

SPURR CUSTOMER SUCCESS STORY

Summary

Sacramento City Unified School District leveraged a SPURR Master Contract awarded to AMS.NET, Inc., for the district's classroom technology update in order to quickly move their project forward at the best possible prices with an experienced partner.

SPURR

The School Project for Utility Rate Reduction (SPURR), a joint powers authority of K-14 districts, has awarded SPURR Master Contracts through a competitive bid process, covering a variety of E-Rate eligible telecom products and services. SPURR Master Contracts have been used successfully for procurement under E-Rate rules covering consortium purchases.

Funding and the procurement processes often halt or restrict technology initiatives that are necessary to providing IT services. SPURR Master Contracts enable California public school districts, county offices of education and community colleges to leverage SPURR's 470 and 28-day bid posting to procure technology at discounted prices. AMS.NET holds a SPURR Master Contract for a portfolio of Cisco telecom and collaboration products, data center technology and structured wiring services.

The SPURR Master Contract was awarded to AMS.NET after a competitive bid process. SPURR conducted consortium RFPs applying evaluation criteria, with price weighed most heavily. This process assures school districts they are receiving the best pricing possible. By utilizing the SPURR Master Contract, not only can you procure technology at a great value, you can save time and resources, and work with a trusted advisor such as AMS.NET.

Customer Success Story

Sacramento City USD chose a SPURR Master Contract as their procurement vehicle for their classroom technology update. Their project included VoIP, wireless, routing / switching along with extensive structured wiring.

During the pre-sales process, AMS.NET's cabling team walked and documented 44 sites and worked with our presales engineering team to architect a solution for each site. The design and bill of materials included Cisco Wireless Access Points, Cisco Catalyst Switches, Cisco IP Phones and Cisco TelePresence video endpoints. The number of structured cabling drops and locations per classroom along with the type of cable connectivity, conduit and other layer 1 requirements were documented as well. Consideration was also given to not only meet today's present requirements within the District but future deployments and plans for growth. All non-E-rate items were also noted for planning and budgeting purposes. (Please see below a breakdown for cabling template and equipment recommendations or templates.)



SPURR CUSTOMER SUCCESS STORY

Cabling Site Template (What would a typical site look like from a cabling perspective):

- Cable Standard - CAT6 Berk-Tek Gray (This will be the new standard throughout the district) 50 micron-multi-mode- laser grade-12 strand-Fiber
- Standard Raceway – Panduit
- Large Capacity Raceway – Wiremold 5400
- Patch Panel & Jack's - Leviton or Keystone Style
- Drops – 5 drops per classrooms (4+1) standard for each classroom district wide - Growth Plan
- Cabinets – Damac

Equipment Site Templates (What would a typical site look like from an equipment perspective):

Normal Sites (6-12)

- MDF – Cisco Catalyst 4500 Series Switches
- IDF – Cisco Catalyst 2960 Series Switches
- WAP – Cisco 3600 Series Access Points
- UPS's to Support PoE Switching
- Phone – Cisco Unified Communications Licensing
- VC – Cisco TelePresence Infrastructure

Small Sites (K-8)

- MDF – Cisco Catalyst 3560x Series Switches
- IDF – Cisco Catalyst 2960 Series Switches
- WAP – Cisco 3600 Series Access Points
- UPS's to Support PoE Switching
- Phone – Cisco Unified Communications Licensing
- VC – Cisco TelePresence Infrastructure

Non- E-rate Eligible

- Cisco IP Phones
- Cisco Management Licensing
- Cisco LLMS
- Cisco LNCS
- Cisco Video Camera(s)(end points)

After the recommendations and templates were completed, the bill of materials was reviewed by Sacramento City USD's IT Staff to validate that our recommendations met their current needs as well as the district's 21st century classroom vision. AMS.NET and Sacramento City USD's team worked together to make sure our site information was correct and that our designs fit their project needs and available budget.

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Utilizing the SPURR Master Contract with AMS.NET, the district leveraged SPURR's Form 470 and saved valuable time in the E-rate bid process. With contracted prices, a simplified process for data collection and by not having to go through a lengthy bid process; Sacramento City USD saved valuable budget dollars. These cost savings were applied towards the E-rate matching funds. The district saved money with this year's filing and they will be able to repeat this process for future E-Rate filings for greater savings. Sacramento City USD found the SPURR Master Contract to be a good fit, helping them to move their project forward quickly, at the best price possible and with a partner that has the experience and resources to make the project successful!

Sacramento City USD is just one of our customers who have benefited from a SPURR Master Contract for technology procurement. SPURR membership is free and open to all California Public K-12 School Districts, County Offices of Education and Community College Districts. To take full advantage of a SPURR Master Contract, simply sign up for the free SPURR membership. You can join SPURR at no cost through execution a SPURR Joint Powers Agreement (JPA).

AMS.NET has extensive experience providing K-12 customers' technology solutions for nearly 25 years. We have expertise with E-Rate and several procurement methods, including SPURR Master Contracts. SPURR Master Contracts are proven procurement vehicles that are easy to use, cost effective, E-rate eligible and that allow education entities to procure best-of-breed technology products and services.

For More Information

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