



# PUBLIC SCHOOLS OF NORTH CAROLINA

DEPARTMENT OF PUBLIC INSTRUCTION | Mark Johnson, *Superintendent of Public Instruction*

WWW.DPI.NC.GOV

**TO** Cisco Systems  
**FROM** Michael Beaver, NCDPI Procurement  
**DATE** February 12, 2020

## NOTICE OF AWARD – IFB 40-RQ22294323 E-RATE CATEGORY 2

A. In response to your bid submission to IFB 40-RQ22294323 for E-rate Category 2 goods and services, The North Carolina Department of Public Instruction hereby:

1. Accepts the offered pricing discounts as an initial “floor” discount, with the understanding that each Public-School Unit and Public Library will receive individualized quotes at the same or greater discount level.
2. Accepts the following goods and services offered: **All goods and services**
3. Declines the following goods and services offered: none.
4. Accepts the following proposed third parties to offer sales, installation, basic maintenance, and professional services:

Third-party	SPIN	Sales Contact Name	Sales Contact Email	Sales Phone
DISYS	143022163	Vinu Luthra	bidsdistribution@dsitech.com	(571) 707-3636
Encore	143037152	Thomas Schwab	tschwab@encoretg.com	(864) 326-3226
Internetwork Svcs	143025710	Chris Applegate	capplegate@ineteng.com	(704) 540-5800
NWN	143017706	Shannon Ludwig	Sludwig@nwnit.com	(919) 653-4400
Presidio	143015315	Jackie Arnett	jarnett@presidio.com	(812) 342-6188

5. Declines the following proposed third parties: none.

B. **No work may start until you receive a fully executed contract from NCDPI.** This memo is an intent-to-contract notification. You may provide quotes to eligible schools and libraries immediately for E-rate Funding Year 2020.

C. Your operational point of contact for this contract is:

Michael Ramsey, Manager, School Connectivity  
Email: [michael.ramsey@dpi.nc.gov](mailto:michael.ramsey@dpi.nc.gov) Phone: 828-278-9770

### Please email Michael Ramsey as soon as possible the following information:

- a. Your receipt and acceptance of this memo and,
- b. Your preferred operational contact information for this contract (name, email, phone).

MB/msr

c: Michael Ramsey