,436.39
McGregor ES	\$19,767.15	\$3,832.50	\$4,217.16	\$50.00	\$10,633.00	\$25,255.82	\$10,894.90	\$10,894.90	\$3,882.50	\$3,382.00	\$54,310.11
Lincolnshire Building	\$14,247.44	\$2,600.63	\$4,199.16	\$50.00	\$7,649.00	\$19,200.44	\$7,704.91	\$7,704.91	\$2,650.63	\$2,311.00	\$39,571.88
Jefferson JH	\$36,326.27	\$7,528.13	\$7,899.23	\$75.00	\$24,082.00	\$51,572.02	\$20,489.87	\$20,489.87	\$7,603.13	\$6,620.00	\$106,774.88
CTC Building	\$2,085.07	\$8,349.38	\$7,762.24	\$75.00	\$7,423.00	\$24,297.69	\$9,164.05	\$9,164.05	\$8,424.38	\$7,334.00	\$58,384.17
Whitmer HS	\$83,163.71	\$18,204.38	\$19,043.35	\$200.00	\$54,341.00	\$119,232.75	\$47,906.70	\$47,906.70	\$18,404.38	\$16,027.00	\$249,477.53
Total Cost	\$372,273.45	\$83,083.13	\$95,283.17	\$950.00	\$245,729.00	\$547,895.53	\$216,097.13	\$216,097.13	\$84,033.13	\$73,183.00	\$1,137,305.93
Potential E-Rate Discount 74%							(\$159,911.88)	(\$159,911.88)	(\$62,184.51)	(\$54,155.42)	(\$436,163.69)
Total Cost after E-Rate	\$372,273.45	\$83,083.13	\$95,283.17	\$950.00	\$245,729.00	\$547,895.53	\$56,185.25	\$56,185.25	\$21,848.61	\$19,027.58	\$701,142.24



WLAN Proposal
March 2013



March 25, 2013

Dr Robert Gulick
Keith Maly
Washington Local Schools
3505 West Linconshire Blvd
Toledo, OH 43606

Gentlemen:

Transition Products, Inc (dba, TPI) in conjunction with Motorola is pleased to submit the following response to the RFP for Washington Local Schools (WLS).

TPI & Motorola have considered the specific needs of WLS as it pertains to your BYOD initiatives and your long term goals. We are recommending the Motorola WLAN Infrastructure; this offering can best support your environment today, and has the functionality and capabilities to support your operation and expansion plans for the next five years and beyond.

At TPI, we pride ourselves in being a “vendor agnostic” solutions provider and have extensive experience with many wireless configurations and deployments. We also believe we provide great value in taking a consultative approach when working with our customers.

Our proposal contains an Executive Summary, RFP responses, educational references, pricing for Year 1 (hardware, installation, professional services), costs projections for years 1-5 and supporting Motorola product documentation.

We will make ourselves available to further explain our overall solution and the benefits of working with our organizations. If you have any questions regarding our proposal, please feel free to contact me at the numbers listed below. We look forward to working with WLS to implement the solution that best satisfies your business and technology objectives.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim O'Leary', is written over a circular scribble.

Tim O'Leary
Technical Sales Consultant
TPI
614-227-7000
614-554-5987 Cell
timo@tpi1.com



TPI Executive Summary

Transition Products, Inc (TPI) is a value-add solutions provider based in Columbus, OH. We've always been ultra responsive to our business partners needs and this project is not an exception. The timelines that you have set for this project are very accommodating, as we are many times asked to work under much tighter time constraints. That being said, we will make ourselves available to discuss any questions, concerns, or make further suggestions.

Our selection of the Motorola WLAN product line for this opportunity comes from our many years experience in the industry. As a vendor agnostic solution provider, we work for our customers, not our vendors. We answer to our clients, not a group of shareholders. We represent many product lines and only recommend the best product for each individual opportunity. We've seen them all and we know what's out there. We are recommending the Motorola RFS7000 switch and AP6532 Access Points.

Your initial investment with the Motorola RFS7000 isn't wasted if you need to expand the number of access points or add additional off-site locations to your infrastructure. No need to purchase a new controller. You simply add additional licenses to the existing controller. Configuration and training on the Motorola switch based system is easy and we have experts on staff.

The AP6532 access points come with a lifetime warranty and we've also proposed Motorola Advanced Exchange Service from the Start for the RFS7000. Motorola's Service from the Start programs have changed the way the industry looks at break/fix repair services. They were the first to offer Comprehensive Coverage, which eliminates any questions about end-user abuse. If it's broken, it gets fixed or replaced...no questions asked. Our attachment rate for service contracts to the sale of hardware is almost 100%. As our customers crunch the numbers, it just makes sense. More details about our service offerings will be attached to this proposal.

The Technical Team at TPI has vast experience with projects of this scope and size, as you can see by the educational references provided. Our engineers have conducted site surveys across the U.S., Canada and Mexico for national and multi-national companies alike. Last year we averaged more than one site survey per week and have extensive experience in surveys for all environments.

As we have worked with many installation partners for past projects, we've chosen to go with CRT on this one. We expect a great deal from our business partners and CRT understands that. They know that we don't cut corners and expect perfection. They have won our confidence and will do the same for WLS.

TPI and Motorola look forward to working with Washington Local Schools on this opportunity and on additional projects for many years to come. We hope that you will take advantage of our industry experience and consultative approach to doing business.



Motorola RFS7000

The RFS 7000 wireless switch delivers unmatched performance, security, resiliency, scalability and manageability for the large wireless enterprise/campus/warehouse, providing a single platform capable of delivering carrier-grade wireless voice and data for 8,000-96,000 users. Motorola's Wireless Next Generation (Wi-NG) architecture improves operational efficiency of a wireless switch and reduces the cost of mobility with a powerful comprehensive feature set that includes Adaptive AP, SMART RF and Wired/Wireless Firewall for Wi-Fi, RFID locationing, providing gap-free layered security, and unmatched reliability for 802.11n with Mesh, centralized management and more – best ROI and lowest TCO.

Motorola RFS7000 Features and Benefits

Wi-NG architecture — delivering a unified voice, data and RF management platform

Improve business process flow with one platform for wireless voice, video, data and multiple RF technologies on one platform — such as RFID, Wi-Fi (including 802.11n) and future technologies such as Wi-MAX; rich enterprise-class functionality includes seamless roaming across L2/L3 deployments, resilient failover capabilities, comprehensive security, toll-quality voice and other value-added services, such as multi-RF locationing.

Role-based wired/wireless firewall

Comprehensively secures and protects the wired and wireless network with Stateful Inspection against attacks and unauthorized access at Layer 2 and Layer 3; ability to create identity and location-based policies provides granular control of network access.

SMART RF Management

Next generation self-healing: enables the WLAN to automatically and intelligently adapt to changes in the RF environment to eliminate unforeseen gaps in coverage.

Comprehensive layered security

Exceptional level of data and network protection without sacrificing fast roaming, including: WPA2-CCMP (with 802.11i fast roaming options); Stateful Firewall at Layer 2 and Layer 3 for the wired and wireless network with role based configurations; Geofencing, integrated RADIUS Server; IPSec VPN Gateway; Secure Guest Access Provisioning; 802.11w for management frame protection, and 24x7 dedicated security via Motorola's Wireless IPS, providing the advanced technology required to detect any rogue network, including 802.11n

Clustering and failover features

Supports multiple levels of redundancy and failover capabilities to ensure high availability networks; provides a single Virtual IP (per VLAN) for the cluster for use as a default gateway by mobile devices or wired infrastructure; built-in DHCP/ AAA server synchronized failover; multi-platform license sharing enables deployment of cost-effective networks.

True mobility

Virtual AP provides better control of broadcast traffic and enables multiple mobile and wireless applications with quality of service when network is congested;



Motorola AP6532 Access Point

The performance-focused dual radio 802.11n AP 6532 access point provides customers with higher throughput and dual-radio performance while benefiting from WiNG 5 intelligence at the edge. This versatile AP leverages Motorola's hallmark 802.11n band-unlocked radios, allowing IT to use the second radio to provide WiFi access or serve as a dedicated wireless sensor that scans both 2.4 and 5 GHz bands for network assurance and security. The access point will also continue to run if its connection to a local or remote controller is interrupted. The AP 6532 can serve as a virtual controller and coordinate the operation of up to 24 neighboring access points for mobility and QoS services.

Motorola AP6532 Features and Benefits

Automatic channel and power optimization

The AP 6532's SMART RF feature automatically optimizes power and channel selection so each user gets always-on high-quality access and mobility.

Gap-free security

Includes layer 2-7 stateful packet filtering firewall, AAA RADIUS services, Wireless IPS-lite, VPN gateway, and location-based access control. Users can also add role-based access control and AirDefense Wireless IPS and rogue detection for premium-level security vigilance.

Device mobility

Supports fast secure roaming at Layer 2 and Layer 3. In addition, the network optimizes mobile performance with load balancing, pre-emptive roaming and rate scaling.

Greater coverage per AP

The powerful 24 dBm radio increases coverage, performance and obstruction penetration versus 23 dBm radios. In addition, receiver sensitivity has been increased proportionally so users have an increased ability to maintain high-performance access.

Device and network acceleration

Device and network performance can be accelerated through a virtual LAN feature via the switch/controller. Each access point can be virtualized into four unique VLANs, which can be customized to direct broadcast traffic to the intended recipient. This reduces overall network traffic while improving device performance and battery life up to 25%. This also reduces the overall number of access points required to provide unique device services.

Easy deployment and maintenance

Requires no configuration or manual firmware maintenance. The Motorola wireless controller discovers access points on the network and automatically downloads all configuration parameters and firmware, greatly reducing installation, maintenance and troubleshooting costs for Layer 2 and Layer 3 deployments.

Multiband operation

Allows concurrent sensing on 2.4 GHz and 5.0 GHz frequency bands for multiband intrusion protection or troubleshooting.

Application support

Supports Call Admission Control for optimized VoWLAN performance, as well as video streaming and data throughput for 802.11a/b/g/n clients.



Motorola Advanced Exchange Service with Comprehensive Coverage

Advance Exchange Support provides advance replacement of Motorola's wireless infrastructure devices requiring repair. Customers simply place a call to the service center and a replacement unit is shipped for next-business-day delivery. Motorola also maintains the spares pool — alleviating the need for customers to manage and track replacement units.

Motorola Advanced Exchange Service Features and Benefits

Advance Exchange Support includes Comprehensive Coverage at no additional charge. This unique service includes normal wear and tear, as well as coverage for internal and external components damaged through accidental breakage — significantly reducing unexpected repair expenses.

Advance Exchange Support is also available as a Service from the Start program. Purchased up front with the hardware or within 30 days thereafter, or as a renewal within 30 days of expiration of the original Service from the Start Advance Exchange Support agreement, Service from the Start provides multiple years of seamless coverage and enhanced support over the standard warranty.

Advance Exchange Support provides for product repair at a Motorola-operated or supervised facility that employs the same test equipment and fixtures used in the manufacture of the equipment. Additional features include:

- Access to Motorola's technical call center for questions and help with resolving remedial issues.
- Access and rights to download entitled software releases, when available.



RFP Responses

Warranty & Support

- Motorola Access Points come with a Lifetime Warranty
- Motorola RFS7000 comes with a standard 1Year Warranty
- Advanced Exchange Service for RFS7000 (Details in Exec Summary)
 - 3 Year Agreement for years 1-3
 - 2 Year Renewal Agreement for years 4-5
 - Provides all Software and firmware upgrades
- HP POE Switches come with Limited Lifetime Warranty

Installation Services

Project Scope

- Provide labor and material to install, test and terminate Cat6 cables.
- Provide and install j-hooks, conduit, and wire mold as need to support and conceal cabling.
- Provide and install sleeves as needed for installation of cabling
- Provide and install (1) 3' Cat6 patch cable for each installed Cat6 cable.
- Provide and install Cat6 patch panels as needed.
- Install WAP's provided by TPI.
- Mount switches provided TPI.
- Patch switches provided.
- Work from 4/29/13 – 6/3/13 to be performed on 2nd shift.
- Work from 6/3/13 – 8/9/13 to be performed on 1st shift.

Quality Control

- Project Management representation will be provided.
- Ensure all cables are installed and supported in accordance with industry, BICSI.
- All cable, faceplates and patch panels labeled with machine generated labels.
- All data cable installed to be certified utilizing a Fluke tester.
- Documented test results and as-builts to be provided upon completion of project.

Professional Services

- TPI Systems Engineer to be on-site to assist with RFS7000 configuration, training and implementation to ensure successful rollout
- TPI will provide a complimentary wireless survey and validate WLAN architecture for optimal performance as dictated by the RFP.



TPI References

South-Western City Schools

David Hitchcock
Technology Director

3805 Marlane Drive
Grove City, Ohio 43123
(614) 801-3036
dave.hitchcock@swcs.us
<http://www.swcs.us/>

- Ohio's 6th Largest Public School District
- Provided Wireless Infrastructure for 4 High Schools, 1 Career Center, 5 Middle Schools and 7 Intermediate Schools...so far.
- SWCS has received a technology grant to build 14 new schools. TPI & Motorola will be providing the wireless infrastructure for all of them in the future.

Upper Arlington Schools

Jeff Collett
Director of Operational Technology

Ryan Lininger
Network Specialist

4770 Burbank Dr
Upper Arlington, Ohio 43220
(614) 487-5158 x1223
jcollett@uaschools.org
www.uaschools.org

- The Upper Arlington City School District achieved a perfect "Excellent (with Distinction)" rating on the state's Local Report Card for the eleventh consecutive year.
- Provided Wireless Infrastructure for High School, 2 Middle Schools and 5 Elementary Schools.
- Installed 351 Access Points with Controller and Redundant Controller



Pricing

Year 1- Initial Installation

Building	Qty	Part Number	Description	Price	Extended Price
1-CTC	39	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 13,107.12
1-CTC	3	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 2,606.85
1-CTC	1		Installation	\$ 3,560.00	\$ 3,560.00

2-WHS	132	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 44,362.56
2-WHS	9	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 7,820.55
2-WHS	1	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 439.41
2-WHS	1		Installation	\$ 63,010.00	\$ 63,010.00

3-WJH	54	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 18,148.32
3-WJH	2	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 1,737.90
3-WJH	2	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 878.82
3-WJH	1		Installation	\$ 2,754.44	\$ 2,754.44

4-JJH	61	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 20,500.88
4-JJH	4	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 3,475.80
4-JJH	1		Installation	\$ 28,945.56	\$ 28,945.56

5-SE	31	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 10,418.48
5-SE	2	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 1,737.90
5-SE	1		Installation	\$ 16,143.33	\$ 16,143.33

6-GE	29	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 9,746.32
6-GE	1	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 868.95
6-GE	1	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 439.41
6-GE	1		Installation	\$ 13,760.00	\$ 13,760.00



7-JE	27	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 9,074.16
7-JE	2	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 1,737.90
7-JE	2	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 878.82
7-JE	1		Installation	\$ 12,817.78	\$ 12,817.78

8-WE	33	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 11,090.64
8-WE	2	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 1,737.90
8-WE	1	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 439.41
8-WE	1		Installation	\$ 15,565.56	\$ 15,565.56

9-T & M	7	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 2,352.56
9-T & M	1	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 439.41
9-T & M	1		Installation	\$ 4,513.33	\$ 4,513.33

10-MVE	33	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 11,090.64
10-MVE	3	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 2,606.85
10-MVE	1		Installation	\$ 16,300.00	\$ 16,300.00

11-HE	23	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 7,729.84
11-HE	2	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 1,737.90
11-HE	1		Installation	\$ 10,933.33	\$ 10,933.33

12-McE	24	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 8,065.92
12-McE	2	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 1,737.90
12-McE	1		Installation	\$ 11,436.67	\$ 11,436.67

13-ME	27	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 9,074.16
13-ME	2	HP JE007A#ABA	24 Port POE Switch	\$ 868.95	\$ 1,737.90
13-ME	1	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	
13-ME	1		Installation	\$ 12,393.33	\$ 12,393.33

14-Admin	11	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 3,696.88
14-Admin	2	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 878.82
14-Admin	1		Installation	\$ 6,551.11	\$ 6,551.11

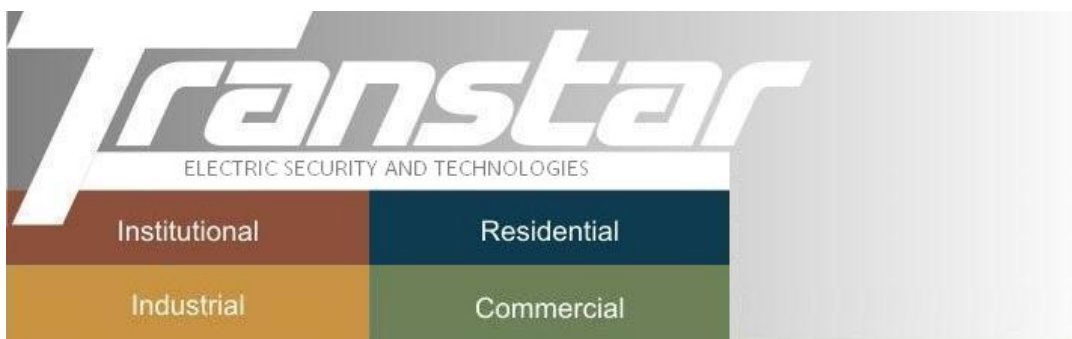


Stadium	7	AP-6532-66030-US	AP6532 Dual 802.11n Radio	\$ 336.08	\$ 2,352.56
Stadium	2	HP JG350A#ABA	8 Port POE Switch	\$ 439.41	\$ 878.82
Stadium	1		Installation	\$ 4,267.78	\$ 4,267.78

Controller	1	RFS-7010-10020-WR	RFS-7000 Wireless Switch. 256 Access Port license	\$ 9,943.18	\$ 9,943.18
Controller	5	RFS-7010-ADP-64	RFS7000 License Certificate for 64 Adaptive Access Points	\$ 2,187.50	\$ 10,937.50
Controller	1	SXB-RFS7010-30	3 Year Service from the Start Advance Exchange. Includes Comprehensive Coverage	\$ 556.82	\$ 556.82
Controller	16		Professional Services. Set-up and Training (Hours)	\$ 145.00	\$ 2,320.00

TOTAL \$ 462,337.98

2013 Washington Local Schools Wireless Lan RFP



Transtar Electric, Inc.
dba Transtar Electric, Security and Technologies
767 Warehouse Rd.
Toledo, OH 43615

419-385-7573
www.transtarcorp.com

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767 Warehouse Rd.
Toledo, OH 43615
WWW.TRANSTARCORP.COM

Levi Liner
IT Manager
Office: (419)-385-7573 Ext. 50
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levil@transtarcorp.com

SOUND & COMMUNICATIONS CCTV ACCESS NETWORKS VOIP FIRE ALARM

March 21, 2013

Washington Local Schools

Introduction:

We are pleased to submit our proposal for a complete turnkey district wide wireless network. Transtar has been designing and installing wireless networks for over five years. Our workmanship can be found throughout the area in Toledo Public School Buildings, North Baltimore School Systems, and West Unity Schools, as well as public housing developments, libraries, and multiple camera systems.

Our ability to do electrical, cabling, testing & certification, and IT design and implementation without using any outside contractors or sources makes us a very unique and desirable entity, as there is sole responsibility and management project wide.

Our workers are thoroughly trained via a five year apprenticeship program, and all work will be completed to Bicsi standards.

For this project, we propose a brocade wireless solution, utilizing a controller and layer 3 switch in the noc, and poe access layer switches as needed throughout. For access points, we will use a brocade tri-radio access point. This will provide the range, and throughput needed, while letting us utilize hallways for much of the deployment, with a few exceptions. Each device can accept 127 connections, and support multiple ssid's, as well as provide many advanced security and interference features. Each access point has the ability to route traffic without congesting the network or controller, providing a more reliable connection for video, audio, and testing applications.

We appreciate the opportunity to work with you on this project. Please contact me with any questions.

Thank You,

Levi Liner
IT Manager, Transtar

Business History

Transtar Electric was founded in 1978 by Dan Bollin and two partners, providing electrical contracting services to Toledo area residents and businesses. Over the years, Transtar has grown into one of the region's premier electrical contractors by maintaining the highest standards of quality and service. Transtar's evolution was driven by Dan Bollin's desire to improve the range of services provided to his customers.

Transtar's unique story is rooted in Dan Bollin's frustration and vision. In 1983, when he saw his customers' projects slowed by unreliable subcontractors responsible for underground work, he invested in the equipment needed for Transtar to provide that service, too. Customers and general contractors soon found that Transtar could be relied upon to provide both services under one umbrella. Projects ran smoother. Projects were completed on time and on budget. This was the genesis of Transtar's steady transformation into a full service electrical contractor.

When he saw his residential electricians working side by side with various security system companies, he saw similar advantages for builders, contractors and homeowners by working with just one, coordinated, reliable company.

Transtar entered the low voltage market and never looked back. It wasn't long before Transtar was providing whole-house music, home theaters, intercom systems, central vacuum systems and more to the residential market.

As the technology revolution progressed, various commercial and residential technologies began to converge. Previously separate systems were now becoming interdependent and inter-connected. Multiple contractors created headaches for his company *and* his customers. With his vision for the future, he made the investment in the equipment, the people and the training to take Transtar high-tech.

Today, these kinds of companies are called "systems integrators". Transtar has been one since before the term existed. Now, Transtar Electric, Security and Technologies is a contractor that has gone beyond this level to provide a full range of services to commercial, industrial, institutional, governmental and residential customers.

It is this vision that has created the platform for Transtar's growth to market dominance. The resulting broad palette of capabilities has allowed Transtar to consistently grow and prosper in an increasingly complex and demanding market.

General Company Description

Transtar Electric, Security and Technologies is a full service electrical and electronics contractor serving the residential, commercial, industrial, institutional and governmental markets. Founded in 1978, Transtar has grown to become a market leader in the northwest Ohio and southeast Michigan region.

The Company's Mission Statement:

Transtar's mission is to utilize our expertise in electrical and electronics technologies across the full range of service categories, systems and markets to provide a coordinated and integrated approach to our customers' needs. We will use the efficiencies and the complementary advantages of being a full service contractor to maximize customer satisfaction, enhance sales and bid opportunities, improve corporate profitability and promote immunity from market fluctuations.

Goals and Objectives:

Transtar's primary goal is to maintain our market leadership as a high technology, full service contractor and systems integrator. We will continue to maintain and develop a staff that has the experience and expertise to meet the challenges of new technologies and new markets. We will measure our success by steady, controlled growth in sales and profitability and by continually obtaining feedback from our customers to ensure that we are satisfying their needs and exceeding their expectations.

Range of Services:

Transtar provides services to customers within an approximately 60 mile radius of Toledo, Ohio. We serve both single family and multi-family residential customers for their electrical and low-voltage needs. We also provide products and services to commercial, industrial, institutional and governmental customers. These services include all conventional electrical services, as well as high voltage, aerial and underground work, renewable energy technologies and emergency backup power. Transtar's low voltage division specializes in high technology categories such as fire alarms, life safety, mass notification, intrusion detection, access control, video security, communications, IT services, sound systems and video systems, including maintenance, repair and consulting.

Synergy- Transtar's Competitive Advantage:

The broad range of capabilities and expertise of Transtar's key management staff, combined with trained, certified electricians and technicians allows for integration of all phases of complex projects, no matter how many kinds of systems are involved. Keeping the design, estimating, product acquisition, implementation and integration functions in-house provides a competitive cost advantage and ensures timely, coordinated, effective and successful completion of such projects.

Wireless Experience

Transtar's competitive advantage is derived from being a full service contractor, not only able to provide a wide range of services in systems integration, but also to supply quality products for the job. It is always our goal to handle all aspects of every job entirely in-house, using our own skilled designers and technicians, and providing the equipment necessary for the job.

Utilizing this talent in the field, combined with an experienced staff, Transtar has installed wireless systems for several years, including Nortel, Cisco, Ubiquiti, Brocade, and Fluidmesh. Experience with these projects, just as we have known from jobs in other areas of our business, has demonstrated that projects go more smoothly, are better implemented, are more reliable and produce a higher level of customer satisfaction when one contractor is responsible for all aspects of the job.

Building	Install	Hardware	Maint 1yr	total year 1	year 2	year 3	year 4	year 5	5YR COST
CTC W/CONTORLLER	\$ 14,960.00	\$ 96,140.00	included	\$111,100.00	9,500.00	9,500.00	9,500.00	9,500.00	149,100.00
Whitmer	\$ 48,840.00	\$ 133,960.00	included	\$ 182,800.00	5,500.00	5,500.00	5,500.00	5,500.00	204,800.00
Washington	\$ 22,000.00	\$ 54,000.00	included	\$ 76,000.00	3,000.00	3,000.00	3,000.00	3,000.00	88,000.00
Jefferson	\$ 17,600.00	\$ 48,200.00	included	\$ 65,800.00	2,500.00	2,500.00	2,500.00	2,500.00	75,800.00
Shoreland	\$ 9,240.00	\$ 27,660.00	included	\$ 36,900.00	1,500.00	1,500.00	1,500.00	1,500.00	42,900.00
Greenwood	\$ 7,480.00	\$ 20,620.00	included	\$ 28,100.00	1,200.00	1,200.00	1,200.00	1,200.00	32,900.00
Hiawatha	\$ 6,600.00	\$ 15,400.00	included	\$ 22,000.00	750.00	750.00	750.00	750.00	25,000.00
Jackman	\$ 7,040.00	\$ 18,060.00	included	\$ 25,100.00	850.00	850.00	850.00	850.00	28,500.00
Maintenance	\$ 5,720.00	\$ 10,780.00	included	\$ 16,500.00	500.00	500.00	500.00	500.00	18,500.00
Lincolnshire	\$ 4,400.00	\$ 9,300.00	included	\$ 13,700.00	400.00	400.00	400.00	400.00	15,300.00
McGregor	\$ 7,040.00	\$ 16,360.00	included	\$ 23,400.00	750.00	750.00	750.00	750.00	26,400.00
Meadowvale	\$ 7,480.00	\$ 19,020.00	included	\$ 26,500.00	850.00	850.00	850.00	850.00	29,900.00
Monac	\$ 7,040.00	\$ 17,360.00	included	\$ 24,400.00	800.00	800.00	800.00	800.00	27,600.00
Stadium	\$ 3,520.00	\$ 4,280.00	included	\$ 7,800.00	200.00	200.00	200.00	200.00	8,600.00
Wernert	\$ 9,460.00	\$ 25,840.00	included	\$ 35,300.00	1,250.00	1,250.00	1,250.00	1,250.00	40,300.00
TOTAL 5 YEAR COST									813,600.00

TURNER

===== *Electric Co.* =====

ELECTRICAL / VOICE / DATA / VIDEO CONTRACTOR

8530 W. Central Avenue, Suite 1 Sylvania, Ohio 43560 419.841.5446 Fax 419.841.8101
WBNEC No. 2005117141 Ohio License No. # 11878 Michigan License No. # 6105355

March 25, 2013

RE: Washington Local Wireless Project

Turner Electric is pleased to submit the following quotation on the above referenced project.
Quotation is based on drawings and specifications provided by owner.

Locations		<u>Qty</u>	<u>Year 1</u>	<u>Years 2-5</u>
Controller Total	\$59,830.85			
	Controller Hardware		\$46,780.85	
	Controller Maintenance		\$8,050.00	\$7,475 per year
	Cisco Programming Labor		\$5,000.00	
	Cabling total parts and labor			
Career & Tech Center Total	\$24,325.00			
	AP Hardware	42	\$12,843.60	
	Switch Hardware	3	\$5,097.40	
	Cisco Programming Labor		\$1,500.00	
	Cabling total parts and labor		\$4,884.00	
Lincolnshire total	\$19,559.00			
	AP Hardware	24	\$7,339.20	
	Switch Hardware	1	\$1,405.80	
	Cisco Programming Labor		\$1,000.00	
	Cabling total parts and labor		\$9,814.00	
Whitmer HS	\$93,856.25			
	AP Hardware	97	\$33,464.25	

	Switch Hardware	5	\$16,362.00
	Cisco Programming Labor		\$2,500.00
	Cabling total parts and labor		\$41,530.00
Whitmer Stadium v2			\$8,125.95
	AP Hardware	6	\$1,793.10
	Switch Hardware	1	\$1,588.85
	Cisco Programming Labor		\$1,000.00
	Cabling total parts and labor		\$3,744.00
Washington Junior High			\$45,854.20
	AP Hardware	52	\$15,901.60
	Switch Hardware	2	\$4,747.60
	Cisco Programming Labor		\$1,000.00
	Cabling total parts and labor		\$24,205.00
Jefferson Junior High			\$52,511.80
	AP Hardware	58	\$17,736.40
	Switch Hardware	3	\$5,097.40
	Cisco Programming Labor		\$2,000.00
	Cabling total parts and labor		\$27,678.00
Shoreland ES			\$33,822.20
	AP Hardware	37	\$11,314.60
	Switch Hardware	2	\$3,251.60
	Cisco Programming Labor		\$1,250.00
	Cabling total parts and labor		\$18,006.00

Greenwood ES	\$23,750.80		
	AP Hardware	30	\$9,174.00
	Switch Hardware	1	\$1,405.80
	Cisco Programming Labor		\$1,000.00
	Cabling total parts and labor		\$12,171.00
Jackman ES	\$27,207.40		
	AP Hardware	30	\$9,174.00
	Switch Hardware	3	\$5,097.40
	Cisco Programming Labor		\$1,500.00
	Cabling total parts and labor		\$11,436.00
Wernert ES	\$28,493.40		
	AP Hardware	31	\$9,479.80
	Switch Hardware	2	\$3,471.60
	Cisco Programming Labor		\$1,500.00
	Cabling total parts and labor		\$14,042.00
Trans & Maint	\$11,614.80		
	AP Hardware	10	\$3,058.00
	Switch Hardware	1	\$1,405.80
	Cisco Programming Labor		\$1,000.00
	Cabling total parts and labor		\$6,151.00
Meadowvale ES	\$25,197.40		
	AP Hardware	26	\$7,950.80
	Switch Hardware	2	\$3,251.60
	Cisco Programming Labor		\$1,000.00
	Cabling total parts and labor		\$12,995.00
Hiawatha ES	\$20,539.80		
	AP Hardware	19	\$5,810.20

Original
Request for Proposal
plus
Updates that were sent to
all requesting vendors
(Building Maps
have been removed)



washington local schools[®]
individual attention. infinite opportunities.

Washington Local Schools

Request for Proposal

W-LAN 2012-2013

Prepared by: Robert T. Gulick, EdD
RFP Released Date: Wednesday, February 13, 2013
RFP Submission Deadline: Monday, March 25, 2013, 1:00 PM

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Purpose / Objectives

WLS is seeking proposals from qualified firms to install a 'turn-key' wireless network (WLAN) throughout all of the district buildings. The solution will provide all access points, network wiring from the nearest IDF / MDF, any needed POE network switches, central controller and any software / service needed to integrate the WLAN with our existing Novell eDirectory / LDAP network security. All proposed plans must include detailed billing and include all associated costs including hardware, software licensing, shipping, installation, configuration, permits and any / all required engineering.

Background

WLS currently has a 1 GB fiber optic network in a hub and spoke configuration. The hub is located in the Network Operations Center (NOC) at the CTC building on the Whitmer Campus. Any current wireless is of an older sort and will not be part of the WLAN project. WLS uses Novell / eDirectory for network security. Content filtering and network utilization monitoring is done via an inline appliance provided by LightSpeed. There are eight elementary buildings, two junior high buildings, one high school (made up of the main building, the career technology center and an annex,) two support buildings (The Board Office and the Transportation/Maintenance Center,) and the high school football stadium.

Scope of Work

- Vendor must complete a site survey to determine the placement of access points
- The wireless network shall be designed by Vendor to support thirty high-speed wireless devices in each classroom or potential classroom. Larger areas shall support a correspondingly higher density of devices: Libraries, Cafeterias, Gymnasiums, lecture halls, auditoriums and large common areas such as the hall areas in front of the high school auditorium and high school Field House/ main gym. Office areas will be able to support up to ten high-speed devices. The locker rooms / coaches offices / concession stands at the high school football stadium will support up to thirty high-speed wireless devices in each area. No deliberate coverage of the public stands is required.
- Vendor is responsible for configuring all devices needed to implement the new network. WLS technical staff shall be consulted prior to making changes to any WLS system. The wireless network shall be configured to have multiple SSID's on dedicated VLAN's as defined by WLS technology staff during installation and setup. Secure enterprise level authentication via eDirectory / LDAP is required. WLS Staff will be responsible for installing any services needed on WLS servers, and will be consulted prior to Vendor configuring those services.
- The Vendor shall provide all physical installation of equipment and wiring as outlined in Appendix A.
- Vendor shall work with WLS staff to configure a Guest VLAN and SSID that provides limited network access.

- A complete post-installation site survey shall be completed to show that all educational and office spaces have a minimum RSSI of -72 dBm (in both the 2.4 GHz and 5 GHz bands) in all locations of those areas. This survey shall be provided to the district once complete.
- All work not found in conformance with the intent of the proposal shall be repaired promptly at no additional charge.
- The Vendor must provide a guarantee that the system will operate and perform as advertised when students and staff fully utilize the system. This includes minimum RSSI of -72 dBm (in both the 2.4 GHz and 5 GHz bands) in all designated spaces. The Vendor will be required to provide and install the appropriate devices at no charge if spaces are found that do not meet the requirements.
- Vendor is responsible for all project management; this is to be turn-key solution with involvement of WLS staff limited to specification of network security parameters, VLAN definition, and installation of any needed services on WLS-owned servers.
- Building floor plans with identification of all MDF / IDF sites in provided in Appendix C. Please note that some changes in wall locations and / or room numbering have occurred.
- All building, electrical and fire codes must be followed in regards to installation, wall penetrations and any other items pertaining to the installation of the WLAN. This includes any necessary permits.
- There are two scenarios for installation times. If students are scheduled to be in the building then work can only be done from 3:30 PM until 7:00 AM. If students are not scheduled to be in the building then installation can be done at any time. Upon completion of daily work the hallways and classrooms will be free of work materials and left in a safe and orderly manner for the safety and well-being of our students.
- Any necessary electrical upgrades will be identified with the proposal. These upgrades will be completed by the district prior to the start of installation on a building by building basis.
- Any damage done by the vendor will be repaired by the vendor or at vendor's expense.

Minimum Specifications / Guidelines of Equipment

- Equipment must meet the 802.11 a/b/g/n standard (or greater)
- The system must be Wi-Fi Certified for 802.11 a/b/g/n (or greater)
- Each access point must be an array of at least 2 radios that support 802.11 a/b/g/n (or greater)
- Each access point must have at least 1-gigabit Ethernet port
- Each access point must support VLAN tagging on individual SSID's
- Each access point must include a built in spectrum analyzer
- Each access point must have the ability to switch radios from the 2.4 GHz spectrum to the 5 GHz spectrum
- Each access point must be able to load balance traffic across all available radios

- Any area that does not have a drop ceiling will require a wall mount bracket or other mounting option and suitable wiring raceways and moldings to achieve a finished installation appearance

Warranties / Support

- All warranties by Vendor and manufacturer on both products and labor must be specified in the proposal. The Vendor's warranties shall commence with acceptance of/or payment for the work in full. Minimum acceptable warranty on hardware, parts, and labor is 1 year.
- The Vendor must provide terms of service should repair become necessary and the work and materials needed are not covered under warranty.

Project Timeline

- 02/13/2013 – RFP is released
- 02/26/2013 10:00 AM Information Meeting at WLS Board Office, 3505 West Lincolnshire Blvd, Toledo, OH 43606
- 02/26/2013 – Vendors are welcome to schedule site visits starting this date
- 03/25/2013 1:00 PM – RFPs are due to the Board Office by 1:00 PM as outlined in Selection Process – response Submission
- 03/25/2013 1:00 PM – RFPs will be opened as outlined in Selection Process – RFP Opening Procedures
- 04/10/2013 06:00 PM – Recommendation will be presented to the Washington Local School Board for Approval
- 04/29/2013 – Project will commence*
- Weekly status reports will be submitted to the Director of Technology. These reports will contain a building-by-building breakdown of installation progress.
- 08/02/2013 – Project will be completed*
 - * Project starting is a general guideline. The ending date may end any earlier but may not extend past 08/09/2013. The RFP will include timelines (starting / ending) for each building with a final deadline for completion of project.

Vendor Site Visits / Site Survey

- Vendors may arrange for site visits. Due to the number of buildings involved and the size of the buildings it may take multiple days to complete the visit if all sites are included. Please contact Dr. Bob Gulick at bgulick@wls4kids.org or 419-473-8321 to schedule site visits between 02/26/2013 and 03/15/2013 subject to scheduled dates the district is closed.
- A Proposal Information Meeting is scheduled for 10:00 AM on February 26, 2013 in the Board Meeting Room at the WLS Board Office, 3505 West Lincolnshire Blvd, Toledo, OH 43606. Vendors are welcomed to attend, but attendance is not mandatory. Lack of attendance will be NOT construed to indicate lack of interest nor will it reflect negatively on Vendor during review of proposals.

Required Proposal Information / Format

The Proposal will include:

1. A breakdown by building of the total cost for materials and installation – See Appendix B for sample spreadsheet
2. A five year projection on the cost for maintenance, support and licensing
3. A timeline for starting / finishing each building with a final deadline for completion of project including controller configuration and WLS Technology Staff training
4. Specify the make and model number of all access points
5. Specify the make and model number of the controller chassis and any associated controller modules – this is not required if the proposed solution does not require the installation of a controller.
6. Specify the make and model number of all POE switches
7. Specify any software
8. Specify the type of network cable used
9. Certify that the controller will integrate with eDirectory / LDAP for user authentication
10. Estimated number of installation technicians assigned to the project

eRate

WLS qualifies for an estimated discount rate of 74% on Priority 1 services. WLS does not qualify for any discount on Priority 2 internal connections. If the proposal includes the use of eRate funding please note that eRate funding for WIFI Internet access would be sought for Year 2+ of this project. This must be reflected in both the initial installation cost analysis and the 5 year cost analysis. The cost analysis must include:

- The initial cost for installation by building
- The initial cost for any ineligible equipment / services by building
- The monthly / yearly recurring service fees both before and after the estimated eRate discount by building
- Whether the eRate is applied as an initially discounted rate on the billing or as a reimbursement

Any and all requirements set forth by the USAC / SLD eRate program will be followed.

Selection Process

Costs Associated with Preparation of Response

WLS 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.

Response Submission

Responses to this RFP must be submitted and delivered to WLS as “sealed submissions” no later than 1:00 PM on Monday, March 25, 2013 (“Final Submission Date”). Proposals must include a digital copy on DVD/CD or flash drive. Acceptable digital formats include Word, RTF or PDF. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner. WLS will reject all late arrivals. Envelopes containing responses to this RFP shall be so marked as to be easily identified as containing RFP proposals. The outside of the envelope shall be identified as follows:

Washington Local Schools – Business Office
WLAN Project
3505 West Lincolnshire BLVD
Toledo, OH 43606

Oral, telephone, electronic mail or fax bids shall not be considered, nor will modifications of proposals by such communication be considered. The completed proposal shall be without erasures or alterations. Delivery of the proposals will be considered authorization by the service provider to make a contract, if awarded.

Any questions should be made in writing via e-mail to Dr. Bob Gulick, bgulick@wls4kids.org, Director of Technology

RFP Opening Procedures

All RFPs will be opened at 1:00 PM on Monday, March 25, 2013 and all respondents and other interested persons are invited to be present. RFP opening will take place at the Board of Education at 3505 West Lincolnshire BLVD, Toledo, OH 43606.

Vendors are welcomed to attend, but attendance is not mandatory. Lack of attendance will be NOT construed to indicate lack of interest nor will it reflect negatively on Vendor during review of proposals.

Proposal Binding Period

All prices quoted in the vendor’s response will remain in effect for a period of sixty (60) days from the issuance date of the vendor’s response.

Omissions

Omissions in the proposal of any provision herein described shall not be construed as to relieve The Vendor of any responsibility or obligation to the complete and satisfactory delivery, operation, and support of any and all equipment or services. Any / all changes to the RFP Specifications will come from Robert T. Gulick in the form of an addendum.

Invoicing / Payments

An invoice for each building will be submitted as each building is completed. Once the Department of Information Systems has signed off on the testing WLS will pay the invoice less a 10% retainage. Once the entire project is complete, confirmed by DIS and approved by the WLS School board all retainage and final invoicing will be paid.

Evaluation of Responses

WLS may at its discretion and at no fee to WLS, invite any Vendor to be available for questioning during the response evaluation for the purpose of clarifying statements in the response. Further, WLS may, at Vendor's expense, request Vendor to meet with WLS for a personal interview.

Evaluation Criteria

A number of factors will influence the WLS decision in vendor selection. These factors (in order of importance) include cost, vendor qualification and experience, personnel resources, and the proposed technical solution. These factors include a technical evaluation based upon the vendor's ability to deliver these services in a timely manner. Equally important is a vendor evaluation based upon vendor reputation, past performance with similar projects, service and support resources. Please note that WLS will evaluate cost-effective solutions based upon features, functionality, implementation difficulties, as well as cost, and is not obligated to select the lowest price bidder.

Right to Reject

WLS reserves the right to accept or reject all proposals or sections thereof and when the rejection is in the best interest of WLS and reserves the right to award without further discussion. WLS reserves the right to waive minor irregularities of any proposal and to negotiate the terms of any proposal.

Additional Information / Requirements

1. Contractor will provide proof of insurance for general liability and contractual liability in the amount of \$1,000,000. The district will require to be a named insured on this policy during the construction work.
2. Vendor will provide proof of commercial automobile liability insurance covering all owned, non-owned and hired automobiles used in connection with the work.
3. Vendor will provide proof of workers' compensation coverage for all employees. This will include all applicable state and federal regulation including employees' liability insurance.
4. Vendor will be required to complete a delinquent personal property tax statement required by the Ohio Revised Code, Section 5719.042.
5. Vendor will be required to list all subcontractors. Subcontractors will also be required to provide proof of insurance and workers' comp coverage.
6. Vendor will be required to provide a declaration regarding assistance / non-assistance to a terrorist organization Division of Homeland Security form.
7. Washington Local Schools is tax-exempt.
8. All work performed by the vendor of subcontractors must meet or exceed all local, state, and federal regulations including but not limited to Ohio School Facilities Commission's regulations and e-rate regulations.
9. The Board of Education reserves the right to reject and all proposals and waive all formalities regarding the proposal process.

Contacts / Additional Information

Project Contact

Robert Gulick , EdD
Director of Technology
3505 West Lincolnshire BLVD
Toledo, OH, 43606
v) 419-473-8321
e) bgulick@wls4kids.org

Any questions concerning technical specifications or equipment requirements must be directed to the project contact.

Appendix A: Scope of Work by Location Matrix

Installation Sequence	Building	Provide Access Points	Install Access Points	Install necessary patch panels and run network cable from MDF / IDF to Access Points	Install POE Switches in MDF / IDF
1	Career & Technology Center 5719 Clegg Drive	Y	N	Only provide cable, patch panels, POE switches – students in networking class will install AP, switches and run cables	N
2	Whitmer High School 5601 Clegg Drive	Y	Y	Y	Y
3	Washington Junior High 5700 Whitmer Drive	Y	Y	Y	Y
4	Jefferson Junior High 5530 Whitmer Drive	Y	Y	Y	Y
5	Shoreland Elementary 5650 Suder at East Harbor	Y	Y	Y	Y
6	Greenwood Elementary 760 Northlawn Drive	Y	Y	Y	Y
7	Jackman Elementary 2010 Northover Road	Y	Y	Y	Y
8	Wernert Elementary 5050 Douglas Road	Y	Y	Y	Y
9	Transportation / Maintenance 5201 Douglas Road	Y	Y	Y	Y
10	Meadowvale Elementary 2755 Edgebrook Drive	Y	Y	Y	Y
11	Hiawatha Elementary 3020 Photos Drive	Y	Y	Y	Y
12	McGregor Elementary 3535 McGregor Lane	Y	Y	Y	Y
13	Monac Elementary 3845 Clawson Avenue	Y	Y	Y	Y
14	Administration Building 3505 W. Lincolnshire Blvd.	Y	Y	Y	Y

The controller (if needed for solution) will be installed by the vendor in the Network Operations Center at the CTC prior to any building installs.

Appendix B – Sample Spreadsheet for Project Proposal

Year 1 – Initial Installation

Building	Quantity	Model	Description	Price	Extended Price
Building 1	25	ABC	Classroom Access Points	\$ 500.00	\$ 12,500.00
Building 1	2	DEF	Long Range AP for Gym	\$ 650.00	\$ 1,300.00
Building 1	4	HIJ	POE 48 Port Switch	\$ 1,000.00	\$ 4,000.00
Building 1	1	XXXX	Cabling, ends and installation	\$ 5,000.00	\$ 5,000.00
Building 2	30	ABC	Classroom Access Points	\$ 500.00	\$ 15,000.00
Building 2	2	DEF	Long Range AP for Gym	\$ 650.00	\$ 1,300.00
Building 2	4	HIJ	POE 48 Port Switch	\$ 1,000.00	\$ 4,000.00
Building 2	1	XXXX	Cabling, ends and installation	\$ 5,000.00	\$ 5,000.00
Controller	1	ZZZZ	Central Controller + 1 Year Maintenance	\$ 15,000.00	\$ 15,000.00
Controller	1	XXXX	Installation	\$ 5,000.00	\$ 5,000.00

Years 1 – 5 Cost Projection

Building	Year 1				Year 2	Year 3	Year 4	Year 5	5 Year Cost
	Installation	Hardware	Maintenance	Total	Maintenance	Maintenance	Maintenance	Maintenance	
Controller	\$ 500	\$ 10,000	\$ 5,000	\$ 15,500	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 35,500
Building 1	\$ 5,000	\$ 17,800	\$ -	\$ 22,800	\$ -	\$ -	\$ -	\$ -	\$ 22,800
Building 2	\$ 5,000	\$ 20,300	\$ -	\$ 25,300	\$ -	\$ -	\$ -	\$ -	\$ 25,300
				\$ 48,100	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 83,600

Appendix C: Building Floor Plans with IDF / MDF Locations

Department of Information Services

Robert Gulick, EdD - Director of Technology
Keith Maly - Systems Manager



February 26, 2013

Wireless Project Meeting

Network Topology

- Gigabit Fiber into NOC at CTC Building
- Goes through the network filter
- Goes through the core router
- Gigabit Fiber to the edge routers in MDF of each building
 - Edge Routers currently do drop down to 10/100, we are in the process of replacing these with 10/100/1000 devices
- Gigabit Fiber between MDF / IDF
- 10/100 speeds to desktop due to classroom / office level 8 port switches

User Experience

LDAP Registered Users (Students and Staff)

Regardless of device they will be presented with a login screen. Once they have authenticated using their Novell / LDAP credentials they will have access to the network subject to normal security protocols / filters.

Guest Users

DIS will take care of updating the generic, district-wide wireless guest Novell / LDAP account and informing buildings of the daily password. That account will login and behave just as a normal district user would.

References

Please submit a list of recent (the last 2 years at most) of W-LAN installation customers. Please include customer name, approximate number of access points, dates of project (starting / completing) and contact information.

Time Line

Please note that the starting point of the timeline is flexible. Work can only be done when students are not in session. The ending date of August 9, 2013 is fixed.

Questions?

Invitation to look at MDF / IDF at Central Office

The MDF / IDF at Lincolnshire / Central Office is typical

Setting up Walk-Throughs Options

- Option A: 6 Building run (Whitmer, CTC, Jefferson, Washington, Wernert, Jackman)
- Option B: All Buildings

IMPORTANT UPDATE

After looking at the MDF / IDF racks and their power situation, WLS has decided to do the following now so you do not need to worry about these elements:

1. All IDF / MDF locations will have a new quad box with a dedicated 20 AMP service
2. All IDF / MDF locations will have at least 10U of available rack space. If that amount of space is not available WLS will install a 12U to 14U wall mounted enclosed rack

Notes from the Meeting

Network Diagram – Concept model is attached. We do not have any diagrams showing exact cable runs within the buildings.

MDF / IDF Racks – Typically located in boiler rooms, offices, utility closets, storage closets, etc.

Gigabit Only – no 10 Gigabit

User Experience – Wireless controller does not need to maintain guest accounts – WLS will do that within Novell eDirectory

Walkthroughs both for planning the proposal and for testing the system once the project is done can be done during school hours.

Physical installation (i.e. pulling cable, drilling holes, installing APs, etc.) can only be done when students are not in session. This can be from 4 PM to 6:00 AM school days, weekends or days school is not in session.

Q: Number of students per access point / classroom?

A: Typical class size is low to mid 20's with a max of 30. Common areas such as library (100), cafeteria (250), auditorium (500), gym (250) will be greater.

Q: Outside spaces – coverage?

A: Incidental bleed-through is fine. The Whitmer Stadium requirement is only for the two coaching areas and the Athletic Director's office. We are not deliberately covering the stands, parking lots or green spaces outside of buildings.

Q: Are the POE switches for the project replacing what is there or in addition?

A: WLS is viewing this project as a complete and separate network build from the MDF or IDF rack out. Any needed patch panels will be added, any needed switching ports will be added, any needed cable runs will be added. We do not want you to need to be worried about whether or not some existing component or cable is reliable. We do currently have fiber running between the MDF and any IDFs so you do need to worry about that run (although we do have 6 strand run with only two being used.)

Q: Layer 2, Layer 2 light, Layer 3 – preference on 24 or 48 port? Manufacturer Preference?

A: Layer 3 would probably be enough because all traffic comes back to the hub at CTC. Some management would be nice for diagnosing problems. The switches maintained by NWOCA are Cisco – we do not have access (other than physical) to these devices. We lately have been using D-Link DES 1210 switches for our labs / expansions. We like these because they catch loop-backs and have a variety of diagnostic tools to help us find solutions to the occasional problem. We are more interested in features, performance and price and less interested in the name on the outside.

The size of the switch will depend upon how many APs you need to install. No need to put in a 48 if all you need is 20 ports.

Q: Where does the controller need to be housed?

A: Our initial vision was to add an appliance at the core server location. We would be open to exploring other options such as cloud based services or even VM based virtual controller. For the VM based one we would need to see system requirements to ensure that the virtual controller would not negatively affect the other virtual servers in our existing VM infrastructure. Please note that we realize that a cloud based controller would be less expensive in year 1 but more expensive in years 2 – 5 which is why we require a 5 year cost analysis. You can be creative with your solutions but the end result must provide the best bang-for-the-buck in terms of TCO, manageability, reliability and capability.

Q: Spectrum Analyzer –Does it need to be always on (which may affect throughput / consume one frequency range?)

A: We would want the analyzer to help when there is a problem. If the system can self-monitor for frequency / channel distribution / interference to keep the throughput to all devices up to a usable level without a full time spectrum analyzer then that is acceptable. Focusing again on the turn-key desire, WLS should not need to deep-dive into the system but if needed WLS should also be able to gather information for any needed problem solving.

Q: Sounds like you are trying to support a one-to-one initiative... is that already in place?

A: No, we do not have a one-to-one yet but we do realize that between BYOD which is rolling out now and the future of tablets and the like in schools that some sort of higher device density is in our future. We want to have the infrastructure in place so that if we have one or two classroom sets of tablets that those devices will work wherever they are located within the building.

Q: -72DBM with what type of device?

A: From what we have read and talked with others about that -72DBM with a notebook computer is a good target for being able to support a school environment.

Q: if WLS is already doing BYOD how is that being handled on the network currently?

A: It is not currently being handled on the network. We do not have any wifi in the district. If a student wishes to have any outside access they need to use their own cell data plans. Once this W-LAN is installed students will have the choice of connecting to our network... as long as they login.

Q: Who do vendors need to talk to with questions?

A: Dr. Bob Gulick (bgulick@wls4kids.org) is your primary contact. If he does not have the answer he will get the answer and get back to you.

Q: How about the cable?

A: Minimum would be CAT5E. CAT6 would be acceptable but you probably will need to explain why it is worth the extra cost. WLS is probably many years away from needing a 10GB network.

One important thing to note is that any exposed cable must be plenum rated.

Q: Are there any specifications for the actual installation of the wiring in terms of how to penetrate walls (diameter, fill factor, sleeves, fireblock, etc.) how to handle cable management within suspended ceilings, how handle cable management when no suspended ceilings, etc.

A: To be honest we did not know that there were standards set beyond our desire for “neat, tidy, looks good and is safe.” After talking things over with a few of the vendors in attendance and then doing some quick reading we will be landing on the need for all wiring to be done in accordance with “ANSI/NECA/BICSI 568-2006, Standard for Installing Commercial Building Telecommunications Cabling”

One important thing to note is that we do accept non-metallic conduit / moldings for encasing cable runs.

Q: Multiple controllers?

A: If the system design would require it then yes but we do not see the need for a failover controller or backup one. The main controller should be able to do the job and we will be paying the maintenance contracts – which again must be in the 5 year cost projections.

Q: Total number of SSIDs?

A: We have read that 4 is a suggested number based on this idea:

<http://www.securedgenetworks.com/secure-edge-networks-blog/bid/60918/How-many-SSID-s-can-an-Access-Point-Provide>

- SSID #1 is used for staff, faculty, employees, students and the devices they use provided either by the organization or by the end user. With the proper WLAN solution you can provide a secure solution for even personal devices brought on premise that will not compromise the integrity of your network.
- SSID #2 is used for Visitor and Contractor access Again I point out that with the proper WLAN solution you can define the type of user; Guest or Contractor and allow them appropriate, secure access to your network or the Internet without compromising your network security.
- SSID #3 is used for devices with weak encryption (WEP) and possibly limited to 802.11b which has the effect of bringing down other wireless clients to their limited data rates. By segregating these clients to a separate SSID you eliminate the “penalty” they impose on faster 802.11g/n clients
- SSID #4 is your catch-all for all the other devices within the organization that can handle secure authentication and encryption schemes. With our wireless solution we can identify the type of device that it is and the types of packets it is transmitting and do QoS (Quality of Service) on that traffic to either give it priority (in the use of a Wi-Fi VoIP phone or streaming video) or bandwidth limit it when it is a gaming console or iPad trying to stream Netflix.

We are open to suggestions but please remember that the simpler the better as long as security, reliability and throughput are maintained.

Q: Building Layout Maps for Washington, Lincolnshire and the Transportation Building? Anything a little less detailed for the Whitmer Stadium?

A: Washington is attached as is a simplified Whitmer Stadium. Working on Lincolnshire, Transportation Building.

Department of Information Services

Robert Gulick, EdD - Director of Technology
Keith Maly - Systems Manager



March 7, 2013

W-LAN Project: Q/A and Updates Based on Walk-Throughs

We have had a few companies through this week and the walk-throughs have generated some very good questions and discussions. To make sure everyone is on the same page this document contains those items. At the end of the document we have also added the building maps for Lincolnshire/Board Office and the Transportation/Maintenance Building. One additional note for Jackman Elementary...

the IDF noted across from Room 4 DOES NOT exist.

Q: Can we use existing raceway / wall / ceiling penetrations?

A: Yes, as long as the resulting amount of cable does not exceed a maximum 50% fill ratio. You will need to replace any removed fire-stop.

Q: Speaking of cable, any definitive call on CAT5e or CAT6?

A: Yes, in order to be as consistent as possible for everyone and to help cover future needs will go with CAT6. It is our hope that purchasing the large quantities necessary will mean the extra cost will be minimal.

Q: Since we are still on cables, any preference on color?

A: Our current colors include blue, gray, white and whatever color the wall was last painted. The only color that we would want to stay away from is red. If we had to pick a color the data says 'yellow' since we do not have that one yet.

Q: After looking through some of the buildings with solid ceilings is there any preference on within conduit or tray / J hooks / bridle rings?

A: Since we have already stipulated that any exposed cable must be plenum rated we have decided that trays / J hooks / bridle rings will be the way to go on hallways with solid ceilings. Wall penetrations still need to have sleeves and be appropriately sized and fire-stopped. Please remember that appearances do matter.

Q: Do we need to provide / install protection over access points in the gyms?

A: No. Based upon what we have seen in other districts this has not been needed. If we see a need at a later date WLS will install polycarbonate covers.

Q: Is an Access Point in every room a requirement?

A: The requirement is to provide wireless access in every classroom for 25 devices. If your solution can provide both the coverage AND the capacity AND be able to penetrate everything that would get in the way (including the students) while installing less than one per classroom, that would be acceptable. Please remember that according to the RFP on page 4: "The Vendor must provide a guarantee that the system will operate and perform as advertised when students and staff fully utilize the system. This includes minimum RSSI of -72 dBm (in both the 2.4 GHZ and 5 GHZ bands) in all designated spaces. The Vendor will be required to provide and install the appropriate devices at no charge if spaces are found that do not meet the requirements."

Q: Would it be possible for us to do some sort of demonstration of the management tool?

A: Yes, in fact we would like that very much. We would be interested in some sort of Web conference or on-site demo. If you have an installation that is relatively close to Toledo (within an hour or so) we could also meet you there.

Q: Speaking of the management tool, what is the preference when it comes to the management / controller?

A: We do have a VM environment so we would be open to a virtual controller. Most of our reading has been on controller appliances but that is not a requirement. A hosted / cloud based / service based controller would be interesting but we would need to see the pricing both with and without e-rate funding. We would also need to see how successful other customers have been with applying for and receiving e-rate funding.

Q: Any guidance on deciding factors?

A: As noted in the RFP there are several factors but these would be the critical ones:

- Year 1 cost
- Total cost over Years 1 through 5
- References from previous customers of similar size and larger
- The details of the solution provided

Q: Do you want references sooner than the 03/25/2013 deadline?

A: Yes, can provide them at any time up to and including the deadline for your response to the RFP.

Department of Information Services

Robert Gulick, EdD - Director of Technology
Keith Maly - Systems Manager



March 19, 2013

W-LAN Project: Q/A and Updates Based on Walk-Throughs

Here are some questions that have come up since the last update. We have also included an updated map of Jackman as well as repeat copies of the transportation / maintenance building and Lincolnshire building maps.

Q: Custodial offices - Do we want coverage for those offices?

A: Just like the boiler areas, if an area can be covered by bleed-through that is acceptable. If the area is too isolation (by distance or wall characteristic) then WLS will address any WIFI needs with ad-hoc / mobile access points as needs arise in the future.

Q: Ceiling tiles - Do we have anything in the budget for ceiling tiles that may get broken or damaged during the installation?

A: No, we do not have a separate budget for replacing tiles. According to the RFP anything damaged during installation will be repaired or replaced by the installer. It is presumed that the installation portion of the proposal will include all of the costs for installation.

Q: Scissor lifts, ladders, etc. - does the district have any of this equipment available for installers to use?

A: No, due to insurance concerns and internal use time lines installer will need to provide their own equipment for doing the installation. Lifts can be used anywhere as long as there is no damage to anything in the district. If anything is damaged by the installers then the damage will need to be repaired / replaced by the installer.

Q: If we have a spot where we would have multiple cables running a long distance, would we be open to the idea of running one fiber cable and installing a switch in a location not in our existing data cabinets?

A: Yes, as long as we can find a spot for the switch that is not in a hallway, classroom or ceiling and that we can get power installed.

Q: Uplink cables - Is WLS providing any ethernet or fiber cables that would be used to link WLS switches to newly installed switches?

A: No, the installing vendor will make the connection from our existing switches to the new devices.

Q: Do you want us to supply the patch cords at the cabinet?

A: Yes

Q: Guest account authentication - How are we handling this? If we have a basketball game and the fans want to get on the wireless, are they going to just agree to our terms with through a generic captive portal page or are we going to require that they enter an name and e-mail address and have it logged?

A: We would like to have both options available. Through the management system we would like to always say if no LDAP login then they must go through a portal page. We would like to have the option of saying just click here to accept our terms or to say please enter your name and e-mail address. No need for actually send an e-mail confirmation or anything like that.

Q: CTC cabling - Who is supplying the cable for the students to wire CTC? Who, if anyone, is going to certify the cabling/terminations?

A: All cabling, equipment, switches, ends, patch panels will be provided to the CTC. The students will take care of installation and the teachers responsible for the students will verify the installation.

Q: South gym at Jefferson and small gym at Whitmer - Do we want wireless in those places?

A: Bleed through would be acceptable but we do need minimal number of devices (5 or so) to be supported in these spaced so teachers can take attendance and record observations, etc.

Q: During the walkthrough, we talked about using the existing pathway on the second floor in the high school to avoid having to drill through the floors. Will this be acceptable?

A: Yes, as long as the fill factor is less than 50%.

Q: We will be installing a new pathway in the hallways from the Telecom Cabinets to the classrooms. Has it been determined what size sleeve to use to enter the classrooms?

A: The deciding factor is number of cables and the fill factor. If there is just a single cable going into a classroom will be much smaller than the main penetration going from the MDF cabinet out into the hallway.

Q: Do you want us to add any wire mangers between the patch panels to the existing cabinets for the new patching?

A: No need.

14. Job Description

The Superintendent recommends that the Board hold first reading on the new job description as presented:

A. Secretary – High School (OAPSE)

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

RECOMMENDATION IF FIRST READING IS WAIVED:

The Superintendent recommends that the Board approve the new job description as presented.

A. Secretary – High School (OAPSE)

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____



washington local schools

TO: Patrick Hickey
FROM: Nancy E. Brenton
DATE: April 1, 2013
RE: Job Description

As part of our ongoing process to review and update the district job descriptions, I am recommending the adoption of a new job description for High School Secretary. This job description was provided to the OAPSE President and Acting President in compliance with Article 8, Section J of the Master Agreement.

The High School secretaries do not currently have their own job description. They were grouped in under a generic job description that previously covered all building and department secretaries.

Secretary – High School – NEW

individual attention. infinite opportunities.

Reports to: Building Principal or designated Associate Principal/Director

Classification: OAPSE - Schedule C

Education and Experience

- Associates Degree in Business, Office Management, Technology or related field, with a minimum of two years of secretary work experience. Or, an equivalent alternate combination of four years of training and experience related to the position as approved by the Director of Human Resources.
- Proficient score on a district identified pretest established for the position

Knowledge, Skills & Abilities

- Highly proficient in Microsoft Word, Excel, and Access
- Proficient in designing newsletters, fliers and business communications
- Ability to manage and update building information on the internet/web site
- Strong computer skills to learn and use specialized school software programs
- Strong written (grammar, spelling and punctuation) and verbal communication
- Adheres to strict confidentiality standards
- Ability to work cooperatively and respectfully with staff, students, parents and the public
- Ability to establish priorities, work independently and meet objectives with minimal supervision
- Able to multi-task effectively in a rapid paced environment
- Highly organized with accurate record-keeping and filing skills
- Familiar with operations for voice-mail, e-mail, and standard office machines
- Demonstrates reliability, timeliness and good attendance
- Demonstration of and commitment to Washington Local School District’s Core Values: Courage, Dedication, Dignity, Excellence, Gratitude, Honesty, Loyalty, Respect, Responsibility, Service, Teamwork, and Trust.

Essential Functions

1. Provide outstanding customer service to students, parents, staff and the public in daily contacts by phone, email and in person.
2. Perform standard office operations as appropriate for your primary assignment:
 - Maintain accurate records on students and/or staff
 - Prepare and submit reports and data
 - Maintain financial records and deposit funds as required by district policy
 - Handle mail and telephone calls
 - Requisition and maintain supplies and materials
 - Process purchase order requisitions
 - Design, produce and distribute written communications such as newsletters, fliers, letters/memos, and emails

- Update information on building/district web sites and other electronic communication tools implemented by the building/district
3. Perform additional functions unique to your primary assignment, which may include functions related to:
 - a. Student schedules
 - b. Grade cards and interim reports
 - c. Student attendance
 - d. Student behavior
 - e. Counseling services
 - f. Standardized testing
 - g. Student activities
 - h. CTC Department activities
 - i. Principal’s office
 4. Effectively communicate information and collaborate with other offices and departments. Assist with secretarial work throughout the high school as needed to ensure efficient operation of Whitmer High School.
 5. Assist with coordination of special events such as parent teacher conferences, open house, assemblies, day-time and evening programs and activities for students, parents and/or staff.
 6. Comply with the Family Educational Rights and Privacy Act by maintaining strict confidentiality of information about all students. Exercise prudent judgment in discussing information related to students/families and staff.
 7. Keep updated on district software, office procedures and requirements for the position. Attend training and inservice programs.
 8. Maintain professional responsibility for keeping aware and informed of job related information by accessing district-provided mail box, email, and voice mail on a daily basis.
 9. Comply with applicable state and federal laws, Board of Education policy, established work rules and guidelines, administrative/supervisory directives and terms of the OAPSE Master Agreement.
 10. Perform other related duties as assigned.

Working Conditions

- Per OAPSE Master Agreement
- Occasional evening hours may be required for special events
- Possible contact with unruly students
- Possible occasional exposure to blood, bodily fluids, tissue
- Possible occasional exposure to hazardous chemicals

15. Purchases Over \$25,000

Per Policy 6320, the Superintendent recommends that the Board approve the following requests from Bob Gulick, Director of Technology:

A. PCMG

- \$30,280.40
- One-year licenses of Microsoft Office 2010 (\$17,395.90) and Windows 7 (\$12,884.50) for all district computers

B. PCMG

- \$28,732.60
- 26 each: Asus desktop computers (\$24,486.80), 24" monitors (\$4,082.00) and digital video cables (\$163.80)

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

TO: Patrick Hickey

RE: Recommendation to the Washington Local School Board to Purchase a one year license for MS Office 2010 and MS Windows 7 Operating System

DATE: 03/26/2012

Introduction

Windows 7

Throughout the 2012-2013 school year we have been migrating off of Windows XP and onto Windows 7. This project is about 60% complete as of the middle of March. Our plan is to finish the conversion by the start of the 2013-2014 school year. There will be a handful of select computers that will remain on Windows XP due to specific software needs.

Windows operating systems are now being offered as a yearly subscription.

MS Office

The Washington Local School district has standardized on MS Office for both student and staff use. Microsoft offers an annual subscription. As computers are being converted from Windows XP to Windows 7 we are also upgrading from MS Office 2007 to MS Office 2010. Training for both Office and Windows 7 is currently being offered.

Quotes

The following table summarizes the quotes obtained. All quotes were for 730 Full Time Equivalent Employees (as defined by Microsoft's formula for full time and part time teaching and support staff) for one year of MS Office 2010 and Windows 7 on all district computers.

	CDWG	GovConnection	Insight	PCMG
MS Office 2010	\$18,330.30	\$17,906.90	\$17,483.50	\$17,395.90
Windows 7	\$13,497.70	\$13,271.40	\$13,023.20	\$12,884.50
Total	\$31,828.00	\$31,178.30	\$30,506.70	\$30,280.40

One interesting item is that the winning quote last year for MS Office plus Win7 was \$30,280.40.

Recommendation

Based upon the need to maintain all of the systems on Windows 7, the need to continue providing MS Office 2010 and the best price option for the exact same items, I would recommend that we purchase the one year license from PCMG for \$30,280.40. Please note this was a planned expense within the DIS Annual Budget.



Insight Public Sector SLED
 6820 S HARL AVE
 TEMPE AZ 85283-4318
 Tel: 800-467-4448

SOLD-TO PARTY

WASHINGTON LOCAL SCHOOLS
 3505 W LINCOLNSHIRE BLVD
 TOLEDO OH 43606-1233
 USA

SHIP-TO ADDRESS

WASHINGTON LOCAL SCHOOLS
 3505 W LINCOLNSHIRE BLVD
 TOLEDO OH 43606-1233
 USA

Quotation

Quotation Number	Creation Date
214478869	21-MAR-2013
PO Number :	
PO Release :	
Customer No. :	10566316
Sales Rep :	Jim Winters
Email :	jwinters@insight.com
Telephone :	800-467-4448 X 6115

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Electronic Delivery / Electronic Delivery
Terms of Delivery : FOB DESTINATION
Currency : USD

Material	Description	Quantity	Unit Price	Extended Price
FQC-05366	Windows Pro - Upgrade & software assurance - 1 PC - EDU, annual fee, Enterprise - MOLP: Open Value Subscription - level E - AllLanguages	730	17.84	13,023.20
OPEN MARKET				
2FJ-00005	Microsoft Office Professional Plus - License & software assurance - 1 PC - EDU, annual fee, Enterprise - MOLP: Open ValueSubscription - level E - Win - All Languages	730	23.95	17,483.50
OPEN MARKET				

Product Subtotal	30,506.70
Tax	0.00
Total	30,506.70



Quotation Number/ Creation Date

214478869 / 21-MAR-2013

Lease & Financing options available from Insight Global Finance for your equipment & software acquisitions. Contact your Insight account executive for a quote.

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Jim Winters

800-467-4448 Ex 6115

jwinters@insight.com

Fax: 480-760-7999

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

Subject to IPS Terms & Conditions online unless purchase is being made pursuant to a separate written agreement in which case the terms and conditions of the separate written agreement shall govern.

<https://www.ips.insight.com/us/en/terms-conditions/terms-of-sale-products.html>

ORDERING INFORMATION:

ERATE SPIN #: 143026005

CAGE CODE: 0GTJ3

FEDERAL EMPLOYER IDENTIFICATION NUMBER: 52-1837891

DUNS NUMBER: 80-967-8782

CEC: 80-068888K

Ordering Address:

Attn: *Your Account Managers Name*

GovConnection, Inc.

732 Milford Road

Merrimack, NH 03054

Please be sure to include the attached quote number on your purchase order

Remittance Address:

GovConnection, Inc.

Box 382810

Pittsburgh, PA 15250-8810

ACH Bank Information:

Bank: Citizens Bank

ABA#: 2110-7017-5

Account #: 1104119304

EFT Bank Information

Bank: Citizens Bank

ABA#: 0115-0012-0

Account #: 1104119304

Sales: 800-800-0019

Fax: 603-683-0374

Important Notice - Standard Terms of Sale: All purchases from GovConnection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Standard Terms of Sale on the Company's website - govconnection.com, or you may request a copy via fax, e-mail, or mail by calling your account representative.



7503 Standish Place
Rockville, MD 20855

QUOTATION

Quote # 23387282.01-W

PLEASE REFER TO THE ABOVE
QUOTE NUMBER WHEN ORDERING

Date: March 25, 2013

Valid through: April 24, 2013

Account #: 575767

Account Executive: Brian Glow
Phone: (800) 800-0019 ext. 33128
Fax: (603) 683-0440
Email: bglow@govconnection.com

QUOTE PROVIDED TO:

AB#: 575767
WASHINGTON LOCAL SCHOOLS
ACCOUNTS PAYABLE
3505 W LINCOLNSHIRE
TOLEDO, OH 43606

SHIP TO:

AB#: 5048625
WASHINGTON LOCAL SCHOOLS
WLS-WAREHOUSE
2774 LYCEUM PLACE
TOLEDO, OH 43613

DELIVERY			FOB		TERMS		CONTRACT ID #	
1-30 Days A/R/O			Destination		NET 30			
* Line #	Qty	Item #	Manuf. Part #	Description		Price	Ext	
1	730	12975526	FQC-05366	Acad. OVS-ES Windows Pro Upg / SA Pck 1yr Ent Microsoft OVS-ES		\$18.18	\$13,271.40	
2	730	12584269	2FJ-00005	Acad. OVS-ES Office Pro Plus Education All Lng License w / SA 1 Lic Ent 1Yr Lvl E (5-999) Microsoft OVS-ES		\$24.53	\$17,906.90	
3				Agreement# V3961894			\$0.00	
Lines: 2						Total Merchandise	\$31,178.30	
						Fee		
						Ship Via: Small Pkg Ground Service Level	. pounds	
						Shipping and Handling	\$0.00	
						Tax		
						TOTAL	\$31,178.30	
						* Lease for as low as:		



SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
DHQT624	6208653	3/11/2013

BILL TO:
 DR.BOB GULICK
 2774 LYCEUM PL

SHIP TO:
 WHITMER HIGH SCHOOL
 Attention To: DR.BOB GULICK
 2774 LYCEUM PL

Accounts Payable
 TOLEDO , OH 43613-2025

TOLEDO , OH 43613-2025
 Contact: DR.BOB
 GULICK 419.473.8201

Customer Phone #419.473.8321

Customer P.O. # MICROSOFT QUOTE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
RAYNELLE HOWLETT 866.224.4820		ELECTRONIC DISTRIBUTION	MasterCard/Visa Govt	GOVT-EXEMPT
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
730	2319894	MS OVE WIN PRO UPG/SA Mfg#: FQC-05366 Contract: MARKET Electronic distribution - NO MEDIA	18.49	13,497.70
730	2320198	MS OVE OFFICE PRO + EDU LIC/SA ENT Mfg#: 2FJ-00005 Contract: MARKET Electronic distribution - NO MEDIA	25.11	18,330.30
SUBTOTAL				31,828.00
FREIGHT				0.00
TAX				0.00

US Currency

TOTAL 31,828.00

CDW Government
 230 North Milwaukee Ave.
 Vernon Hills, IL 60061

Fax: 312.705.9452

Please remit payment to:
 CDW Government
 75 Remittance Drive
 Suite 1515
 Chicago, IL 60675-1515

TO: Patrick Hickey

RE: Recommendation to the Washington Local School Board to Purchase Twenty-Six Computers for the Video Production Class at Whitmer

DATE: 03/28/2013

Introduction

Room 153 at Whitmer, the Video Production computer lab, currently houses a variety of different Apple desktop computers and notebook computers. There is also a variety of different version of the same software depending upon the capabilities of the computers available. All of these computers are at least seven years old and as such fall under our goal of replacing computers that are at the end of their useful life.

Discussions with the teacher (Gary O'Conner) focused on the instructional needs of the students. A variety of factors were explored while researching options for upgrading this lab. Some of the factors included:

- What software / hardware is in use by production companies in the area
- The cost and availability of the software (do we already have available licenses or do we need to purchase new)
- The cost and availability of the hardware (plus the cost of support once purchased)
- The availability of instructional materials

Based upon these factors we have decided to move to a PC platform using the existing Whitmer site license for Adobe Creative Suite 6. Please note that these computers are much more powerful than the standard computers we currently recommend for classroom use.

	Processor	Memory	Hard Drive	Monitor
Standard Computer	I3 – 3220	4 GB	500 GB	19"
Video Production	I7 – 3770	32 GB	1000 GB	24"

Quotes

The following table summarizes the quotes obtained. All quotes were for 26 computers and monitors.

	CDWG	GovConnection	Insight	PCMG
Computer	ASUS CM6870-US014S 3770 INTEL H77	ASUS CM6870-US014S 3770 INTEL H77	ASUS CM6870-US014S 3770 INTEL H77	ASUS CM6870-US014S 3770 INTEL H77
Total	\$30,738.50	\$30,178.20	\$31,734.30	\$28,732.60

Recommendation

Based upon the needs of the video production class and the best price option, I would recommend that we purchase the 26 computers and monitors from PCMG for \$28,732.60.

Popular PC Mall Gov contracts:

DIR-SDD-1023 | TIPS 02103008 | GSA GS-35F-5946H

Prices are subject to change without notice.

Sales Rep: **Jorge Palacios**
Phone: (800) 625-5468 x38519
Fax: (310) 630-6819
E-mail: jorge.palacios@pcmallgov.com



WASHINGTON LOCAL SCHOOLS
ACCOUNTS PAYABLE
3505 W. LINCOLNSHIRE
TOLEDO, OH 43606
419-473-8241

Contact: **Dr. Robert Gulick**
Ref.: **RFQ: Video Lab Computers**
Quote: **S7972113**
Date: **27-Mar-13**
Expires: **12-Apr-13**

Line	Qty.	Manufacturer	PCMG Part #	Manufacturer Part #	Description	Contract	Unit Price	Extended Price
1	26	ASUS	9470079	CM6870-US014S	DESKTOP CM6870-US014S		\$ 941.80	\$ 24,486.80
2	26	BENQ PROJ	9116462	GW2450	24IN WS LED 1920X1080 5000:1		\$ 157.00	\$ 4,082.00
3	26	CABLESTOGO	137627	26911	2M DVI-D DUAL LINK DIGITAL VIDEO CABLE		\$ 6.30	\$ 163.80
Free Shipping								

Need help? Opt for proven reliability. PC Mall Gov offers a complete range of Professional Services to accommodate your every need.

PC Mall Gov **Services** - from On-Site Installs to Full Help Desk services. **Request a price quote today.**

 <ul style="list-style-type: none"> Remote Management US-based Help Desk Field Service Systems Refresh & Installation Project Management Digital Signage 	<ul style="list-style-type: none"> Recycling & Disposal eProcurement Warehousing & Logistics Integration & Configuration IT Lifecycle Management A/V Installation (Projectors, Screens, etc) 	
---	--	--

Courier: **UPS GROUND**

Ship-to: **ACCOUNTS PAYABLE**
3505 W. LINCOLNSHIRE

Sub-total	\$ 28,732.60
Tax	
Shipping F.O.B.	
Total	\$ 28,732.60

IMPORTANT P.O. INSTRUCTIONS

Please make P.O. out to 'PC MALL GOV' (i.e. not 'PC Mall' or 'Macmall').
Include PART #'s, QUOTE #, SIGNATURE, and the terms 'NET 30' (or less).
Please FAX (310-630-6819) or E-MAIL (jorge.palacio@pcmallgov.com) P.O. to 'ATTN: Jorge Palacios'. E-mail is preferred.
SOFTWARE LICENSING: Include END-USER NAME, PHONE #, and E-MAIL ADDRESS in SHIP-TO field on P.O.



SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
DHZX548	6208653	3/19/2013

BILL TO:
 DR.BOB GULICK
 2774 LYCEUM PL

SHIP TO:
 WHITMER HIGH SCHOOL
 Attention To: DR.BOB GULICK
 2774 LYCEUM PL

Accounts Payable
 TOLEDO , OH 43613-2025

TOLEDO , OH 43613-2025
 Contact: DR.BOB
 GULICK 419.473.8201

Customer Phone #419.473.8321

Customer P.O. # VIDEO LAB COMP
 QUOTE

ACCOUNT MANAGER	SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
RAYNELLE HOWLETT 866.224.4820	FEDEX Ground	MasterCard/Visa Govt	GOVT-EXEMPT

QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
26	2929850	ASUS CM6870-US014S 3770 INTEL H77 Mfg#: CM6870-US014S Contract: MARKET	965.00	25,090.00
26	2502983	LG E2411PU-BN 24" WIDE LED HA Mfg#: E2411PU-BN Contract: MARKET	212.00	5,512.00
26	454478	C2G 2M DVI-D M/M DUAL LINK VIDEO CBL Mfg#: 26911 Contract: MARKET	5.25	136.50
SUBTOTAL				30,738.50
FREIGHT				0.00
TAX				0.00

US Currency

TOTAL 30,738.50

CDW Government
 230 North Milwaukee Ave.
 Vernon Hills, IL 60061

Fax: 312.705.9452

Please remit payment to:
 CDW Government
 75 Remittance Drive
 Suite 1515
 Chicago, IL 60675-1515

ORDERING INFORMATION:

ERATE SPIN #: 143026005

CAGE CODE: 0GTJ3

FEDERAL EMPLOYER IDENTIFICATION NUMBER: 52-1837891

DUNS NUMBER: 80-967-8782

CEC: 80-068888K

Ordering Address:

Attn: *Your Account Managers Name*

GovConnection, Inc.

732 Milford Road

Merrimack, NH 03054

Please be sure to include the attached quote number on your purchase order

Remittance Address:

GovConnection, Inc.

Box 382810

Pittsburgh, PA 15250-8810

ACH Bank Information:

Bank: Citizens Bank

ABA#: 2110-7017-5

Account #: 1104119304

EFT Bank Information

Bank: Citizens Bank

ABA#: 0115-0012-0

Account #: 1104119304

Sales: 800-800-0019

Fax: 603-683-0374

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7503 Standish Place
Rockville, MD 20855

QUOTATION

Quote # **23389203.01-W**

PLEASE REFER TO THE ABOVE
QUOTE NUMBER WHEN ORDERING

Date: **March 27, 2013**

Valid through: **April 26, 2013**

Account #: **575767**

Account Executive: **Brian Glow**
Phone: **(800) 800-0019 ext. 33128**
Fax: **(603) 683-0440**
Email: **bglow@govconnection.com**

QUOTE PROVIDED TO:

AB#: 575767
WASHINGTON LOCAL SCHOOLS
ACCOUNTS PAYABLE
3505 W LINCOLNSHIRE
TOLEDO, OH 43606

SHIP TO:

AB#: 5048625
WASHINGTON LOCAL SCHOOLS
WLS-WAREHOUSE
2774 LYCEUM PLACE
TOLEDO, OH 43613

DELIVERY			FOB		TERMS		CONTRACT ID #	
1-30 Days A/R/O			Destination		NET 30			
* Line #	Qty	Item #	Manuf. Part #	Description		Price	Ext	
1	26	15207637	CM6870-US014S	CM6870-US014S Desktop Core i7-3770 32GB / 1TB / GT650 1GB / DVD+RW / GNIC / W8 Asus Systems		\$916.40	\$23,826.40	
2	26	13210146	E2411PU-BN	24" E2411PU Full HD LED-LCD Monitor, Black LG Electronics		\$238.00	\$6,188.00	
3	26	428219	26911	DVI-D Dual Link Digital Video Cable, M / M, 2m C2G (formerly Cables To Go)		\$6.30	\$163.80	
Lines: 3						Total Merchandise	\$30,178.20	
						Fee		
						Ship Via: Heavy Weight Ground	1,149. pounds	
						Shipping and Handling	\$0.00	
						Tax		
						TOTAL	\$30,178.20	
						* Lease for as low as:		



Insight Public Sector SLED
 6820 S HARL AVE
 TEMPE AZ 85283-4318
 Tel: 800-467-4448

SOLD-TO PARTY

WASHINGTON LOCAL SCHOOLS
 3505 W LINCOLNSHIRE BLVD
 TOLEDO OH 43606-1233
 USA

SHIP-TO ADDRESS

WLS WAREHOUSE
 2774 LYCEUM PL
 TOLEDO OH 43613-2025
 USA

Quotation

Quotation Number	Creation Date
214455217	13-MAR-2013
PO Number :	
PO Release :	
Customer No. :	10566316
Sales Rep :	Jim Winters
Email :	jwinters@insight.com
Telephone :	800-467-4448 X 6115

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Insight Assigned Carrier / Ground
Terms of Delivery : FOB DESTINATION
Currency : USD

PRICES EFFECTIVE THRU 4/12/2013

Material	Description	Quantity	Unit Price	Extended Price
CM6870-US014S	ASUS CM Series CM6870 - Core i7 3770 - Monitor : none.	26	986.50	25,649.00
OPEN MARKET				
E2411PU-BN	LG E2411PU-BN - LED monitor - 24"	26	227.45	5,913.70
OPEN MARKET				
26911	C2G DVI-D Dual Link Digital Video Cable - display cable - 6.6 ft	26	6.60	171.60
OPEN MARKET				

Product Subtotal	31,734.30
Tax	0.00
Total	31,734.30

Lease & Financing options available from Insight Global Finance for your equipment & software acquisitions. Contact your Insight account executive for a quote.

To complete your IT solution, Insight recommends the following:

Material	Description	Unit Price
Recommended add-ons for material	CM6870-US014 - ASUS CM Series CM6870 - S Core i7 3770 - Monitor : none.	
AMT3047106505	3 Yr On-Site/Depot Repair Warranty (\$1000-1499.99) for Desktops and up to 3 attached peripherals	157.64
Recommended add-ons for material	CM6870-US014 - ASUS CM Series CM6870 - S Core i7 3770 - Monitor : none.	
AMT2047106505	2 Yr On-Site/Depot Repair Warranty (\$1000-1499.99) for Desktops and up to 3 attached peripherals	92.89
Recommended add-ons for material	E2411PU-BN - LG E2411PU-BN - LED monitor - 24"	
AMT2051106501	2 Yr Mail-In Replacement Warranty (\$250-\$349.99) for Peripherals	44.84
Recommended add-ons for material	E2411PU-BN - LG E2411PU-BN - LED monitor - 24"	



Quotation Number/ Creation Date

214455217 / 13-MAR-2013

AMT1051106501

1 Yr Mail-In Replacement
Warranty (\$250-\$349.99) for
Peripherals

27.05

Thank you for considering Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Jim Winters

800-467-4448 Ex 6115

jwinters@insight.com

Fax: 480-760-7999

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

Subject to IPS Terms & Conditions online unless purchase is being made pursuant to a separate written agreement in which case the terms and conditions of the separate written agreement shall govern.

<https://www.ips.insight.com/us/en/terms-conditions/terms-of-sale-products.html>

2. LEAVE OF ABSENCE

A. Certified Personnel

- | | | |
|----------------------|-----------------|-------------------------|
| 1. Colette Goldsmith | Maternity Leave | 04/10/2013 – 05/24/2013 |
| 2. Michele Mawer | Maternity Leave | 04/22/2013 – 05/10/2013 |
| 3. Renee Stack | Maternity Leave | 04/09/2013 – 05/10/2013 |

B. Classified Personnel

- | | | |
|-------------------|---------------|-------------------------|
| 1. Jerry Brown | Medical Leave | 03/28/2013 – 04/19/2013 |
| 2. Patrick Watras | Medical Leave | 02/14/2013 – 03/19/2013 |

3. NOMINATIONS – 2012/13

A. Substitute Certified Personnel

1. Heather Rodriguez

B. Substitute Classified Personnel

1. Nancy Onubogu

C. Extra Duty Index Personnel

- | | | |
|-------------------|----------------|-----------|
| 1. Halie Motter** | #109L Lighting | \$ 677.00 |
| **Consultant | | |

D. Substitute for Administrative/Treasurer's Office

- | | | |
|--------------------|-------------|------------|
| 1. Ruth Ann Bowser | \$19.00/hr. | 04/01/2013 |
|--------------------|-------------|------------|

E. O.G.T. Tutors and Test Proctors @ \$25.56/hr. March 4 – March 15, 2013

1. James Markowiak

F. Credit Recovery Class Monitors @ \$25.56/hr.

- | | |
|---------------------|-----------------|
| 1. Heather Densmore | 4. Marie Wetzel |
| 2. Jodi Fryman-Reed | 5. Rhea Young |
| 3. Brian Kaser | |

G. Elementary Music Program

- | | | | |
|--------------------|----------|----------------|-----------|
| 1. Beverly Fandrey | McGregor | March 12, 2013 | \$ 200.00 |
|--------------------|----------|----------------|-----------|

H. Student Teacher Stipend

- | | | |
|-------------------|---------|-----------|
| 1. Randy Baughman | Whitmer | \$ 64.12 |
| 2. Carol Wilson | CTC | \$ 119.70 |

I. Physical Education Program @ \$100.00 per program

1. Laura Schiefer Jackman
Hot Shot Competition, Hot Shot Finals, 6th Grade Volleyball Tournament

J. Tech Prep Summer Camp @ 480.00 each
June 10 and 11, 2013

- | | |
|-------------------|----------------------|
| 1. Brian Anderson | 6. Philip Kraus |
| 2. Reis Baidel | 7. Tadek Stadniczuk |
| 3. Cynthia Coci | 8. Jodie Tucker |
| 4. Teresa Crozier | 9. Mark White |
| 5. Justin Johnson | 10. Stephen Zampardo |

4. NOMINATIONS – 2013/14

A. CERTIFIED PERSONNEL – LIMITED CONTRACTS

- | | |
|------------------------|--------------------------|
| 1. Amy Adams | 37. Brian Kaser |
| 2. Joshua Adams | 38. Samantha Kasparian |
| 3. Deborah Arquette | 39. John Kazmaier |
| 4. Reis Baidel | 40. Justin Keller |
| 5. Krista Balwinski | 41. Katherine Kozikowski |
| 6. Matthew Berman | 42. Philip Kraus |
| 7. Marc Berryman | 43. Virginia Kurth |
| 8. Amy Bettis | 44. Thomas LaPoint |
| 9. Jennifer Bicanovsky | 45. Kelly Larsen |
| 10. Brittany Biegajski | 46. Sara Ledzianowski |
| 11. Tiffany Blalock | 47. Douglas LeFevers |
| 12. Anthony Blank | 48. Dale Lehmann |
| 13. Brandon Bosch | 49. Amy Lesick |
| 14. Sara Burditt | 50. April McNamara |
| 15. Cynthia Coci | 51. Laura Missler |
| 16. Tennille Darrow | 52. Laura Mohn |
| 17. Joseph Delano | 53. Judy Morse |
| 18. Layla Diebert | 54. James Nino |
| 19. Carrie Dougherty | 55. Kathy Offenburg |
| 20. Leslie Elendt | 56. Donald Palmer |
| 21. Amy Elliott | 57. Kate Peters |
| 22. Kristin Farmer | 58. Adam Pickard |
| 23. Kimberlee Farnham | 59. Lisa Raczkowski |
| 24. Megan Fitzpatrick | 60. Melanie Robinson |
| 25. Dan Fought | 61. Shelly Ruiz |
| 26. Katlyn Fritch | 62. Nicole Ryan |
| 27. Tracy Gladieux | 63. Friedrich Schermbeck |
| 28. Jodi Gordy | 64. Emily Schifko |
| 29. Adam Graves | 65. Colleen Sergent |
| 30. Amy Hannan | 66. Nicole Shadle |
| 31. Heidi Hartman | 67. Amanda Sheets |
| 32. Christopher Hoover | 68. Allison Sitter |
| 33. Tiffany Houghton | 69. Leland Snyder |
| 34. Mark Jakubowski | 70. Lesley Snyder |
| 35. Melissa Johnson | 71. KaSandra Spain |
| 36. James Jordan | 72. Renee Stack |

73. Tadek Stadniczuk
74. Derick Stoup
75. Judith Swartz
76. Tia Tebbe-Lett
77. Megan Tuttle
78. Marissa Veronica
79. Deborah Vincent
80. Lindsey Wagner

81. Jennifer Welch
82. Nicholas Whetstone
83. Mark White
84. Amy Win-Szafarowicz
85. Kenneth Winters
86. Karen Wolf
87. Aaron Wolfe
88. Carrie Wray

**B. CERTIFIED PERSONNEL – CONTINUING CONTRACTS
(RECEIVING TENURE)**

- | | |
|----------------------|-----------------------|
| 1. Denise Amirhamzeh | 13. Jennifer Nino |
| 2. Karen Campbell | 14. Erin Popovich |
| 3. Carolyn DeStazio | 15. Eric Puffenberger |
| 4. Joann Dillon | 16. Mark Rabbitt |
| 5. Paige Dusseau | 17. Heidi Rhodes |
| 6. Dana Edmonds | 18. Catherine Riker |
| 7. Sarah Frost | 19. Kari Sharp |
| 8. Rachel Geha | 20. Stacie Shively |
| 9. Brett Herr | 21. Jennifer Siler |
| 10. Jill Loesel | 22. Tricia Wilkin |
| 11. Nanette McClung | 23. Scott Wojtowicz |
| 12. Derek Meyer | |

C. English as Second Language (ESL) Instructors – One Year Limited Contract

- | | | |
|----------------------|--------|--------------|
| 1. Kristy Aeschliman | Step 4 | \$ 26.56/hr. |
|----------------------|--------|--------------|

D. English as Second Language (ESL) Instructors – Continuing Contract

- | | | |
|----------------|--------|--------------|
| 1. Ruth Nastal | Step 4 | \$ 26.56/hr. |
|----------------|--------|--------------|

E. CLASSIFIED PERSONNEL – LIMITED CONTRACTS

- | | |
|-----------------------|-----------------------|
| 1. Karon Bristol | 10. Judy McCawley |
| 2. Sheri Caddarette | 11. Susan Mee |
| 3. Kimberley Crago | 12. Tricia Pakulski |
| 4. Thomas Crahan | 13. Kimberlee Peart |
| 5. Mercedeis Filas | 14. Tami Perry |
| 6. Michael Gillespie | 15. Jamie Purvis |
| 7. Theresa Gronbach | 16. Juanita Szymanski |
| 8. Kenneth Kania, Jr. | 17. Laura Tabb |
| 9. Lynda Mazzurco | |

F. CLASSIFIED PERSONNEL – CONTINUING CONTRACTS

- | | |
|--------------------|--------------------|
| 1. Samantha Fugate | 5. Erica Roos |
| 2. Barbara Gibbons | 6. Christine Wood |
| 3. Casuelo Kennedy | 7. Elizabeth Woods |
| 4. Michelle Perry | |

5 . CHANGE OF CONTRACT

A. Classified Personnel

1. Lynda Mazzurco From Classroom Aide – Washington (4 hrs./day) to Classroom Aide – Jefferson (7 hrs./day)
No change in Schedule, Step, or Hourly Rate
Effective: April 8, 2013
2. Tricia Pakulski From Secretary – Whitmer (8 hrs./day), 200 work Days, Sched. C, Step 0 @ \$18.63/hr. to Secretary – Administrative/Treasurer’s Office, 12 month, Sched. B, Step 0 @ \$19.09/hr.
Effective: April 2, 2013

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

RECOMMENDATION #2 OF 2

The Superintendent recommends that the Board approve, via consent motion, personnel items as presented:

1. NOMINATIONS – 2012/13

A. Extra Duty Index Volunteers
Accepting Services for Coaching

1. Daniel Hunter Baseball

2. NOMINATIONS – 2013/14

A. CERTIFIED PERSONNEL – LIMITED CONTRACTS

1. Julie Zuber

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

17. Executive Session

The Superintendent recommends that the Board of Education enter into Executive Session to:

1. Consider the *APPOINTMENT* of a public employee or official.
2. Consider the *EMPLOYMENT* of a public employee or official.
3. Consider the *DISMISSAL* of a public employee or official.
4. Consider the *DISCIPLINE* of a public employee or official.
5. Consider the *PROMOTION* of a public employee or official.
6. Consider the *DEMOTION* of a public employee or official.
7. Consider the *COMPENSATION* of a public employee or official.
8. Consider the *INVESTIGATION OF CHARGES OR COMPLAINTS* against a public employee, official, licensee, or student.
9. Consider the *PURCHASE OF PROPERTY* for public purposes.
10. Consider the *SALE OF PROPERTY* at competitive bidding.
11. *CONFER WITH AN ATTORNEY* for the Board of Education concerning disputes involving the Board that are the subject of pending or imminent court action.
12. *CONSIDER INFORMATION THAT CONCERNS A DISPUTE* which is or may become subject to litigation or other legal proceeding, and would be harmful to the interests of the School District if disclosed to any opposing party or parties.
13. *CONSIDER INFORMATION THAT CONCERNS A PROPOSED NEGOTIATION AND/OR CONTRACTUAL AGREEMENT* with a person, firm, labor organization, or governmental entity, and would impair the School District's position with respect to such negotiations or agreement(s) if such information were to be disclosed publicly.
14. *PREPARE FOR NEGOTIATIONS OR BARGAINING SESSIONS* with public employees concerning their compensation or other terms and conditions of employment.
15. *CONDUCT NEGOTIATIONS OR BARGAINING SESSIONS* with public employees concerning their compensation or other terms and conditions of employment.
16. *REVIEW NEGOTIATIONS OR BARGAINING SESSIONS* with public employees concerning their compensation or other terms and conditions of employment.
17. *CONSIDER MATTERS REQUIRED TO BE KEPT CONFIDENTIAL* by federal law or regulations or state statutes.
18. *DISCUSS DETAILS RELATIVE TO THE SECURITY ARRANGEMENTS* and emergency response protocols for the Board of Education.

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

TIME ENTERED INTO EXECUTIVE SESSION: _____ P.M.

Let the minutes reflect that at _____ P.M., the Washington Local Board of Education **RETURNED FROM** Executive Session and did, in fact:

- # _____ (list numbers from above list as appropriate)
- All board of education members returned to the meeting.
- The following board member(s) did not return to the meeting: _____

18. Adjournment

Moved by: _____ Seconded by: _____

Vote: FE _____ TI _____ JA _____ DH _____ SZ _____

Motion to adjourn carried _____ Yes _____ No
_____ Absent _____ Abstention

Let the record show that an audio recording of this meeting has been made and is on file in the Office of the Treasurer.

The meeting stands adjourned at _____ P.M.