

LOS ALAMITOS UNIFIED SCHOOL DISTRICT

June 14, 2022

APPROVAL OF MAINTENANCE AGREEMENTS

Approval is requested on the renewal of the following maintenance agreements:

Who: Sema Inc. dba CBE Office Solutions  
What: Ratification of renewal of annual maintenance agreement for Sema Inc. dba CBE Office Solutions folding machine  
Where: Districtwide  
When: June 1, 2022 through May 31, 2023  
Why: This is for the Reprographics folding machine used by school sites and District Office for site and Districtwide mailings.  
Cost: Approximately \$825.00. To be paid from the General Fund.

Who: ConvergeOne Inc.  
What: Renewal of maintenance agreement for the Cisco Unified Communication Solution  
Where: Districtwide  
When: July 1, 2022 through June 30, 2025  
Why: This agreement will allow for the continuance of the licensing and support of our Cisco Unified Communication solution integrating voicemail, voice to text, telephones, and call manager systems utilizing the board approved NASPO Agreement #7-20-70-47-01.  
Cost: Approximately \$140,000. To be paid from the Technology Budget. This agreement includes an additional 10% discount as part of a three year renewal.

Who: ConvergeOne Inc.  
What: Renewal of maintenance agreement for Cisco SmartNet  
Where: Districtwide  
When: July 1, 2022 through June 30, 2025  
Why: This agreement will allow for the continuance of the licensing, software updates, and support of our core Cisco system for routing, switching, internet routers and telephone system utilizing the board approved NASPO Agreement #7-20-70-47-01.  
Cost: Approximately \$155,000. To be paid from Technology funds. This agreement includes an additional 10% discount as part of a three-year renewal.

Who: Konica Minolta Business Solutions  
What: Approval of the renewal of the master service agreement between Konica Minolta Business Solutions USA, Inc. and Los Alamitos Unified School District  
When: July 1, 2022 through June 30, 2023  
Where: Districtwide

Why: The Master Service Agreement will utilize California Participating Addendum number 7-19-70-46-03 per the National Association of State Procurement Officials (NASPO) Valuepoint Master Service Contract Number 140597 awarded to Konica Minolta Business Solutions U.S.A., Inc. for the purchase of copiers and managed print services for the Los Alamitos Unified School District

Cost: Based on last year's monthly copy volumes, the cost would be approximately \$10,000.00 monthly. To be paid from the general fund.

Who: SASCO

What: Renewal of annual agreement with SASCO low-voltage cabling and electrical services Districtwide, as needed

When: July 1, 2022 through June 30, 2023

Where: Districtwide

Why: For services and repairs across the District. SASCO is certified in the areas of electrical, pathways, and data cabling work per industry standards, and they understand our technology needs, budget constraints, and consistently provide discounts and any savings back to the District.

Cost: Approximately \$30,000.00. To be paid from the Technology budget.

Who: Frontline Education

What: Renewal of annual maintenance and support agreement for Absence and Substitute Management System

Where: Districtwide

When: July 1, 2022 through June 30, 2023

Why: This annual maintenance and support agreement provides telephone support, updates, and enhancements to the Absence and Substitute Management System

Cost: \$22,003.48. To be paid from the General Fund.