



Educational Service District 112  
2500 NE 65th Avenue  
Vancouver, WA 98661  
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Woodland Public Schools  
Michael Green, Superintendent  
800 Third Street  
Woodland, WA 98674

January 11, 2015

**Subject: New Phone System Bid Recommendation**

Dear Michael

As requested, this letter provides our input and recommendations in relation to the January 6, 2015 RFP for a new phone system for Woodland Public Schools.

**Background:**

- The RFP for replacement of the PBX, voicemail system and all of the phones was published in the Journal of Commerce on December 1 and December 8. We independently contacted 8 firms to notify them of the school districts issuance of the RFP.
- Three firms attended the bidders walk through. They were McKinstry, NWMAP and Ednetics.
- On January 5, McKinstry and NWMAP notified us by email that they would not be bidding. Ednetics was not told that the other two firms had dropped out.
- Ednetics was the sole firm to submit a bid. They propose to install a Cisco Systems phone system.
- Our initial estimated cost for a new PBX, voicemail system and all phones phone system for a 250 phone was \$800 per phone, or approximately \$200,000. Ednetics proposed price to replace the entire phone system including the voicemail system and all phones is \$135,938.76, not including WSST or any of the extended warranty or additional license options that were offered. That equates to \$540 per phone.
- Ednetics is a well-known technology service provider, headquarter in Post Falls Idaho. They primarily do K-12 schools and are known throughout Washington State to be responsive and responsible. They are presently contracted by WPS new High School general contractor to provide and install the data network, AV and Intercom / PA / Clock / Bell system.
- I contacted all of their references and each of them said they like Ednetics and plan to use them for future projects. The references provided were the technology directors at Lake Stevens SD, Pasco SD and Quincy SD.

**Recommendation:**

After reviewing their proposal, speaking with their references and doing a teleconference with WPS representatives and Ednetics to dig deeper into some of the technical aspects of the proposed systems, it appears to us that Ednetics proposal complies with all of the requirements in the RFP, is a reasonable price, and would provide a high quality system for WPS.

We recommend that WPS accept the Ednetics proposal.

Thank you.

A handwritten signature in black ink, appearing to read 'Rod Roduin', written in a cursive style.

Rod Roduin  
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