

REGROUP

ROLLINS & SUMRALL

Education Group, Inc.

February 27, 2026

Jackson County School District
4700 Colonel Vickery
Vanceleave, MS 39565-5069

Dear Chairman of the Board,

Jackson County School District Contracted with Rollins & Sumrall Education Group for the purpose of E-Rate consulting for the 2026 E-Rate funding year. E-Rate is funding for Schools and Libraries for the procurement of telecommunications and technology services. E-Rate funding is administered by the Universal Service Administrative Company (USAC). The District entered into a competitive bid process for procurement of E-Rate Category 2 eligible products and services as required by E-Rate rules and regulations and State of Mississippi Procurement Law.

Four (4) vendors attended the mandatory vendor meeting and submitted a Letter of Intent to Bid for Category 2. The District received three (3) bids electronically through Central Bidding from BCI, EndeavorIT, and Howard and one (1) sealed bid from NWN Corporation. The bids have been examined and evaluated for cost effectiveness and the bid from Howard for UPSs Only and BCI for Cabling, Equipment, BMIC, and MIBS have been determined to be lowest and best while meeting the technical specifications along with all other requirements of the RFP.

E-Rate will fund 80% of the cost of the Category 2 E-Rate eligible products and services and the District will be responsible for 20% of the costs if the District decides to move forward with the project at the time of funding.

E-Rate requires that the bids be awarded and a purchase agreement entered into before applying for E-Rate funding, therefore Rollins & Sumrall Education Group recommends the acceptance of the Howard UPSs Only proposal and the BCI Cabling, Equipment, BMIC, and MIBS proposal for E-Rate Category 2 Products and Services. We request board approval of the Proposed Purchase Agreement with Howard and BCI.

The Category 2 Proposed Purchase Agreement is contingent upon (1) the receipt of adequate funding from the Schools and Libraries Division of USAC as represented in a Funding Commitment Decision Letter and, (2) the availability of local funds from the District, and (3) the District's need for the products and services at the time of funding from USAC. The Category 2 Proposed Purchase Agreement also allows the District to increase or decrease as necessary upon receipt of funding from USAC, availability of district funds and the District's needs at the time of funding.

Sincerely,

Millie Rollins
Rollins & Sumrall Education Group, Inc.

Agreement to Purchase

Addendum to Form 471: Intent to Purchase

**Jackson County School District
Entity Number 128706
Vanceleave, MS**

Agreement #JCSD-Howard RFP#2026-1

After complying with all relevant purchasing laws and requirements of the State of Mississippi and the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), and upon receipt of notification of funding from SLD, the Jackson County School District ("Purchaser") agrees to purchase from _____Howard_____ ("Seller") the UPS items and/or services designated in the Sellers response to the Purchasers E-Rate Category 2 Request for Proposals (RFP) subject to the following provisions. The seller and purchaser both agree to the terms and conditions set forth in the RFP and in the seller's response to the RFP. The Purchaser reserves the right to increase or decrease quantities.

This Agreement is specifically contingent upon (1) the receipt of adequate funding from the Schools and Libraries Division of USAC as represented in a Funding Commitment Decision Letter and, (2) the availability of local funds from the Purchaser, and (3) the purchasers need for the products and services at the time of funding from USAC.

The term of this agreement will be from July 1, 2026 to September 30, 2028.

The foregoing terms are incorporated into the Form 471 Intent to Purchase.

Signed: _____

Signed: _____

Dated: _____

Dated: _____

Name of School Representative: _____

Name of Vendor Representative: _____

Title of School Representative: _____

Title of Vendor Representative: _____

Jackson County School District

Name of Vendor: _____Howard_____

Billed Entity Number 128706

Service Provider ID Number: _____

Agreement to Purchase

Addendum to Form 471: Intent to Purchase

**Jackson County School District
Entity Number 128706
Vanceleave, MS**

Agreement #JCSD-BCI RFP#2026-1

After complying with all relevant purchasing laws and requirements of the State of Mississippi and the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), and upon receipt of notification of funding from SLD, the Jackson County School District ("Purchaser") agrees to purchase from _____BCI_____ ("Seller") the Cabling, Equipment (minus UPSs), BMIC, and MIBS and/or services designated in the Sellers response to the Purchasers E-Rate Category 2 Request for Proposals (RFP) subject to the following provisions. The seller and purchaser both agree to the terms and conditions set forth in the RFP and in the seller's response to the RFP. The Purchaser reserves the right to increase or decrease quantities.

This Agreement is specifically contingent upon (1) the receipt of adequate funding from the Schools and Libraries Division of USAC as represented in a Funding Commitment Decision Letter and, (2) the availability of local funds from the Purchaser, and (3) the purchasers need for the products and services at the time of funding from USAC.

The term of this agreement will be from July 1, 2026 to June 30, 2031.

The foregoing terms are incorporated into the Form 471 Intent to Purchase.

Signed: _____ Signed: _____

Dated: _____ Dated: _____

Name of School Representative: _____ Name of Vendor Representative: _____

Title of School Representative: _____ Title of Vendor Representative: _____

Jackson County School District Name of Vendor: _____BCI_____

Billed Entity Number 128706 Service Provider ID Number: _____

Jackson County School District 2025 C2 Erate Bid Evaluation

| Category 2 | | | | | | | | | |
|----------------------------|-----------------|---|------------|-----------|---------|---------------|-------------|--------------|-------|
| Cabling | | | | | | | | | |
| Possible Points | 50 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 100 |
| | Price | References | Tech Specs | Tech Cert | # Staff | Response Time | Ease of Use | Previous Exp | Total |
| BCI | 41 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 91 |
| NWN | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Howard | 50 | 2 | 10 | 3 | 2 | 3 | 0 | 20 | 90 |
| Endeavor IT | 50 | 2 | 10 | 3 | 2 | 0 | 0 | 0 | 67 |
| BCI | \$ 77,367.34 | | | | | | | | |
| NWN | NO BID | | | | | | | | |
| Howard | \$ 63,502.00 | | | | | | | | |
| Endeavor IT | \$ 63,642.50 | | | | | | | | |
| UPS Only | | | | | | | | | |
| Possible Points | 50 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 100 |
| | Price | References | Tech Specs | Tech Cert | # Staff | Response Time | Ease of Use | Previous Exp | Total |
| BCI | 49 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 99 |
| NWN | 13 | 2 | 5 | 3 | 2 | 3 | 10 | 5 | 43 |
| Howard | 50 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 100 |
| Endeavor IT | 33 | 2 | 10 | 3 | 2 | 0 | 0 | 0 | 50 |
| BCI | \$ 7,094.90 | Triplite | | | | | | | |
| NWN | \$ 26,952.00 | Vertiv | | | | | | | |
| Howard | \$ 6,890.00 | Triplite | | | | | | | |
| Endeavor IT | \$ 10,350.00 | Triplite | | | | | | | |
| Equipment Minus UPS | | | | | | | | | |
| Possible Points | 50 | 2 | 5 | 3 | 2 | 3 | 10 | 20 | 95 |
| | Price | References | Tech Specs | Tech Cert | # Staff | Response Time | Ease of Use | Previous Exp | Total |
| BCI | 48 | 2 | 5 | 3 | 2 | 3 | 10 | 20 | 93 |
| NWN | 50 | 2 | 0 | 3 | 2 | 3 | 0 | 5 | 65 |
| Howard | 45 | 2 | 5 | 3 | 2 | 3 | 10 | 20 | 90 |
| Endeavor IT | 31 | 2 | 5 | 3 | 2 | 0 | 0 | 0 | 43 |
| BCI | \$ 1,782,383.21 | Cisco APs & Switches and Fortigate Firewall | | | | | | | |
| NWN | \$ 1,706,682.14 | Extreme APs & Switches and Palo Alto Firewall | | | | | | | |
| Howard | \$ 1,910,270.00 | Cisco APs & Switches and Fortigate Firewall | | | | | | | |
| Endeavor IT | \$ 2,724,649.50 | Cisco APs & Switches and Fortigate Firewall | | | | | | | |
| MIBS | | | | | | | | | |
| Possible Points | 50 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 100 |
| | Price | References | Tech Specs | Tech Cert | # Staff | Response Time | Ease of Use | Previous Exp | Total |
| BCI | 50 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 100 |
| NWN | 45 | 2 | 10 | 3 | 2 | 3 | 5 | 5 | 75 |
| Howard | 45 | 2 | 10 | 3 | 2 | 3 | 5 | 20 | 90 |
| Endeavor IT | 49 | 2 | 10 | 3 | 2 | 0 | 0 | 0 | 66 |
| | | Hourly Rate | | | | | | | |
| BCI | \$ 129,600.00 | \$ 135.00 | | | | | | | |
| NWN | \$ 144,000.00 | \$ 150.00 | | | | | | | |
| Howard | \$ 144,704.00 | \$ 150.73 | | | | | | | |
| Endeavor IT | \$ 132,000.00 | \$ 137.50 | | | | | | | |
| BMIC | | | | | | | | | |
| Possible Points | 50 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 100 |
| | Price | References | Tech Specs | Tech Cert | # Staff | Response Time | Ease of Use | Previous Exp | Total |
| BCI | 9 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 59 |
| NWN | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Howard | 8 | 2 | 10 | 3 | 2 | 3 | 10 | 20 | 58 |
| Endeavor IT | 50 | 2 | 0 | 3 | 2 | 0 | 0 | 0 | 57 |
| BCI | \$ 352,070.93 | renewal license 5yr | | | | | | | |
| NWN | NO BID | | | | | | | | |
| Howard | \$ 385,050.00 | renewal license 5yr | | | | | | | |
| Endeavor IT | \$ 60,000.00 | 80 hrs break fix per year 5yr term | | | | | | | |

Bids were evaluated by examining each portion of the bid using price as the primary factor at 50%. The BCI bid for Cabling, Equipment Minus UPS, BMIC, and MIBS met the required specifications of the RFP and was lowest and best using price as the primary factor. The Howard bid for UPSs Only met the required specifications of the RFP and was lowest and best using price as the primary factor. The recommendation is to award the bid to Howard for UPS Only and BCI for Cabling, Equipment Minus UPS, BMIC, and MIBS.