

**GLENBROOK HIGH SCHOOLS
District Business Office**

TO: Dr. Mike Riggle

FROM: Kimberly Ptak

DATE: July 15, 2013

**RE: DISCUSSION/ACTION: APPROVAL OF WIRELESS ACCESS POINT
LEASE**

Recommendation

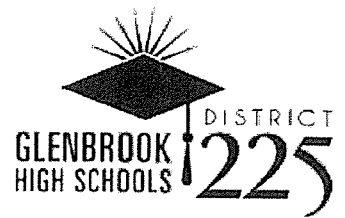
It is recommended that the Board of Education approve a 5-year, dollar buy-out lease with American Capital at an annual price of \$43,375.57.

Background

As part of the FY 13/14 technology plan, the board approved adding 280 wireless access points to support the one-to-one initiative. In addition, the existing 170 access points which are almost 5 years old will also be replaced. The total purchase price of the new equipment is \$209,056.33 and will be financed through a 5-year, dollar buy-out lease. Marcus is looking for opportunities to sell the existing 170 access points which he estimates will sell for \$200 per access point or \$34,000.

Competitive Quotes

American Capital	\$43,375.57/year
MB Financial	\$45,401.05/year
TIP Capital	\$66,899/year



To: Mike Riggle, Superintendent
From: Marcus Thimm, CTO
Date: 4/1/13
Re: Existing Aruba Wireless Access Point Upgrade Opportunity

For your information:

While discussing the bill of materials for our Aruba wireless systems expansion with Aruba we identified an opportunity to also replace our existing (~4.5 year old) Aruba access points (AP) model 125 with the new model 135 devices.

Aruba is extending a special incentive that provides additional discounts for device trade-ups like this one. This incentive is only available as part of our planned upgrade purchase and will allow us to have a consistent and equitable infrastructure throughout the district.

This program provides an additional discount of 23% per unit when upgrading these existing AP. The replacement of existing 170 AP devices to model 135 will cost \$403.81 each. Or \$68,647.70 total. We will be able to sell the existing AP to other districts to further recover costs for this upgrade (estimating up to ~\$36,000). I have already reached out to peer districts that may be interested in purchasing the equipment we are replacing.

We are using a \$1 buy-out lease for 5 years for our wireless equipment refresh and this additional upgrade reflects an additional annual lease cost of \$13,800 minus any revenue from sale of the existing devices. The additional hardware expense will be covered through the hardware budget line item and repairs and maintenance line item as we have an allocation for AP repairs/replacements embedded into these budget line items.

Please advise if you require additional information on this upgrade.

Marcus Thimm
Chief Technology Officer