Palm Beach State College
District Board of Trustees Meeting

February 27, 2024

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Liberal Arts Conference 2024
“This We Believe”

February 6th and 7th

Palm Beach Gardens, Florida

New Faculty Experience

Palm Beach State College
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2024 PBSC/Florida College System

Legislative Update

Ms. Abby Ross, Executive Director
Community Engagement & Special
Assistant to the President

February 27, 2024

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Appropriations – FCS Highlights

- **House total proposed budget = $115.5b; Senate total proposed budget = $115.9b (for perspective, 2023-24 budget = approximately $119.1b)**

- Senate Higher Education Budget
  - FCS = $2.4b
  - Workforce education = $639.3m

- House Higher Education Budget
  - FCS = $1.8b
  - Workforce education = $641m

- Full funding of all estimated students for all financial aid programs, including a $26.2 million increase for Bright Futures and $9.1 million increase for other financial aid programs

- **$50 million increase to the funding formula ($100m for 2023-24)**

Appropriations - PBSC

- Currently awaiting House/Senate to appoint “conferees” and thereby begin conferencing *(began yesterday)*
- Senate proposed budget:
  - $9.7m for LW library remodel
  - $1m for Emergency Response Training Center (ERTC)
- House proposed budget:
  - $0
- Governor’s Recommended budget:
  - $10.9m for library remodel
- Working with sponsors to ensure we remain top of mind. Whatever is not worked out amongst each silo’s chair will be “bumped” to each Chamber’s Appropriations Chair (Broxson/Leek)
- Currently, PBSC requests are in the full Senate proposed budget

State Group Health Insurance Program

- SB 2516/HB 5101 (conforming bill) provides for the FCS to enter the SGHIP by August 1, 2024
- If the college enrolls, must do so for a minimum of three years
- An $80m appropriation from the Senate General Revenue proposed budget to support the initial "buy-in"; ongoing discussion with DMS how this would be paid for each year thereafter and whether the state would pick up increases as is done with SUS.
- House does not recommend any funding in current budget.
- All 28 FCS presidents signed onto joint letter to stay united; want to be treated same as SUS
- Currently, thanking Members for their position and asking them to hold
- With Senator Broxson as Senate Appropriations Chair, best chance we've had in years

Update on Bills

HB 1285/SB 996 (Rep. Canady; Sen. Burgess)

- Comprehensive bill with many facets
- As it pertains to FCS:
  - Requires school districts to make reasonable efforts to enter into dual enrollment agreements with FCS institutions that offer online courses
- An amendment added to the bill allows MDC, Polk State and TCC to charge up to $290 per credit hour non-resident distance learning students on a program-by-program basis (argument is that this creates more competition to recruit more out-of-state learners)
- An amendment added regarding a prohibition as to certain business dealings for trustees (added to SUS as well).

"A member may not do business or have any business affiliation with any institution under his or her purview in the Florida College System while he or she is a member of a Florida College System institution's board of trustees."

- Pending action: Passed 84-35 in the House; awaiting Senate to hear the bill (retained on calendar)

Update on Bills

HB 767/SB 62: Resident Status for Tuition Purposes In-State (Rep. Edmonds; Senator Osgood)

- This legislation seeks to ensure that individuals who have faced incarceration can maintain their residency status for in-state tuition purposes when seeking higher education (by using expired documentation).
- The sponsor highlighted its aim to reduce financial burdens for those seeking education post-incarceration and potentially reduce recidivism.
- The bill received support from various representatives and public members, emphasizing the importance of education in rehabilitation and societal reintegration.
- Pending action: Awaiting floor action in House & Senate

Update on Bills

HB 7051/SB 7032: Education (Rep. Melo; Senate Postsecondary Education Committee/Senator Grall)

- Creates the Graduation Alternative to Traditional Education (GATE) program
- HB 7051 focuses on helping students earn postsecondary course credits at no cost to the student while pursuing the completion of a standard high school diploma or equivalent credential. The GATE program provides educational and workforce training opportunities while allowing these students to complete HSD/GED.
- The bill's provision includes making students aware of the GATE program upon disenrollment and prioritizing funding sources (federal/state aid) before waiving tuition and fees.
- An amendment was adopted to make the GATE waiver contingent on appropriations, aiming to enhance adult education and workforce training, particularly in rural areas. Student must complete program within three years.
- Pending action: Awaiting floor action in House & Senate

Update on Bills

HB 917/SB 460: Career and Technical Education (Rep. Snyder; Senator Simon)

- Proposes allowing 16 and 17-year-olds to work in residential construction under certain conditions to address workforce shortages and encourage career and technical education.
- The bill aims to introduce minors to the construction industry through safe and regulated environments, emphasizing the potential for skill development and career exploration.
- Concerns were raised about safety and the adequacy of OSHA 10 training, with opponents arguing that it may not meet the Department of Labor's training standards. The discussion highlighted the need for balancing workforce development with ensuring the safety and well-being of young workers.
- Pending action: Awaiting floor action in the House (today, 2/27); awaiting floor action in the Senate

Update on Bills

HB 151/SB 242: Florida Retirement System (Rep. Busatta Cabrera; Senator Hooper)

- Restores a 3% cost of living adjustment for eligible FRS pension plan members who were initially enrolled in the FRS prior to July 1, 2011.
- Begins July 1, 2024, which will adjust every July 1 thereafter.
- COLA language is not in HB but is in SB – remains to be seen which bill moves forward and the potential costs to be beared.
- Both bills require higher contributions for employees and the college.
- Pending action: In returning "messages" after Senate amended. Expected to be worked out during budget conference.

Questions?

Thank you!

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Tiger Woods, Rory McIlroy to launch technology-driven competition series for top stars with PGA Tour
Tiger Woods, Rory McIlroy partnering with PGA Tour to feature unique, one-day competitions, per report
Part of the PGA Tour's future is beginning to come into focus
LEAGUES AND GOVERNING BODIES
PGA TOUR
ESPN
Tiger Woods, Rory McIlroy partner with PGA Tour for new competition series: report
The project is expected to launch in 2024
FOX SPORTS

SoFi
TGL
tmrw SPORTS
Rory McILROY
Tiger WOODS
12
375
4
5

PARTNERSHIP TIMELINE

SPRING 2022

BDB BUSINESS DEVELOPMENT BOARD of PALM BEACH COUNTY

DECEMBER 2022

PALM BEACH STATE COLLEGE

FEBRUARY 2023

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February 21, 2023

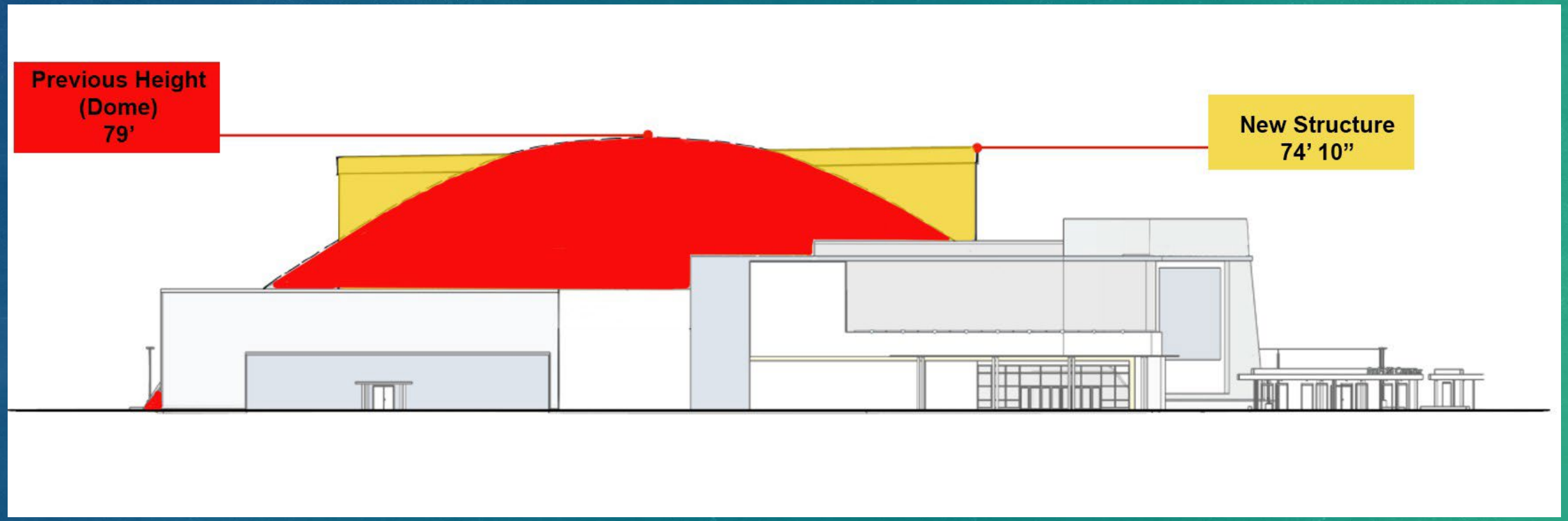
OUR PARTNERSHIP

CAREER PATHWAYS

"I was ecstatic and honored to be selected for the data science internship opportunity with TMRW Sports. The organization's culture is aligned with my professional goals and objectives and I'm thoroughly enjoying the journey, expanding and growing every single day!"
- **Jeremy Moser,** *Bachelor of Applied Science in Information Management, Concentration on Database Management and Data Analytics, December 2023*

"Being chosen as a cybersecurity intern at TMRW Sports is not just an opportunity; it is a testament to my dedication. I'm honored to contribute to their family-culture while securing their future."
- **Theresa Campbell,** *Bachelor of Applied Science in Technology and Network Security, Concentration on IT Forensics, December 2023*

VENUE COMPARISON



Main Entrance- NW Corner

Main Entrance- NW Corner

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Cybersecurity
State of the College

Mr. Michail Roytshteyn

Information Security Engineer

February 27, 2024

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Pillars of Security

- **Identity**
- **Devices**
- **Network**
- **Application**
- **Data**
- **Security Culture**

Information Security Team

- Michail Roytshteyn – Information Security
- Erika Torres – Full-time Information Security Analyst
- Josh Amos - Access Management Administrator
- Alana Thomas – Information Security Specialist
- Oprah Fasulo – Information Security Intern
- Dominic Thompson – Information Security Intern
- Henry Morales – Information Security Intern

Compliance Milestones

- **FERPA and HIPAA (Family Education Rights and Privacy Act, and Health Insurance Portability and Accountability Act)**
  - Continue to administer required FERPA and HIPAA training to applicable employees.
- **PCI DSS (Payment Card Industry Data Security Standard)**
  - The College is PCI Compliant across all payment entities.
  - PCI Training to all applicable employees.
  - Preparing for new PCI 4.0 guidelines. Compliance is mandatory as of March 31, 2025.
- **GLBA (Gramm-Leach-Bliley Act)**
  - This report satisfies the new Safeguard Rule reporting requirement.
  - Completed our required GLBA Risk Assessment with no major findings.

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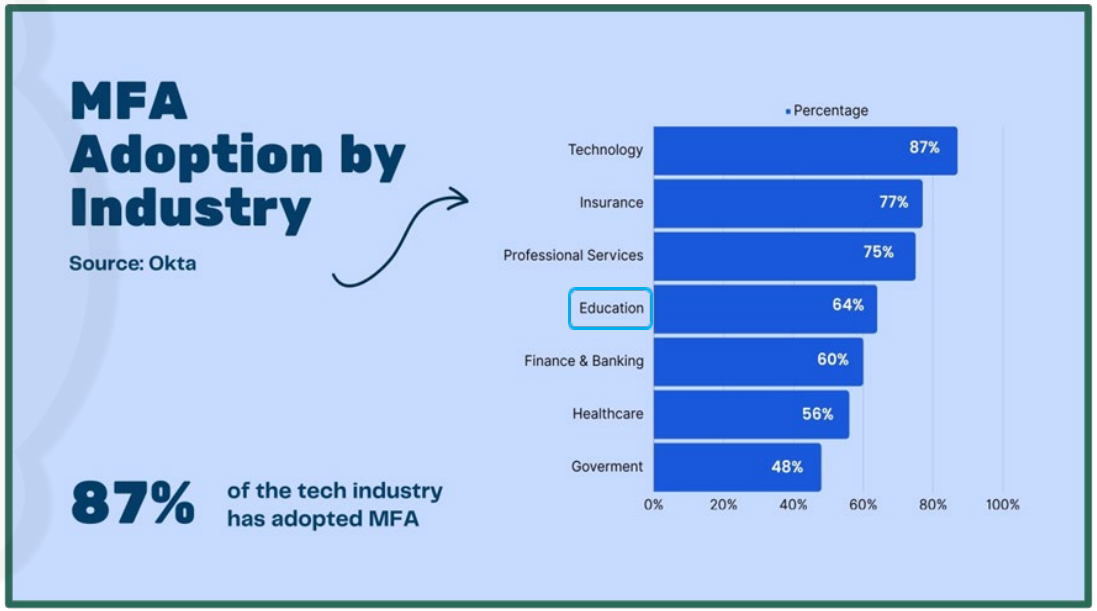
Identity

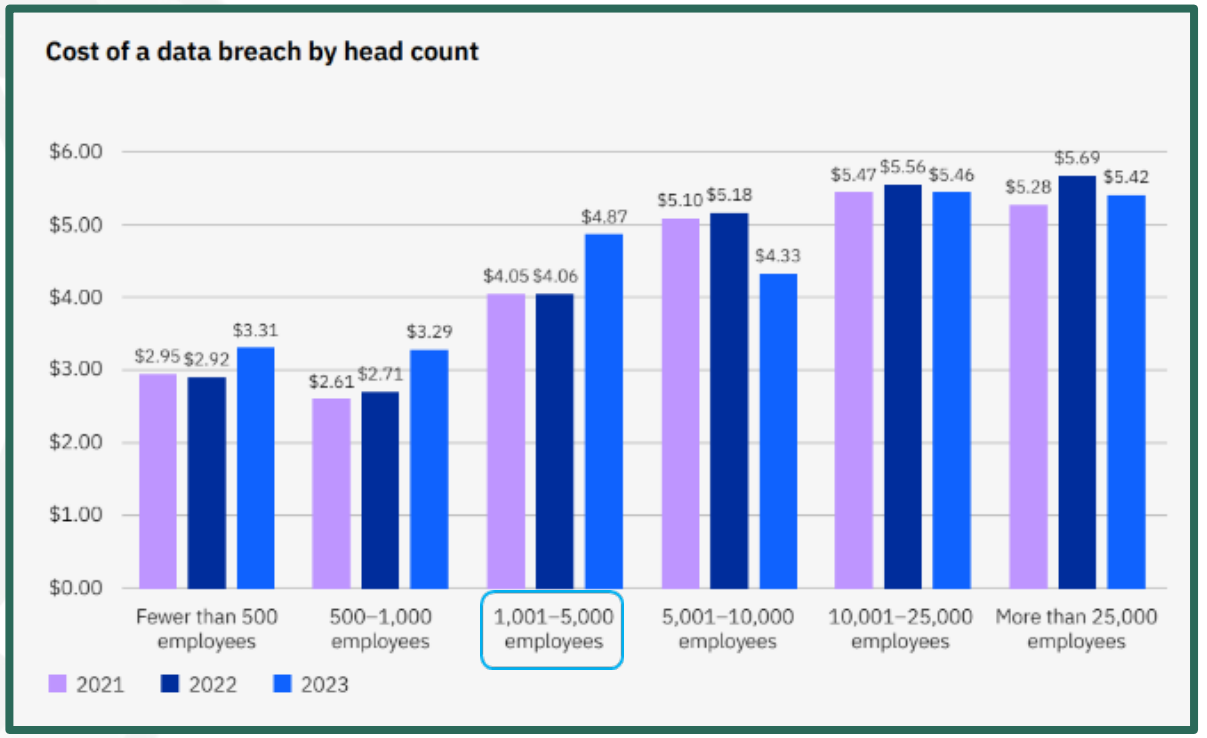
- 2FA (Two-Factor Authentication)
  - According to Microsoft, Microsoft's systems are subjected to over **1,000** password attacks every second.
  - That same Microsoft report indicates that more than **99.9%** of the accounts that end up being compromised do not have MFA enabled.
  - Our systems have detected over **1,450** account compromise attempts in the past 12 months.



MFA – Multi-Factor Authentication | Okta 2023 Report

Devices

- EDR (Endpoint Detection & Response)
  - The average cost of a data breach is approximately **$4.87 million**. An increase of 20% over the past 2 years.
  - In the last 12 months, the ISO Team has detected and mitigated over **1,300** endpoint cyber threats.



Network

- SOC (Security Operations Center)
  - We are a data-rich organization
  - Large attack surface
  - Finite/limited resources available for defense
  - Over **5,450** combined events processed
- Security Gateway
  - Over **35 billion** events processed in the past 12 months
- Email Security
  - Over **1,400** PAB (Phishing Alert Button) submissions processed in the last 12 months

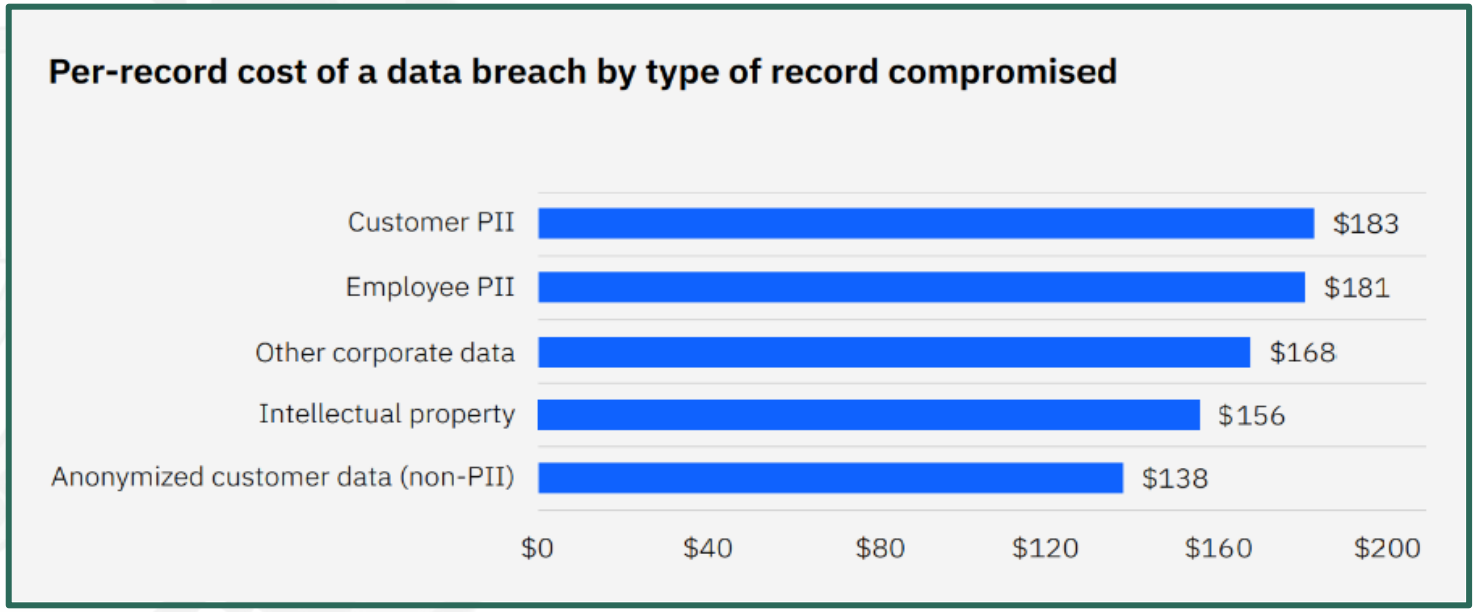
Application

- MSSP (Managed Security Services Provider)
  - Adds 24/7 capability to our SOC.
  - Over **5,200** tickets have been processed in conjunction with MSSP.
  - Ongoing improvements to **SOAR** (Security Orchestration, Automation, and Response) utilization with MSSP.

- ERP Security (Enterprise Resource Planning)
  - **Four** major Workday projects/modules/enhancements went live this year, in addition to normal Workday security tasks.

Data

- DLP (Data Loss Prevention)
  - As per the average cost of Customer PII, the College is a steward of over **$6.2 million** worth of PII (Personal Identifiable Information).
  - Over **139,000** incident alerts in the past 12 months across the DLP infrastructure.



Security Culture

- ESAT (Employee Security Awareness Training)
  - A staggering **95%** of all data breaches are caused by human mistake.
  - Current ESAT campaign is at **75%** completion.

- Simulated Phishing Campaigns
  - On average, Higher Education has a phishing risk of 18.7%, PBSC is at **7.4%**

- PBSC Cybersecurity Carnival 2023
  - Open to all Faculty, Staff, and Students.
  - Over **200** attendants.

Security Culture

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Security Culture

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FY2023-24 Cybersecurity Initiatives

- Expansion of Phishing Reporting Capabilities
- Development of Intern-to-Employee Pathway
- Additional Staff Training
- Retention of MSSP
- Continue to expand Security Tools for a Single-Tenant model

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Questions

Thank you.

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IT Project Contracts Update

Mr. Ken Libutti

Chief Information Officer

February 27, 2024

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Project Detail - Network

- **Network Equipment - located at all campuses**
  - Replacement due to age, security and performance
    - 10 years old
    - Better traffic flow
    - Better security features & functionality
  - This affects all campuses
  - Over 1,100 items require replacement.
  - We have spent about $1.2 M on core switches.
  - 4 of 8 core switches have been installed.
  - Two more will be installed in the next few months.
  - WiFi Access Point replacements – 100
  - SmartNet Renewal for Phone and Network – Annually

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Project Details – Misc.

- **Uninterrupted Power Supply Replacement**
  - Obsolete equipment in data closets
  - Maintains operations during power failures
  - 130 closets. 86 UPS were ordered. 85 installed

- **Replacement Computers – Windows 11**
  - Improved reliability
  - App compatibility
  - Advanced hardware that protects devices from cyberattacks
  - 135 PCs that are not Windows 11 compatible
  - $115,425
  - Completion by June.

Current & Future Projects

- Classroom Projects
  - **FIPSE Grant** to create active learning studios
    - 5 are finished w/ refinements
    - 7 more by 9/2024
  - **Boca Campus Engineering Classrooms**
    - Completion by Fall term
    - Approximately $174K equipment and installation
  - **Sim Lab Equipment**
    - Completion by June.
    - Classroom/Debrief AV rooms installation approximately $40K, most equipment already purchased.

Current & Future Projects

- Classroom Projects
  - **Respiratory Classroom**
    - Completion by end of year.
    - Approximately $140K equipment and installation
  - **Massage Therapy Studio** Boca Raton - $27K
    - Completion by June.
  - **eSports - $150K initital**
    - Students develop essential skills such as teamwork, communication, and critical thinking.
    - Recruiting Tool
    - Expected by the end of the year, up to 3 campuses.

Contract Vendors

Cisco	AVI-SPL	B&H Photo	Best Buy Stores, L.P.	Bluum USA, Inc. (Formerly Troxell Communications, Inc.)
CDW-G	Dell Marketing L.P.	GovConnections, Inc.	Howard Technology Solutions	Lenovo
Lenovo Global	MNJ Technologies Direct, Inc.	Trafera LLC	United Data Technologies Inc. dba UDT	Zones, LLC

Quarterly Reporting on Project Spend

	Alternate Contract Source No. 43220000-NASPO-19-ACS – $9.3 M Increase through 2026	CDW-G through E&I Cooperative Services Contract #CNR01439 - Not to Exceed $2.04M	AVI-SPL through E&I Cooperative Services Contract #EI00049 - Not to Exceed $3.8 M	B & H Photo and Electronics Corp through E&I Cooperative Services Contract #EI00221 – Not to Exceed $1.395 M
Vendor	Cisco/Presidio	CDW Computer Systems	AVI-SPL, LLC	B&H Photo-Video
Total Spend	**$658,790.34**	**$136,592.70**	**$340,348.79**	**$99,844.71**

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Quarterly Reporting on Project Spend (continued)

	Omnia Partners contract through Omnia Partners Request for Proposals (RFP) #45-22 $6.2M Increase through 2027			
Vendor	Lenovo	Dell Corporation	Howard Technology Solutions	Bluum USA, Inc.
Total Spend	**$104,277.00**	**$362,441.92**	**$26,570.02**	**$23,765.71**

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Quarterly Reporting on Project Spend (Summary)

	DELL	LENOVO	HOWARD	BLUUM	CISCO/PRESIDIO	CDW-G	AVI	B&H	Totals
Contract Start Date	9/19/2023	9/19/2023	9/19/2023	9/19/2023	4/12/2022	9/19/2023	9/19/2023	9/19/2023	
Contract End Date	11/30/2025	11/30/2025	11/30/2025	11/30/2025	9/30/2024	7/31/2027	1/31/2026	9/30/2027	
Total Contract Amount	$1,134,906.31	$1,570,000.00	$440,000.00	$440,000.00	$1,694,267.00	$2,040,000.00	$1,425,000.00	$620,000.00	**$9,364,173.31**
Total Spend	**$362,441.92**	**$104,277.00**	**$26,570.02**	**$23,765.71**	**$658,790.34**	**$136,592.70**	**$340,348.79**	**$99,844.71**	**$1,752,631.19**
Balance 12/18/23	$772,464.39	$1,465,723.00	$413,429.98	$416,234.29	$1,035,476.66	$1,903,407.30	$1,084,651.21	$520,155.59	**$7,611,542.42**

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Thank You Ken Libutti for Your Years of Service to PBSC

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Thank You for the Memories!

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Palm Beach State College
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Approval of Contract Amendment
Palm Beach Gardens Stormwater Improvements
ITB 2024-01TR

Ms. Jennifer Alvarez, Procurement Director

and

Ms. Joan Rumsey, Assistant Director, Facilities

February 27, 2024

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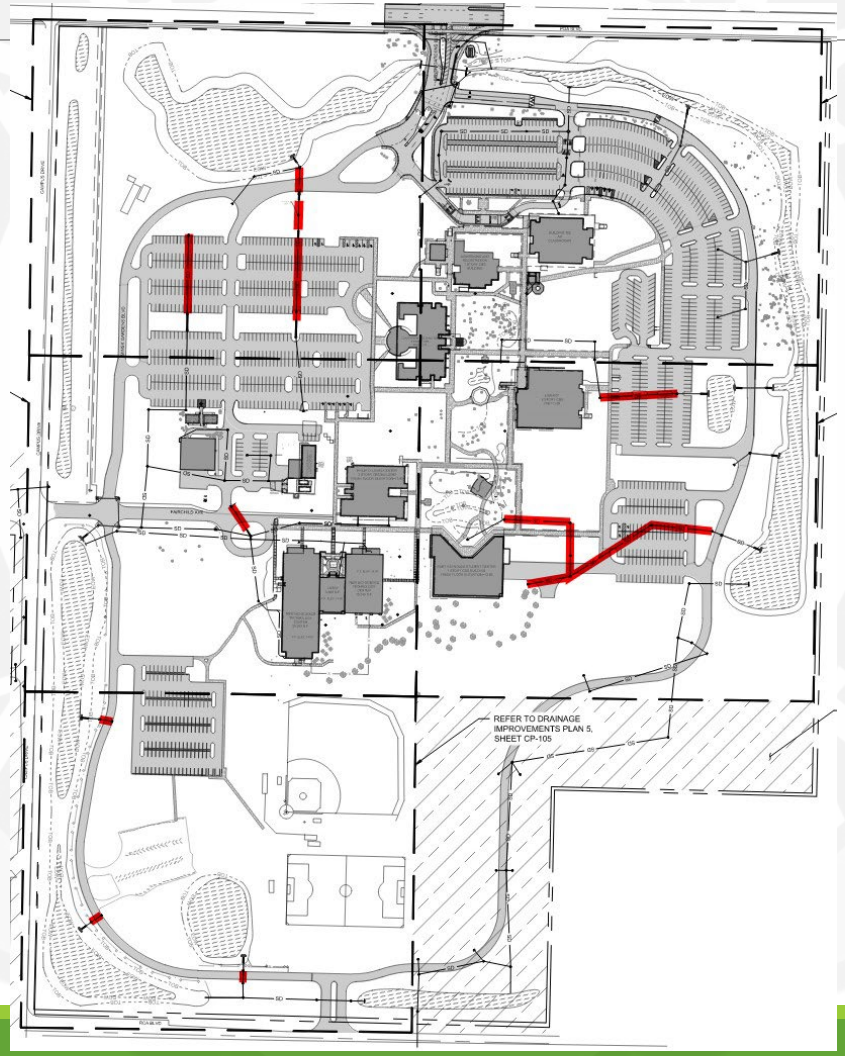
Palm Beach Gardens Stormwater Improvements
ITB 2024-01TR



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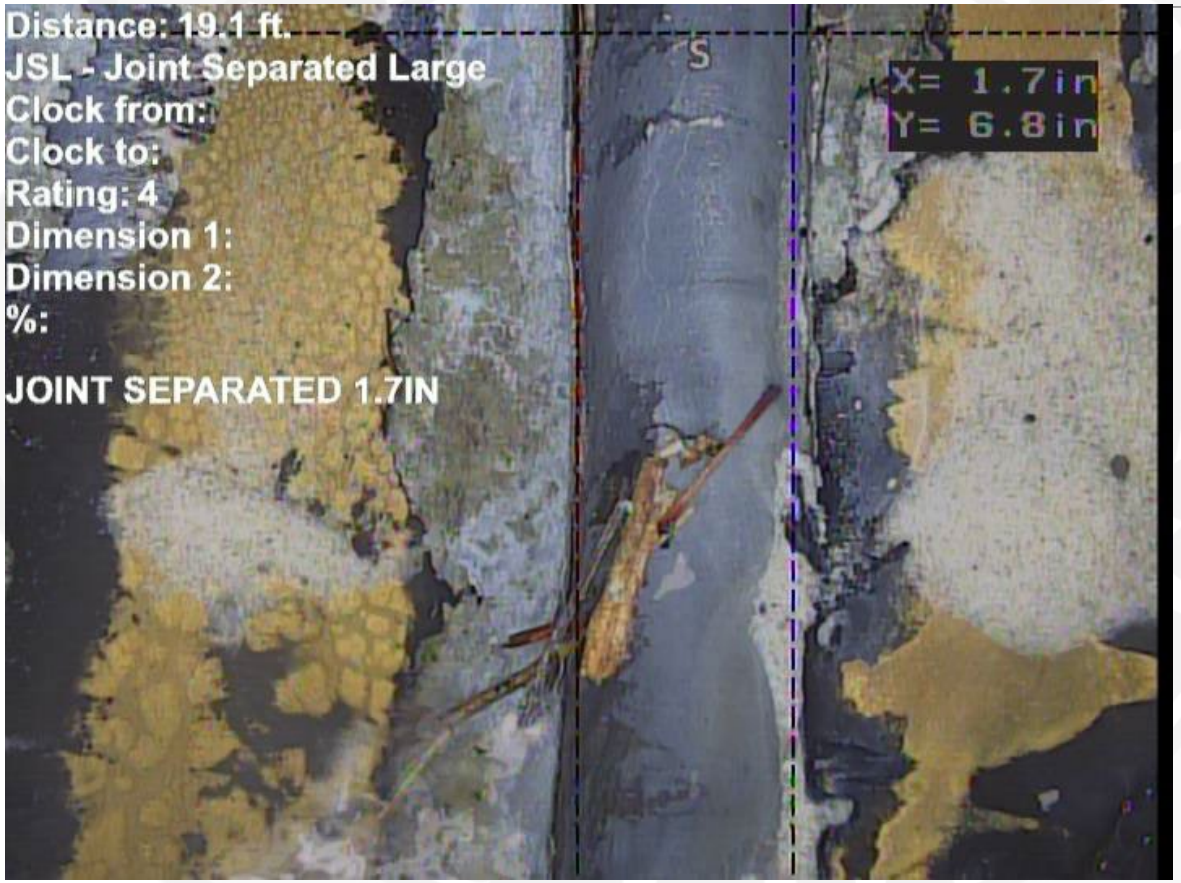
Approval of Contract Amendment
Palm Beach Gardens Stormwater Improvements
ITB 2024-01TR



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Approval of Contract Amendment
Palm Beach Gardens Stormwater Improvements
ITB 2024-01TR

- The revised base amount of $467,140 for Timothy Rose Contracting, Inc. is still less than the 2nd lowest bidder

Close Construction Services	$579,510.00
Mike Mann Construction, Inc.	$588,108.88
Prince Land, Inc.	$964,397.10
Dickerson Infrastructure, Inc.	$577,975.00
Vortex Services, LLC	$478,864.00
Timothy Rose Contracting, Inc.	$334,000.00

Approval of Contract Amendment
Palm Beach Gardens Stormwater Improvements
ITB 2024-01TR

Board of Trustees Action Requested:

- Approve the Contract Amendment to Timothy Rose Construction, Inc. in the amount of $119,740 for ITB 2024-01TR.

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Approve Contract with Advanced Roofing, Inc. Using the Pinellas County Government Contract No. 190-0336-BAR

Ms. Jennifer Alvarez, Procurement Director

and

Ms. Joan Rumsey, Assistant Director, Facilities

February 27, 2024

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Approve Contract with Advanced Roofing, Inc. Pinellas County Government Contract No. 190-0336-BAR

District Wide Roof Assessments

- Assessment of 100 Building Roofs totaling 1,071,432 sf
- Identify Corrective Repairs, Provide Scope and Proposals
- Grade condition of all roofs and assist with the development of 5-year Capital Budget Planning

Approve Contract with Advanced Roofing, Inc. Pinellas County Government Contract No. 190-0336-BAR

Boca Raton CA Building Roof

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Approve Contract with Advanced Roofing, Inc. Pinellas County Government Contract No. 190-0336-BAR

Boca Raton CB Building Roof

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Approve Contract with Advanced Roofing, Inc. Pinellas County Government Contract No. 190-0336-BAR

Lake Worth District Warehouse Roof

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Approve Contract with Advanced Roofing, Inc. Pinellas County Government Contract No. 190-0336-BAR

Board of Trustees Action Requested:

- Approve the Contract with Advanced Roofing totaling $1,280,007. This contract utilizes Pinellas County Government Contract #190-0336-BAR for Roofing Services & Supplies, Waterproofing, and Related Products and Services.

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Managed Print Services Contract Recommendation

Dr. Russell Kaufman,
Chief Information Officer
&
Ms. Jennifer Alvarez,
Procurement Director

February 27, 2024

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District Board of Trustees Meeting June 2023

College administration will proceed with the initiative to explore a new contract for managed print services. The potential contract for new services was to focus on reducing our printer fleet and carbon footprint, shifting from device ownership to leasing print devices while improving print services, including document tracking and security.

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Managed Print Services

What is Managed Print Services (MPS)?

- An MPS is a service provided by an external provider to optimize or manage our document output.
- Equipment, Service, and Software:
  - 195 Multi-function copiers/printers (MFPs)
  - 893 Desktop printers

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Managed Print Services (continued)

- An MPS would provide improved equipment and services to support the Strategic Plan, Panther Strong 2026.
- The services touch all divisions of the College, including Technology, Finance, Academic Affairs, Student Services, and more.
- The estimated contract value for these services is at the District Board of Trustee threshold for approval.

Current ‘Fleet’ of MFPs

- 195 Multi-Function Printers (MFPs)
- 893 Printers
- 1,088 Total Networked Devices
- 1,153 Full-Time Employees
- 24,521 Students

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Current ‘Fleet’ of MFPs (continued)

- 35% of the MFP Fleet was purchased more than 10 years ago
- 92% of the MFP Fleet was purchased more than 5 years ago
- All but 6 devices are fully depreciated.
- We have 56 different model numbers of MFPs.
- Increasing demand from departments for new equipment.

Historical Spend for the Fleet

Total Purchase Price (over time) of Current Fleet of MFPs:

$1,727,330*

*All but 6 copiers of our Copier Fleet are fully depreciated.

Budgeted Expenditures, including new equipment and services:

FY19	$447,598
FY20	$271,490
FY21	$116,099
FY22	$191,114
FY23	$157,311

Why Lease?

- Leasing a new copier fleet will provide flexibility to return or upgrade the equipment if it becomes obsolete, adapting to rapid technological changes.
- The proposal will reduce the number of different copier models from 56 to 9, which will Increase Fleet uptime due to standard supplies, parts, and toner.
- Sharp will apply standardization and optimization of our print infrastructure, which will lead to right-sizing the Fleet and reducing the overall energy consumption and carbon footprint. Sharp Copiers are Energy Star 3.0 qualified and RoHS compliant.
- Includes the licensing of PaperCut software which will provide analytical information for Fleet optimization.

Goals for New Managed Print Services

- Deploy an updated fleet of multifunctional devices.
- Improve security, streamline infrastructure, and enhance the user experience.
- Reduce printing costs and carbon footprint.

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Why Sharp Electronic Solutions?

- Competitive 'All In' lease pricing model.
- Proven track record with notable institutions:
  - School District of Palm Beach County
  - State College of Florida Manatee/Sarasota
  - Nova Southeastern University
- Commitment to partnership for seamless integration.
- Able to piggyback off the state contract.

Impact of the Sharp Proposal

- Proposed equipment: 171 MFPs
- Phased removal of 679 devices across all campuses
  - Reduced overall printers from 758 to 41
- Monthly Equipment Payment of $18,746
- Monthly Services Fee estimated at $7,147
  - B/W per sheet cost: $0.007
  - Color per sheet cost: $0.05

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September 2023
RFP Issued for Managed Print Services

In September 2023, the College requested proposals from the eight vendors awarded under the State of Florida contract for Managed Print Services:

- Canon*
- Konica Minolta
- Lexmark
- Hewlett Packard*
- Ricoh*
- Sharp Electronic Solutions*
- Toshiba*
- Xerox

* Indicates vendor submitted a proposal

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September 2023
RFP Issued for Managed Print Services

- Proposal Review Team:
  - Ken Libutti, Chief Information Officer
  - Andrew Cronkhite, Application Support Services Director
  - Eric Montagnino, Technology Infrastructure Director
- "All In" Pricing requested:
  - Leasing a new fleet of Copiers
  - Full Service on Copiers and Printers
  - Labor to provide the service
  - Equipment Parts, including toner
  - Software

Board Action Requested

Approval, subject to approval by General Counsel, to contract with Sharp Electronic Solutions for Managed Print Services in the estimated annual amount of $310,721 for a five-year term with one option to renew for an additional five years; and authorize the President to execute the contract documents.

Thank You

Questions

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Palm Beach State College
District Board of Trustees Meeting

February 27, 2024

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