

# PURCHASING AGENDA ITEM

Hernando County School District

**School Board Approval Meeting:**

**September 9, 2025**

**Bid No. 26-257-14 PB**

**Bid Title: Technology Product Solutions  
and Related Services**

*Recommend approval of this agenda item under the specific category below:*

- |   |  |   |   |
|---|--|---|---|
| <input type="checkbox"/> Lowest Bid(s)        | <input type="checkbox"/> Request for Proposal(s)           | <input type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation   |
| <input type="checkbox"/> Revised Award        | <input type="checkbox"/> Renewal of Contract               | <input type="checkbox"/> Sole/Single Source               | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Contract Termination | <input type="checkbox"/> Amendments to Contract            | <input type="checkbox"/> Extension of Contract            | <input type="checkbox"/> Emergency                |
| <input type="checkbox"/> Reversed Auction     | <input checked="" type="checkbox"/> Piggyback: Cooperative | <input type="checkbox"/> Responsive/Responsible Bidders   |   |

**Bid Contract Period:**

**09/09/2025 through 04/30/2026**

☐ N/A – One Time Purchase

**Contract Type:**

☐ Estimated  
Dollar Amount

☐ Firm, Fixed  
Dollar Amount

☐ Firm, Fixed  
Unit Prices

☐ Firm, Fixed Unit Prices,  
Hourly Rates, Fees and/or  
Percentages

**Renewal Options:**

No. of Terms  
Remaining  
2

☐ Length of  
Each Term (month)

☒ Length of  
Each Term (year)  
1

☐ None

**Rationale/Reason:** Piggyback OMNIA Partners, Contract No. 23-6692-04: Technology Product Solutions and Related Services, awarded to Iron Bow Technologies. HCSB Bid No. 26-257-14 PB has been assigned for internal tracking purposes.

Bidders Electronically  
Downloaded From  
Bidnet Direct Website:

Bids Received:

No Bids:

Late Bids:

Rejected Bids:

☒ N/A – Bids Not  
Required: Piggyback

**Submitted By:**

Christopher Reckner  
Director of Purchasing & Warehousing

**School(s):** District Wide

**Requested By:**

Angel Pagan  
Director of Safe Schools

**Department(s):** Office of Safe Schools

Recommended award: (See attached)

**T/C CODE: 2614**

**Awarded Vendor:**

**Iron Bow Technologies, LLC**

Ann Nguyen

[Ann.nguyen@ironbow.com](mailto:Ann.nguyen@ironbow.com)

Seth Price

[Seth.price@ironbow.com](mailto:Seth.price@ironbow.com)

**Table 5. Iron Bow Minimum Discounts by OEM**

| Manufacturer (OEM)                    | Product Category                    | Min Discount (%) | Product Category | Min Discount (%) | Product Category  | Min Discount (%) | Product Category   | Min Discount (%) | Product Category | Min Discount (%) |
|---------------------------------------|-------------------------------------|------------------|------------------|------------------|-------------------|------------------|--|------------------|------------------|------------------|
| American Power Conversion Corp. (APC) | All                                 | 12%              |                  |                  |                   |                  |  |                  |                  |                  |
| Apple, Inc.                           | Notebooks                           | 3%               | Desktop          | 3%               | Ipads             | 1%               | Acessories   | 2%               | Apple Care       | 1%               |
| Aruba                                 | Hardware                            | 24%              |                  |                  |                   |                  |  |                  |                  |                  |
| Asylon                                | All                                 | 2%               | All              | 5%               |                   |                  |  |                  |                  |                  |
| Ava security                          | Hardware (Network)                  | 3%               | Software         | 3%               | Services          | 3%               | Security Licenses  | 3%               |                  |                  |
| Avaya, Inc.                           | Software                            | 4%               |                  |                  |                   |                  |  |                  |                  |                  |
| Axis Communications AB                | Hardware (Network)                  | 10%              | Software         | 10%              | Security Licenses | 5%               |  |                  |                  |                  |
| Belkin International, Inc.            | Hardware (Accessories)              | 3%               |                  |                  |                   |                  |  |                  |                  |                  |
| Canon, Inc.                           | All                                 | 1%               |                  |                  |                   |                  |  |                  |                  |                  |
| Centegix                              | CrisisAlert Annual Per Site Pricing | 12%              | Gateway          | 2%               | Badges            | 2%               | Hubs, Strobes, Locating beacon, Outdoor Kit, Scanner, intercom, Cellular wireless backup, Map rendering, Hub Cover | 2%               |                  |                  |
| Checkpoint Software Technologies Ltd. | Software                            | 14%              | Renewal          | 2%               |                   |                  |  |                  |                  |                  |
| CHIEF                                 | All                                 | 1%               |                  |                  |                   |                  |  |                  |                  |                  |

| Manufacturer (OEM)      | Product Category   | Min Discount (%) | Product Category                                    | Min Discount (%) | Product Category                         | Min Discount (%) | Product Category                   | Min Discount (%) | Product Category  | Min Discount (%) |
|-------------------------|--|------------------|---|------------------|--|------------------|------------------------------------|------------------|---|------------------|
| Ciena Corp.             | OEM, IRM; Waveserver Software Licenses - E1                          | 1%               | 6500 Photonics, MSPP and MISC COMMONS; RLS, ELS - F | 24%              | Waveserver (Commons and 100G) F1         | 28%              | 6500 Software -F2                  | 47%              | PLOPT A, 6500 100G/40G/10 G, T-series, Packet Transport System (PTS), 81xx, DCO - J | 21%              |
|                         | Implementation & Consulting services; Maintenance services, Training | 6%               | Packet Networking (39xx/51xx); PLOPT-E - L          | 36%              | PLOPTF, Packet Networking SFPs/XFPs - 67 | 42%              | ESM Software; 38xx; Intel XCVR - u | 26%              | 2150, 2110 - y  | 52%              |
| Cisco Systems, Inc.     | Hardware   | 36%              | Software  | 20%              | SmartNet Total Care                      | 13%              | A Flex                             | 12%              | UCS Hardware  | 42%              |
|                         | UCS SmartNet   | 13%              | SmartNet Total Care 1 year                          | 13%              | SmartNet Total Care 3 year               | 15%              | SmartNet Total Care 5 year         | 18%              | Advanced Services   | 1%               |
| Citrix Systems, Inc.    | All  | 2%               |   |                  |  |                  |                                    |                  |   |                  |
| Cognyte software        | Software   | 1%               |   |                  |  |                  |                                    |                  |   |                  |
| Cohesity, Inc.          | Data protection and storage  | 5%               | Software  | 5%               | Hardware                                 | 5%               |                                    |                  |   |                  |
| CommVault Systems, Inc. | Software   | 8%               | Maintenance   | 1%               | Services                                 | 2%               | Training                           | 2%               |   |                  |
| CrowdStrike, Inc.       | All  | 8%               |   |                  |  |                  |                                    |                  |   |                  |
| Dell, Inc.              | Precision Mobile   | 31%              | Latitude  | 31%              | XPS                                      | 1%               | Rugged                             | 28%              | Chrome Education  | 28%              |
|                         | Chrome Enterprise  | 28%              | Optiplex  | 32%              | Precision Workstations                   | 31%              | Dell Thin Clients                  | 17%              | Alienware Aurora  | 2%               |

| Manufacturer (OEM)             | Product Category   | Min Discount (%) | Product Category   | Min Discount (%) | Product Category  | Min Discount (%) | Product Category       | Min Discount (%) | Product Category | Min Discount (%) |
|--------------------------------|--------------------|------------------|--------------------|------------------|-------------------|------------------|------------------------|------------------|------------------|------------------|
| Dell, Inc. - Data Center       | 1 Socket Servers   | 31%              | 2 Socket Servers   | 42%              | 4 Socket Servers  | 42%              | 1 Socket Tower Servers | 31%              | FX               | 42%              |
|                                | PowerVault         | 38%              | Dell EMC SC        | 38%              | MD                | 38%              | Data Protection        | 41%              |                  |                  |
| Dell, Inc. - Monitors          | P Series Monitors  | 15%              | E Series Monitors  | 15%              | U Series Monitors | 15%              | Conference Monitor     | 15%              |                  |                  |
| Eaton Corp.                    | Hardware           | 8%               |                    |                  |                   |                  |                        |                  |                  |                  |
| Elasticsearch, Inc.            | All                | 2%               |                    |                  |                   |                  |                        |                  |                  |                  |
| Extron Electronics             | All                | 3%               |                    |                  |                   |                  |                        |                  |                  |                  |
| F5 Networks, Inc.              | All                | 4%               |                    |                  |                   |                  |                        |                  |                  |                  |
| Gallagher security             | Hardware (Network) | 3%               | Software           | 3%               | Services          | 3%               | Security Licenses      | 3%               |                  |                  |
| Genetec                        | Hardware (Network) | 2%               | Software           | 2%               | Services          | 2%               | Security Licenses      | 2%               |                  |                  |
| Gigamon Systems, LLC           | All                | 1%               |                    |                  |                   |                  |                        |                  |                  |                  |
| Hanwha                         | Hardware (Network) | 3%               | Software           | 3%               | Services          | 3%               | Security Licenses      | 3%               |                  |                  |
| Hewlett Packard Enterprise Co. | Servers            | 24%              | Enterprise Storage | 31%              | Hyperconverged    | 31%              |                        |                  |                  |                  |
| HP, Inc.                       | Servers            | 25%              | Client             | 28%              | Storage           | 25%              |                        |                  |                  |                  |
| IBM Corp.                      | SaaS               | 1%               | Non-SaaS           | 1%               |                   |                  |                        |                  |                  |                  |
| Intel Corp.                    | All                | 1%               |                    |                  |                   |                  |                        |                  |                  |                  |
| Intel Security Group (McAfee)  | All                | 12%              |                    |                  |                   |                  |                        |                  |                  |                  |
| Ixia                           | All                | 2%               |                    |                  |                   |                  |                        |                  |                  |                  |
| Jabra Corp.                    | Hardware           | 2%               |                    |                  |                   |                  |                        |                  |                  |                  |
| Juniper Networks, Inc.         | Hardware           | 22%              | Software           | 22%              | Support           | 7%               |                        |                  |                  |                  |
| Lenel S2                       | Hardware (Network) | 3%               | Software           | 3%               | Security Licenses | 3%               |                        |                  |                  |                  |

| Manufacturer (OEM)          | Product Category | Min Discount (%) | Product Category                   | Min Discount (%) | Product Category     | Min Discount (%) | Product Category                         | Min Discount (%) | Product Category                             | Min Discount (%) |
|-----------------------------|------------------|------------------|------------------------------------|------------------|----------------------|------------------|--|------------------|--|------------------|
| Lexmark International, Inc. | All              | 4%               |                                    |                  |                      |                  |  |                  |  |                  |
| LG Corp.                    | All              | 1%               |                                    |                  |                      |                  |  |                  |  |                  |
| Logitech, Inc.              | All              | 13%              |                                    |                  |                      |                  |  |                  |  |                  |
| Microsoft Corp.             |                  | 1%               |                                    |                  |                      |                  |  |                  |  |                  |
| NetApp, Inc.                | All              | 10%              |                                    |                  |                      |                  |  |                  |  |                  |
| Nutanix, Inc.               |                  | 10%              |                                    |                  |                      |                  |  |                  |  |                  |
| Palo Alto Networks, Inc.    | Products         | 12%              | Cloud Delievered Security Services | 12%              | PANW premium support | 6%               | Partner Enablement Premier Support (ASC) | 1%               | Partner Enablement Premier Support (non-ASC) | 6%               |
|                             | Proff Services   | 1%               | Backline Bundles (Non-ASC)         | 13%              | Prisma Cloud         | 2%               |  |                  |  |                  |
| Panasonic Corp.             | All              | 12%              |                                    |                  |                      |                  |  |                  |  |                  |
| Pexip AS                    | Software         | 15%              | Support                            | 5%               | Installation         | 5%               | Services                                 | 5%               |  |                  |
| Planar Systems, Inc.        | All              | 5%               |                                    |                  |                      |                  |  |                  |  |                  |
| Plantronics, Inc.           | All              | 5%               |                                    |                  |                      |                  |  |                  |  |                  |
| Poly.                       | DC2              | 3%               | DC3                                | 5%               | DC4                  | 7%               | DC6                                      | 17%              | DC8  | 22%              |
|                             | DC10             | 27%              | DC11                               | 14%              | DC12                 | 32%              | DC13                                     | 32%              |  |                  |
| Polycom, Inc.               | All              | 2%               |                                    |                  |                      |                  |  |                  |  |                  |
| Pure Storage, Inc.          | All              | 6%               |                                    |                  |                      |                  |  |                  |  |                  |
| Qognify                     | Software         | 3%               | Services                           | 3%               | Security Licenses    | 3%               |  |                  |  |                  |
| Quest Software, Inc.        | All              | 1%               |                                    |                  |                      |                  |  |                  |  |                  |
| Red Hat, Inc.               | Software         | 4%               | Ansible                            | 4%               |                      |                  |  |                  |  |                  |
| Riverbed Technology, Inc.   | All              | 1%               |                                    |                  |                      |                  |  |                  |  |                  |

| Manufacturer (OEM)                   | Product Category | Min Discount (%) | Product Category | Min Discount (%) | Product Category | Min Discount (%) | Product Category | Min Discount (%) | Product Category | Min Discount (%) |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Ruckus Wireless, Inc.                | Hardware         | 8%               | Software         | 6%               | Maintenance      | 4%               |                  |                  |                  |                  |
| Samsung Group                        | All              | 1%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Sharp Corp.                          |                  | 20%              |                  |                  |                  |                  |                  |                  |                  |                  |
| Silver Peak Systems, Inc.            | All              | 24%              |                  |                  |                  |                  |                  |                  |                  |                  |
| Skyline Advanced Technology Services | Services         | 25%              |                  |                  |                  |                  |                  |                  |                  |                  |
| SMART Technologies Corp.             | All              | 2%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Sole Source Technology, LLC          | Software         | 25%              | Hardware         | 15%              |                  |                  |                  |                  |                  |                  |
| Splunk, Inc.                         | All              | 5%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Symantec Corp. (Broadcom)            | Software         | 1%               | Services         | 1%               | Training Credits | 1%               |                  |                  |                  |                  |
| Tenable Network Security, Inc.       | All              | 5%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Tripp Lite                           | All              | 10%              |                  |                  |                  |                  |                  |                  |                  |                  |
| Veeam Software                       | All              | 5%               |                  |                  |                  |                  |                  |                  |                  |                  |
| VMware, Inc.                         | All              | 4%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Western Digital Corp.                | All              | 2%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Xerox Corp.                          | Products         | 2%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Zoom Corp.                           | Meetings         | 7%               |                  |                  |                  |                  |                  |                  |                  |                  |
| Zscaler                              | All              | 10%              |                  |                  |                  |                  |                  |                  |                  |                  |