



June 24, 2020

**TO:** THE DISTRICT BOARD OF TRUSTEES  
OF VALENCIA COLLEGE

**FROM:** SANFORD C. SHUGART  
President

**RE:** AWARD OF EAST CAMPUS WIFI ENHANCEMENTS

Valencia's East Campus, in its efforts to support the thousands of students, faculty and staff who rely on consistent WIFI service coverage while on campus, has historically had challenges with its WIFI coverage in many areas of the campus. To identify and validate the coverage weaknesses, a survey was completed on East campus which confirmed the extent and locations of WIFI coverage shortfalls. To complicate matters, on March 13, 2020, the College transitioned to a fully online learning environment disadvantaged many students who have difficulty accessing strong and consistent WIFI at their homes. Consequently, many students drove to campus to sit in their cars in the East Campus parking lots, hoping to access the College's WIFI system in order to complete their on-line assignments. Unfortunately, our WIFI coverage did not always provide that access.

The current wireless infrastructure on East Campus was installed approximately seven years ago, at a time when a much smaller percentage of students took distance learning classes and students, faculty and staff did not have as strong of a reliance on technology. Today, the majority of our students have multiple devices needing access to WIFI and also take both on-campus and online learning classes, which increases the need for better WIFI access as students work both on and off campus to complete their assignments. Additionally, there are safety apps that rely on strong WIFI access to communicate with students in all areas of the campus.

On September 20, 2019, Valencia posted RFQ 2020-08 East Campus Wi-Fi Site Survey. This RFQ sought vendors to survey the wireless needs for East Campus to provide for current and emerging needs. Six vendors, Archis, Inc.; DGR Systems, LLC; Presidio Network Solutions, LLC; NetPlanner Systems, Inc.; Layer 3 Communications, LLC; and NetSync Network Solutions, Inc. initially responded, and two finalists were named: NetPlanner Systems, Inc. and Presidio Networked Solutions, LLC. These vendors were selected based upon the completeness of their responses indicating the ability to meet our needs as well as their experience in higher education or a like industry. After presentations from both vendors, Presidio Networked Solutions, LLC, was selected to perform the survey on November 1, 2020. The committee determined that Presidio's high quality presentation of its proposal, including its detailed answers to questions posed, its experience working with Embry Riddle, the University of Central Florida, Seminole State College, Daytona State College, the School District of Osceola County and Orange County Public Schools, and prior positive work experience with Valencia College provided a sound basis for Presidio's selection. The survey was completed and presented by Presidio on May 4, 2020 (delayed due to COVID-19). Along with the results, a proposal was submitted to complete an agreed upon wireless upgrade for East Campus. It is

important to note that Florida law exempts the procurement of information technology resources from the requirement to solicit competitive offers. In this case, the College determined that it was in its best business interests to observe this exemption, which resulted in an award to Presidio of \$584,419 for the project, pending Board approval.

Consistent with the guidance received from United States Department of Education Secretary DeVos on April 21, 2020, certain CARES funding received by the College should be disbursed to expand the remote learning environment and build on the information technology capacity to support online programs. The College believes this WIFI system upgrade qualifies for funding from the CARES Act Section 18004 (c) based on this guidance.

RECOMMENDATION:

The President recommends that the District Board of Trustees authorize the contract award to Presidio Networked Solutions LLC for the completion of enhanced WI-FI on East Campus at a cost of \$584,419.



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President