

FirstLine Schools Overview

E-Rate Networking Hardware
Mandatory Pre-Bid Meeting
Monday December 15th, 2014



FIRSTLINE SCHOOLS - EDUCATION FOR LIFE

Our Mission

**To create and inspire great open admission
public schools in New Orleans**



Primary Objectives

- 1) College Readiness**
- 2) Rich variety of experiences**
- 3) Staff skillfulness and sustainable organization**



First Charter School in New Orleans

1990

- **Summerbridge (now called Breakthrough):** The roots of FirstLine Schools trace to the founding of this unique summer program at Isidore Newman School designed to help 5th and 6th grade students gain acceptance into top middle schools in order to gain admission to college preparatory high school programs.

1992

- **James Lewis Extension:** Working with a group of concerned parents, Jay Altman and the Summerbridge team founded this school, with 100 students and four teachers. Dr. Tony Recasner became the school's director in 1993.

1998

- **New Orleans Charter Middle School (NOCMS):** FirstLine Schools began as Middle School Advocates in 1998 when it was organized as the umbrella organization for New Orleans Charter Middle School, the city's first charter school. James Lewis Extension converted into the city's first charter school and adopted a new name. NOCMS became the top-performing open-admissions middle school in New Orleans.

2005

- **Samuel J Green Charter School:** Middle School Advocates (the former name of FirstLine Schools) was approached by the state and asked to take over the failing Green Middle School. Green opened as a K-8 charter school the week before Katrina. The school reopened in January 2006.

Middle School Advocates becomes FirstLine Schools

2007

- **Arthur Ashe Charter School & A New Name:** Using the NOCMS charter to open a new K-8 school (later renamed Arthur Ashe), the school opened with fewer than 50 students and has grown to its current enrollment of over 400 students. MSA was changed to FirstLine Schools in 2008 to reflect the organization's post-Katrina incarnation as an organization running primary, middle, and high schools.

2010

- **John Dibert Community School & Langston Hughes Academy:** Dibert became a FirstLine school in the Fall of 2010, after a request from the community to charter and operate the school. FLS began operating Langston Hughes Academy, via a management contract, at the same time.

2011

- **Joseph S. Clark Preparatory High School:** The doors opened on the newly chartered Clark Prep in August 2011. FirstLine's first high school is a turnaround of an existing school.

Our Schools



Sites included in the RFP

- Samuel J. Green Charter School (K-8) (508 students)
54,583 SQ FT. - 2319 Valence Street, NOLA 70115
- Arthur Ashe Charter School (K-8) (640 students) 98,575
SQ FT. - 1456 Gardena Drive, NOLA 70122
- Phillis Wheatley Charter School (PK-8) (560 students)
98,000 SQ FT. - 2300 Dumaine Street, NOLA 70119
- Langston Hughes Academy (PK-8) (820 students) 98,642
SQ FT. - 3519 Trafalgar Street, NOLA 70119
- Joseph S. Clark Prep High School (9-12) (394 students)
68,235 SQ FT. - 1301 N. Derbigny Street, NOLA 70116
- The NET Charter High School (9-12) (150 students)
9,000 SQ FT. - 1614 Oretha Castle Haley Boulevard,
NOLA 70113



2014-15 Strategic Anchor: Improving the Quality of Instruction

Improving School Culture

- Embedding **values and aspiration**
- **Motivational** culture
- **Character** development
- **Calm and orderly** environment
- **Parent** partnership
- **Cultural leadership and management**

Improving Quality of Teaching

- **Recruitment and selection**
- **Curriculum and assessments:** shared framework, and resources
- **Vision** of excellent teaching and subject expertise
- **Professional learning** practices
- **Reading and writing** across the curriculum
- **Instructional leadership and management**

Personalizing Learning

- **Layers of learning support:** standards mastery, RTI, and SpEd
- **Assessments** for diagnostic and universal screening and progress monitoring
- **Daily/weekly formative assessment** practices
- **Blended learning** practices
- **Differentiated instruction**

Improving Operations, Systems, and Support

Job Design

- Scorecards (hiring/ performance)
- Job Description

Strategic/Performance Mgmt

- Annual goal setting: org, dept, ind
- Regular review of progress

Tools: Systems, Policies, Practices

- Documented
- Data
- Resources & artifacts
- Continuous improvement (feedback, consult, innovate)

Professional Learning

- PLCs, visits, workshops, coaching
- Reviews – feedback
- Leadership and practitioner
- General and role specific

Culture

FirstLine's Values

- Service
- Collaboration
- Learning
- Results



Culture of Service

WE:

- **Anticipate needs** of others
- **Respond with flexibility and framing**
- **Are available**
- **Give energy to others** with our enthusiasm
- **Solve problems**
- **Provide others with the information they need** to do their jobs well



Culture of Collaboration

WE:

- **Prioritize team goals over individual goals**
- **Build a bigger brain** by co-creating and solving problems with others
- **Consult those who will be affected by our work**
- **Draw upon the expertise of others**
- **Encourage productive conflict**



Culture of Learning

WE:

- **Seek feedback**
- **Continually improve** practices and systems
- **Believe we can always get better**
- **Learn through solving problems**



Culture of Results

WE:

- **Set goals high and work hard to achieve them**
- **Regularly review our progress towards goals and collaborate on how to improve where needed**
- **Take personal responsibility for results**
- **Remain solution oriented**
- **Notice where people are achieving compelling results and figure out how**
- **Don't confuse effort with results**
- **Hold ourselves accountable for achieving our goals, even when they take longer than originally planned**



A brief history of network utilization for FirstLine Schools

- In 2010, FirstLine Schools operated sub 500 computers district wide on a 150mbit shared network pipe across six locations.
- In 2014, FirstLine Schools handles over 3500 wireless and wired devices across seven sites with a 1 Gigabit network pipe.
- Current usage statistics are growing year over year with purchases of computers in numbers of hundreds.



The Problem(s)

- Rapid expansion of computer technology usage within the schools.
- Older network architectural designs at several sites relying on the RSD plan of wireless connectivity over density which limited growth of wireless device deployment.
- Older networking hardware (some dating beyond 10 years) running network service for multiple sites.
- Admittedly, Langston Hughes and Joseph S. Clark's network predate 2009s thinking of wireless connectivity and the cost of bringing in multiple wireless devices was prohibitive at the time.



The Plan of Action

- To upgrade the oldest networking equipment across the school sites to promote network longevity, capacity, and functionality.
- To bring onboard an ASA capable of handling a PoP with speeds in excess of 4 Gigabits (long term projection planning using USAC recommended numbers).
- To build out a 10 Gigabit fiber backbone at all sites that are not running at said standard.
- To bring all classrooms to 2x Wireless Access Points (following USAC recommendation) in preparation for FirstLine's capacity to handle a 1:1 deployment.
- To build the network to withstand upwards of five years without need of any significant adjustment.



Equipment Procurement

In accordance with E-Rate funding allocation per site, FirstLine may not be able to purchase all equipment listed at one time. The allotment only allows for \$150.00 per student, per site.

Therefore, in relation to current levels of funding for equipment purchases, FirstLine may choose to prioritize specific pieces of equipment over others to best service each school site accordingly.

When issuing FirstLine quotes for review, please send two quotes. One quote should have equipment and installation included and a second quote should only have equipment in the event FirstLine chooses to install in house.

The next several slides will go into detail of FirstLine's hardware requests. This is the same information that is available on the RFP.

Please ask questions as necessary as each location is discussed.



Langston Hughes Academy

6.1 Langston Hughes Academy Address: 3519 Trafalgar Street New Orleans, La. 70119

School	Make or Equivalent	Model or Equivalent	Configuration	Quantity
Langston Hughes	Cisco or Equivalent	WS-C4507R+E	Core Switch- 1x WS-X45-Sup 7L-E (Supervisor engine) 2x PWR-C45-1300ACV (Power Supplies) 1x WS-X4748-RJ45V+E (48 port PoE+ copper blade) 1x WS-X4712-SFP+E (12 port 10 Gigabit Blade)	1x
	Cisco or Equivalent	Edge Switch	WS-C3750X-24P-S POE, 3 Stacks - Need 10 Gigabit Fiber Link, need stacking cables	Up to 14x
	Cisco or Equivalent	Controller Licenses	Wireless Controller-5500 WLC Licenses	1x 100 Licenses Needed
	Cisco or Equivalent	Access Points	AIR-LAP1142N-A-K9 and/or 802.11 AC Series 3600 *Need both pricing	Up to 100x *Quote quantity for equal coverage for AC
	10 Gigabit Fiber	Fiber Backbone	OM3 MMF – 8 Strands (In conduit tray as necessary)	3x
	Category 6	Wiring	In Conduit with tray as necessary	Up to 80x



*Wireless density for this location is the #1 priority.

Samuel J. Green

6.2 Samuel J Green Charter School Address: 2319 Valance Street New Orleans, La. 70115

School	Make or Equivalent	Model or Product	Configuration	Quantity Quote Unit Pricing
Green Charter	Cisco or Equivalent	WS-C4507R+E	Core Switch- 1x WS-X45-Sup 7L-E (Supervisor engine) 2x PWR-C45-1300ACV (Power Supplies) 1x WS-X4748-RJ45V+E (48 port PoE+ copper blade) 1x WS-X4712-SFP+E (12 port 10 Gigabit Blade)	1x
	Cisco or Equivalent	Edge Switch	WS-C3750X-24P-S POE, 3 Stacks - Need 10 Gigabit Fiber Link, need stacking cables	Up to 4x
	Cisco or Equivalent	Controller Licenses	Wireless Controller-5000 WLC Licenses	1x 100x Licenses Needed
	Cisco or Equivalent	Access Points	AIR-LAP1142N-A-K9 and/or 802.11 AC Series 3600 *Need both pricing	Up to 100x *Quote quantity for equal coverage for AC
	10 Gigabit Fiber	Fiber Backbone	OM3 MMF – 8 Strands (In conduit tray as necessary)	3x
	Category 6	Wiring	In Conduit with tray as necessary	Up to 90x
	Tripp Lite or Equivalent	UPS	Tripp Lite Tripplite SMART2200RML2U	6x



*Replacing the 4507 is the #1 priority, the current unit is 14 years old.

Phillis Wheatley

6.3 Phillis Wheatley Community School Address: 2300 Dumaine St, New Orleans, La. 70119

School	Make or Equivalent	Make or Product	Configuration	Quantity Quote Unit Pricing
Wheatley	Category 6	Wiring	Wiring and Cabling	30x



*Phillis Wheatley is a brand new school and requires no substantial networking improvement at the moment (give me time!).

Arthur Ashe

6.4 Arthur Ashe Charter School Address: 1456 Gardenia Drive New Orleans, La. 70122

School	Make or Equivalent	Make or Product	Configuration	Quantity Quote Unit Pricing
Ashe	Cisco or Equivalent	Firewall (ASA)	Capable of handling 2 Gigabit+ network point of presence, preferably without link aggregation. Scalable to 10 Gigabit throughput.	1x
	Category 6	Drops	Wiring and Cabling	50x
	Tripp Lite	UPS	Tripp Lite SMART2200RMXL2U	5x



*Upgrading the ASA and replacing the unreliable IDF UPS units are the top priorities for this location.

Joseph S. Clark

6.5 Joseph S Clark Preparatory High School Address: 1301 Derbigny New Orleans, La. 70116

School	Make or Equivalent	Make or Product	Configuration	Quantity
Joseph Clark	Cisco or Equivalent	WS-C4507R+E	1x WS-X45-Sup 7L-E (Supervisor engine) 2x PWR-C45-1300ACV (Power Supplies) 1x WS-X4748-RJ45V+E (48 port PoE+ copper blade) 1x WS-X4712-SFP+E (12 port 10 Gigabit Blade)	1
	Cisco or Equivalent	Edge Switch	WS-C3750X-24P-S POE, 3 Stacks - Need 10 Gigabit Fiber Link, need stacking cables	Up to 18x
	Cisco or Equivalent	Access Points	AIR-LAP1142N-A-K9 and/or 802.11 AC Series 3600 *Need both pricing	Up to 100x *Quote quantity for equal coverage for AC
	10 Gigabit Fiber	Fiber Backbone	OM3 MMF – 8 Strands (In conduit tray as necessary)	Min 3/Max 5x
	Category 6	Wiring	In Conduit with tray as necessary	Up to 60x
	Tripp Lite or Equivalent	UPS	SMART2200RMXL2U	6x
	Cisco or Equivalent	Controller Licenses	Wireless Controller-5000 WLC Licenses	1x 100x Licenses Needed



*Joseph S. Clark's network is the oldest.

The NET Charter

6.6 The NET Charter High School Address: 1614 Oretha Castle Haley Blvd. New Orleans, La. 70113

School	Make or Equivalent	Model or Equivalent	Configuration	Quantity
NET NOLA	Cisco or Equivalent	WS-C4507R+E	Core Switch- 1x WS-X45-Sup 7L-E (Supervisor engine) 2x PWR-C45-1300ACV (Power Supplies) 1x WS-X4748-RJ45V+E (48 port PoE+ copper blade) 1x WS-X4712-SFP+E (12 port 10 Gigabit Blade)	1x
	Cisco or Equivalent	Controller Licenses	Wireless Controller-5500 WLC Licenses	1x 50x Licenses Needed
	Cisco or Equivalent	Access Points	AIR-LAP1142N-A-K9 and/or 802.11 AC Series 3600 *Need both pricing	Up to 20x units *Quote quantity for equal coverage for AC
	10 Gigabit Fiber	Fiber Backbone	OM3 MMF – 8 Strands (In conduit tray if necessary)	3x
	Category 6	Wiring	In Conduit with tray as necessary	30x
	Tripp Lite or Equivalent	UPS	SMART2200RML2U	1x



*Procurement of a Core Switch is the #1 priority.

UPS Unit Selection Request

I fully expect and understand that the form factor and electrical power configurations of the UPS units per location may vary wildly. Some sites have 120 and some of 220 outlets nearby. Some sites have hung, closed racks, whereas other have large open racks for mounting heavier UPS units.

There is only one major request. Any UPS designated to hold up the primary networking core should come with the option of expandability to allow FirstLine to purchase (outside of E-Rate funding) a management NIC and Environmental sensor for that piece of equipment.

All UPS units for IDFs need only simply supply power, not issue network alerts.



Any Additional Questions At This Time?

If there are additional questions that we did not or could not answer today, please feel free to reach out to Joe Barberot at jbarberot@firstlineschools.org
(This information is on the RFP form as well, pg. 16)

All questions emailed to Joe Barberot will be posted on our website, as with our RFPs.

We will send an email out when these questions/answers are posted. All questions/answerers will be posted at once, to ensure equal access.

Please be sure you have signed in, in order to receive these communications!

This concludes the presentation, we will now begin site based walkthroughs.

