



INSTRUCTIONAL EQUIPMENT REQUEST

Due in Dean/Unit Head's Office on September 19, 2011 (FALL) and March 1, 2011 (SPRING)

The Definition of Instructional Equipment can be found in the California Community College's Budget and Accounting Manual. A copy of these definitions is on the PBC webpage: http://grapevine/pbc/InstructionalEquipment.php

Name of Requestor: John Gonder

Division/Unit : BCATTS / Computer Networking Technology

Brief title of request (equipment or materials being requested must be similar, related or part of a system. Cisco Network Equipment Replacement

Request amount (unit cost and total cost including tax and shipping. Please include all costs including installation, modification to existing facilities to accomodate new equipment, etc.): This should come from the vendor quote

Table with 2 columns: Item (s) cost, Amount. Rows include Tax (.00875), Shipping, Installation, Facilities Modification, Other, and Total Cost.

Attach copy of quote(s), estimate(s) and requisition(s): (Must attach quote & requisition; absence of either will delay processing)

Brief description of specific equipment or materials requested and what they will be used for: (include the # pieces being requested; i.e.: 10 crayola crayons, sky blue, etc. in 250 words or less)

1 ea Cisco Networking Academy CCNA pod: 8 Cisco routers, 4 Cisco switches, 8 Wireless access points (priced for academies at a 50% discount through SigmaNet) This is a required replacement, update and upgrade for equipment supporting CNT and Cisco classes. Most LPC Cisco equipment is 12 years old. A significant amount no longer works at all. Replacements are required for our LPC Cisco Networking Academy program which trains students, veterans, re-entry and displaced workers for the most desirable industry certifications, including Cisco Certified Networking Associate Routing, Wireless, Voice and Security in CNT62A, CNT67, CNT69, CNT 7301 and other classes. In cooperation with Chabot, we will each order only one new pod. Previously each campus had 4 pods. By putting both our sets online 24/7 for students, we can leverage 1/4 the amount of equipment we previously had to support Chabot's basic Cisco classes and LPC's advanced

Is this in your Program Review? Yes [ ] No [x]

The constantly changing technology taught in these areas requires both continually updated and newly created classes to accomplish our state mandated training mission and that of the college. Student must have modern, full strength equipment to support today's applications and the high level of access and flexibility demanded by students and the curriculum for both face to face, and an increasing number of online and hybrid classes. Almost all the current Cisco equipment is, literally, from a previous century.

Is it a replacement? Yes

Upgrade? Yes

New technology? Yes

Please explain?

Almost all the Cisco equipment used by both Cisco and other CNT classes is well beyond end-of-life, at least 12 years old; literally from a previous century. The project represents replacement of obsolete and broken equipment, providing an upgrade of capabilities, including new technologies now built into Cisco routers and switches to more efficiently and economically extend the range and flexibility of the systems.

Cisco provides a full 50% discount on the equipment, plus free operating system upgrades and support services for the lifetime of the equipment - normally paid subscription items.

The project also represents a partnership between LPC and Chabot to make 24-7-365 use of a smaller total amount of new Cisco equipment at each site for the use of students in a variety of classes at both colleges. Chabot has already purchased their pod of equipment.

Following is the evaluation criteria; please see corresponding Instructional Equipment Rubric.

***Instructional and Service Impact***

How will this item have a positive impact on instruction and/or teaching and learning in the classroom? Is this for use by the instructor or students, or both?

This is a required and basic infrastructure to continue to support classes in a manner that responds to current and anticipated needs. The impact, first, is to allow existing levels of classes to continue, and fulfill the mandate of the Cisco Networking Academy partnership. Secondly, the equipment provides scheduled access with student appointments supporting 24-7-365 labs. This is how network instruction is done today; cheaper, quicker, more dependable, more resilient, with a smaller energy footprint, using a smaller total amount of equipment.

Without this replacement, we are at risk to lose the right to run our Cisco Networking Academy at all, and all the classes that go along with it since the current equipment will not fully support the fall 2012 Cisco curriculum changes.

***Impact on Enrollment***

**Will the equipment impact enrollment, attract or increase the number of students participating in a course or program?**

The CIS, CS and CNT programs are constantly updating to provide what students need today - not 18 months or 10 years ago. The systems on which the curriculum depends must also provide what they need today, not in 1999. A renewed Cisco curriculum will come online in fall 2012, and this pod of routers and switches is required to support it.

This equipment will enhance productivity of students, and attract and provide better instruction to a broader array of students. It is the minimum standard of operation for Cisco Academies around the world, and in our competitors' schools, and must be incorporated here for us to remain competitive and attractive.

Not having current equipment will negatively impact enrollment - students will not come here to learn equipment from a previous century. Having current equipment means we will continue to attract more and more students who wish to attain the most desirable industry certifications; CompTIA and Cisco.

Because our LPC Cisco Networking Academy is a flagship program, its quality reflects on all other technology classes.

**Access**

**How does this item promote the principles of universal design, by providing opportunities for under-represented populations & accommodate students with diverse learning styles?**

This cross-district partnership to leverage a smaller total amount of equipment 24-7-365 for the entire district adds flexibility in being able to provide virtually unlimited access to labs. Very importantly, the ability of students to access equipment at any convenient time, from anywhere, to do their work provides a smoother path for those re-entering, or starting technology training.

Our re-entry, working, and time/money impacted students will not be restricted to only the times a computer lab is open, or required commute to school to gain access. They can be here face to face, as well as anytime virtually. Experience has shown that the ability to re-run experiments as needed, and at their own pace, is a key to understanding and being successful.

**Outcomes**

**How will this equipment enable or enhance SLOs? What are the consequences related to learning outcomes if request is not funded?**

For SLOs, the chance for students to use equipment at any time, from anywhere, at their own pace and on their own schedule, rather than restricting students to only the times a computer lab is open, means they can have as many iterations for any skill or knowledge item as they need. This is a key to helping all students to succeed, no matter what their starting point, or learning needs. New equipment, including current technology, will give them experience that can support the most current, relevant SLOs.

If equipment is not replaced and upgraded the ability to teach existing classes is put in jeopardy. Network equipment from a previous century cannot keep pace with what is required to adequately teach current topics, and compete with other colleges. The program will neither be able to compete, nor serve the needs of our students, the mandate of the state and the mission of the college.

**Total Cost of Ownership (This is an attempt to identify what the ongoing costs of purchasing this equipment will be to the institution)**

- a) What is the lifespan of the equipment? 5 years? 10 years? 20 years?
- b) Is there sufficient current/planned space available for the storage and use of this equipment? If so, where will it be housed? If not, is there a proposed location and are there any costs associated with installation or modifications to the space?
- c) Are there operating costs and how will they be covered by the department?
- d) What will be required to maintain the equipment, such as regular servicing or upkeep? Who will perform maintenance, and what will the estimated costs be?

The lifespan is a minimum of 5 years.

There is sufficient current space - it will fit in the space used by replaced items in the CNT classrooms. No significant modifications are required.

Ongoing software and operating system updates for Cisco equipment, as well as Cisco support services is normally an expensive subscription item, which is provided FREE to the college as a benefit of our being a Cisco Networking Academy, in addition to the 50% discount on the purchase price of the equipment.

***Visibility/Profile within Community***

**Is this a "flagship" item that will bring recognition/notoriety to the College or raise the stature of the program? Will it attract students and/or enhance the image of the College in the community because of its rare, one-of-a-kind status?**

The Las Positas Cisco Networking Academy has been the flagship of the CNT program since 1999. Being a Cisco Networking Academy enhances the status of all our other technology classes. It says our instructors are vetted, trained, and certified by Cisco to provide an industry standard level of education and preparation for the most desirable certifications. This kind of equipment is the minimum standard for programs like ours. It provides us with the ability to say we are definitely putting in place the kind of modern technology we purport to teach.

The combination of programs we have in CNT - Cisco, CompTIA, Computer Forensics, VMware, and others, has brought us to the attention of the regional MPICT NSF-funded consortium of which we became an associate member in fall 2011. Maintaining our Cisco Networking Academy with equipment built this century will enable us to move for full partnership this year, which will give us access to regional NSF funding.



**Commitment to Sustainability**

How does this equipment exceed basic sustainability goals and encourage renewable resources at the College? Is the design/operation of this item in keeping with the College's commitment to sustainable practices?

This single pod of equipment replaces much more energy and heat intensive equipment, and will require approximately 25% of the energy previously used.

**Health, Safety & Security**

Does this equipment address any health, safety & security concerns? If so, please explain below.

**Signatures (required)**  
(If requesting computer-related equipment/software, LPC IT Department Review is **required**.)

Requested by _____	Dean/ Unit Head _____	IT Department Signature _____
LPC VP Business/President _____	3-6-12 LPC Business Office Use (Account Number) _____	Vice President _____ 3/21/12

# LAS POSITAS COLLEGE Equipment, Apparatus and Service Requisition #R

FOR REIMBURSEMENT: List payee name & ssn.  
 SUGGESTED VENDOR **SIGMANet**

TAX ID# \_\_\_\_\_  
 FOR OFFICE USE ONLY

NAME OF STAFF MEMBER John Gonder DATE WRITTEN 1-Mar-12 DIVISION/DEPARTMENT BCATSS / CS DATE REQUIRED \_\_\_\_\_  
 For inventory purposes include room # where equipment will reside: \_\_\_\_\_

RETURN COPY of REQUISITION TO:  
 J. Gonder / C.McCauley

DESCRIPTION (PRODUCT, TYPE, SIZE, COLOR, STOCK NUMBER)	UNIT	QTY	UNIT PRICE	TOTALS
CISCO Systems 2901 W/2 GE 4 EHWIC 2 DSP 256MB CF 512 MB DRAM IP	EA	8	\$ 997.50	\$ 7,980.00
Mfr Part #:CISCO2901/K9				\$ -
CISCO Systems Cisco Catalyst 2960-24TT-Switch	EA	4	\$ 647.50	\$ 2,590.00
Mfr Part #:WS-C2960-24TT-L				\$ -
CISCO Systems Cisco High-Speed WAN Interface Card-Expansion module	EA	8	\$ 350.00	\$ 2,800.00
Cables SIGMANet - Mfr Part #:CAB-SS-26MTC-02	EA	16	\$ 12.00	\$ 192.00
Linksys E2000 Advanced Wireless-N Router	EA	8	\$ 115.00	\$ 920.00
Mfr Part #:LINKSYS ROUTER				\$ -
Vendor Information/ Remit To: _____ Deliver To, include room # (optional): _____				\$ -
SIGMANetAcad				\$ -
Cisco Academy Orders				\$ -
4290 East Brickell Street				\$ -
Ontario, CA 91761				\$ -
<b>Comments:</b>				\$ -
<b>Quote #:Q596T02550 - Dated 8/18/2011</b>				\$ -
<b>BT#</b>				\$ -
Subtotal				\$ 14,482.00
Tax			\$ 0.0875	\$ 1,267.18
Shipping (if available):				\$ 120.00
<b>TOTAL COST \$</b>				<b>15,869.18</b>

Original invoices and receipts must be attached for payment. Include current taxes unless incorporated in price.

ACCOUNT # \_\_\_\_\_ FUND \_\_\_\_\_ ORG \_\_\_\_\_ ACCT \_\_\_\_\_ PROGRAM \_\_\_\_\_  
 Business Office

*[Signature]*  
 Dean/VP/ President

*[Signature]* 3-6-12  
 Supervisor/ Coordinator/ Director

APPROVALS



DATE:8/18/2011 2:04:38 PM

QUOTE #:Q596T02550

QUOTATION

THANK YOU FOR USING THE QUOTES FUNCTIONALITY

Please note your reference QUOTE #:

Q596T02550 (Date: 8/18/2011)

Sold To:

Wayne Phillips
Chabot College - App Tech
25555 Hesperian Blvd
Hayward, CA 94545
Contact Person: Wayne Phillips
Contact Phone: 510-723-7476

Ship To:

Wayne Phillips
Chabot College - App Tech
25555 Hesperian Blvd
Hayward, CA 94545
Contact Person: Wayne Phillips
Contact Phone: 510-723-7476

From:

SIGMAnetAcad
4290 E. Brickell Street
Ontario, CA 91761
Tel: 909.230.7500
Fax: 909.937.9125

Quote Number: Q596T02550

Order Details

Table with 4 columns: Description, Qty, Unit Price, Total Price. Contains line items for Cisco Systems hardware and Linksys routers, plus a summary section for SUB TOTAL, TAX, SHIPPING & HANDLING, and TOTAL.

**NOTES**

- **Product Delivery:** Please allow 2 weeks for delivery after receipt of order. Partial shipments will be made upon request. Purchaser is responsible for additional shipping costs where applicable.
- **This Quote is valid until 9/17/2011**
- **ATTENTION:** If you are located in **Alaska, Hawaii, Virginia or North Carolina**, please call for exact shipping costs.
- **Shipping:** UPS ground service included with all U.S. orders. For all other locations, F.O.B. Ontario, CA U.S.A. plus actual freight (via UPS International).
- **US Sales/Use Tax:** Sales/use tax will be included on the invoice as a separate item. If not subject to US sales/use tax, please fax your tax exemption certificate to "Attn: Cisco Academy Sales" at 909.937.9125
- **International Orders:** On all orders for International shipment without SDTP (Shipping, Duties, Taxes, Prepaid), the SIGMA net invoice will reflect product price and shipping charges only. No taxes are collected on shipments to International locations. UPS International Freight charges will apply. **It will be the purchaser's/importer's responsibility to determine and pay any customs/duty fees upon receipt of order.**
- **Wire Transfer:** For orders requesting International or domestic wire transfer of U.S. funds the following procedure will apply:
  1. Academy School places order via SIGMA netAcad website
  2. Academy arranges transfer of funds
  3. SIGMA net will be contacted when funds transfer is complete and will release Academy order for shipment
  4. Tracking information will be e-mailed to requestor.
- **For information about your order:** Call SIGMA netAcad at 1-866-554-5535 (**toll - free**) or 1-909-230-7352. You can also email AcademyOrders@sigmanet.com

Send all correspondence to:  
SIGMA netAcad  
Cisco Academy Orders  
4290 East Brickell Street  
Ontario, CA 91761 USA

Close window

Information and Communications Technology skills are present not just in primarily ICT jobs, but, secondarily, in many others - any job or industry that has computers and networks. Growth in primary and secondary ICT work is very strong.

Figure 17: Primary ICT Industry Job Growth

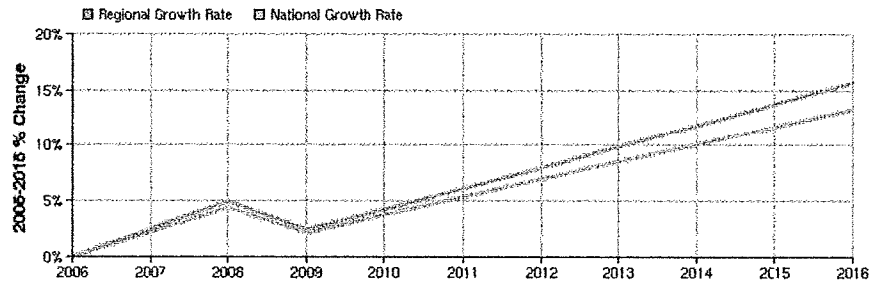
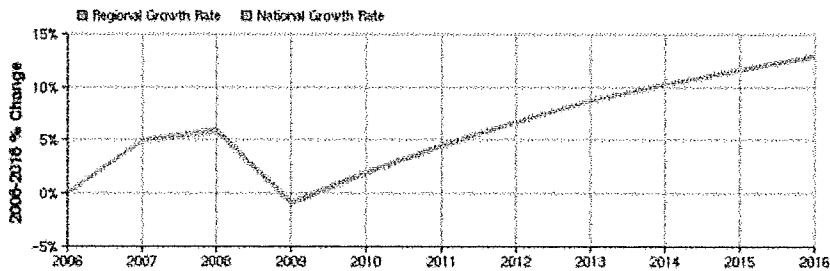


Figure 18: Secondary ICT Industry Job Growth

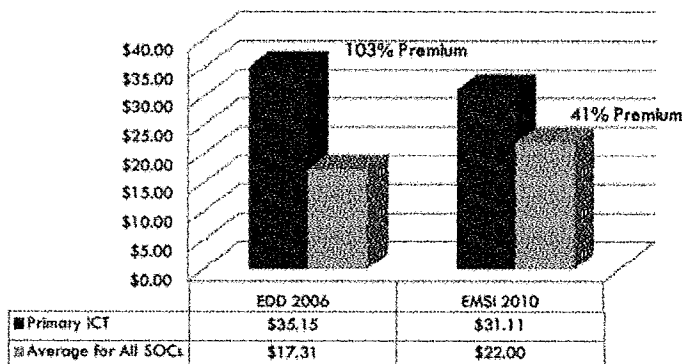


ICT wages are higher than other jobs.

California ICT Occupation Wages

Primary ICT 2006 median hourly wages are estimated at \$35.15 using California EDD data, more than twice the median of \$17.31 for all occupations in the State. EMSI data show Primary ICT median hourly wages in 2010 at \$31.11, 41% higher than the \$22 per hour median for all jobs in the State.

Figure 24: California ICT Occupation Median Wages



source: "2010 ENVIRONMENTAL SCAN - ICT in California" NSF funded research