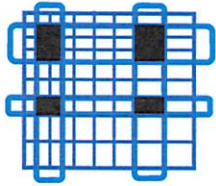


OFFICIAL RECORD DOCUMENT # [4.B-1 DREYFOUS PROPOSAL_TAB 1 COVER LETTER](#)
PRDE-OSIATD-2018-003-WIRELESS EQUIPMENT AND SERVICES



NEVESEM, INC.

PMB 641 HC-01 Box 29030 Caguas, PR 00725-8900

Tel. 787-706-2700

Fax. 787-789-2018

January 16, 2019

A New Vision in Educational Services and Materials, Inc. (NEVESEM, Inc. dba Dreyfous and Associates) was established in San Juan, Puerto Rico in 1993, and has been consistently pursuing its mission of providing educational and technological products and services of excellence.

Nevesem strongly advocates the integration of technology into the teaching and learning process; therefore, we are in continuous development of new and innovative instructional technology solutions. As innovators we have always been recognized for our cutting edge research which has allowed us to consistently exceed our customer's expectations. Our services are focused on addressing the needs of the public and private educational communities.

We have been awarded four (4) patents and currently hold over 15 registered trademarks from the United States Patent and trademark Office. Since 2001 the company has served as the premier Internet service provider funded by the federal E-Rate program in Puerto Rico. We currently provide filtered Internet services to over 300 nonprofit academic institutions such as private schools and public libraries.

Throughout the years the company has had the opportunity to successfully develop, implement and fulfil significant projects within the public and private school systems. In 2014 we were selected to service RAD #5 (Red de Apoyo Diferenciado) for the Department of Education of Puerto Rico. For the last two years we have been implementing "Proyecto Trei" for three public school districts servicing over 400 schools. For "Proyecto Trei" we developed the tools necessary to help teachers prepare their lesson plans as well as providing quick access to digital curricular content aligned to the Puerto Rico Core Standards for grade levels K-12.

We have 18 years of experience as internet service providers (ISP) through the E-Rate program for private schools and public libraries. Dreyfous and Associates has installed over \$25 million dollars in telecommunications equipment such as routers, switches, access points, servers and cabling among others. We currently provide on-site technical assistance and managed services to over 300 non-profit organizations in Puerto Rico.

Nevesem is committed to provide all the services related to this RFP and we agree to enter into a written contract with the Puerto Rico Department of Education (PRDE) for the proposed equipment and services, if selected. Our proposal includes the installation, configuration and manage, and on-site support and three years warranty of the

Meraki products and services. Our proposal is explained in details in Tap 3, Equipment and Service Proposal.

Our centralized Network Operational center (NOC) is home to our Datacenter which stores our array of virtual and physical servers, security equipment, telecommunication services (Firewalls, Content Filters, Routers, Switches, access points, wireless controllers, redundant UPS, electric generators) and data storage (SAN) interconnected to redundant Fiber Optic connectivity, and point to point antennas to distribute internet that originates from a variety of internet service providers (AT&T, Claro, Liberty, Critical Hub, Blackburn Technologies). We also provide a Help Desk call center that offers technical support and troubleshooting services to all of our customers.

Our IT department is composed of 20 employees with over 18 years of experience providing technical services to all the non-profit educational institutions and public libraries that we service to guarantee a prompt resolution to technical challenges and provide a consistent and continuous service.

Our experienced and qualified personnel have the following qualifications and certifications.

- Microsoft Education Partner - MCTS
- Cisco Systems - CCNA
- Fortinet Partner – NSE-1
- Mikrotik – MTCNA, MTCRE
- Ruckus Wireless – Elite Partner
- Ubiquiti - UBWA
- HP Business Partner
- Iboss Partner
- Grandstream VOIP Certified Partner

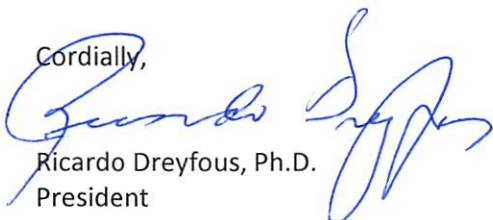
Nevesem (dba Dreyfous & Associates) Is a Cisco distributor and according to “Ley para Inversión en la industria Puertorriqueña” has a preference value added of 2% on equipment. RedDot is a Cisco partner who has appointed Nevesem as an exclusive representative to this bid (see attached letter) and Cisco is backing up us on this bid (see attached letter from Cisco).

Also, Nevesem is a service provider and a small business, therefore according to “Ley para Inversión en la industria Puertorriqueña” has a preference value added of 2% on services.

In support to this RFP we have partnered with Phoenix Fund to provide and guarantee the necessary funding to implement this Project. Since this is a native fund, the plusvalia resulted from this RFP, therefore we are hereby also requesting that the preference resulting because from the “plusvalia” of a local business of 2% is also apply when comparing NEVESEM submitted price to others (see Phoenix Fund letter.

Since 1993, Nevesem has provided Puerto Rico’s schools (privates and publics) the best solutions in education and technology.

Cordially,



Ricardo Dreyfous, Ph.D.
President

Attachment Documents



January 14, 2019

Dr. Ricardo Dreyfous
President
Nevesem, Inc.
Carr. PR #1 Km. 24.2
Bo. Quebrada Arenas,
Sector Buen Pastor;
San Juan, PR 00926

**Re: Letter of appointment and Authorization
Exclusive Seller and Integrator - (RFP) NO: PRDE-OSIATD-2018-003**

Dear Dr. Dreyfus:

This is to advise that as of January 3, 2019 **NEVESEM, INC.** is appointed the authorized exclusive Seller and Integrator of Record with respects to the purchase and install of approximately 70,000 indoor (56,000) and outdoor (14,000) wireless access points managed through a cloud portal for The Department Schools of Puerto Rico under (RFP) NO: PRDE-OSIATD-2018-003 (WIRELESS EQUIPMENT AND SERVICES PUERTO RICO DEPARTMENT OF EDUCATION).

The letter also constitutes the authority to provide The PR Department of Education with any information pertaining to any of the Cisco-Meraki Products that are listed below:

MR42-HW	Meraki MR42 Cloud Managed AP	56,000
V2-12083-W	Meraki Mounting Kit for MR42	56,000
MR74-HW	Meraki MR74 Cloud Managed AP	14,000
MA-MNT-MR-7	Meraki Mounting Kit for MR72/MR74	14,000
MA-ANT-20	Meraki Dual-band Omni Antennas	14,000
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	70,000

Very truly yours,

REDDOT TECH, LLC.

Eng. Vianyfel L. Cordaro

cc. Cisco Systems, Inc.
Caribbean & Bermuda





January 14, 2019

Dr. Ricardo Dreyfous
President
Nevesem, Inc.
Carr. PR #1 Km. 24.2
Bo. Quebrada Arenas,
Sector Buen Pastor;
San Juan, PR 00926

Eng. Vianfel Cordaro
President
RedDot Tech, LLC.
2561 NW 84TH AVE, No. 302
Doral, FL 33122

Mr. Erick J. Rodriguez
Managing Partner
Blackburn Networks, LLC.
243 PR State Rd No. 2
Guaynabo PR 00966

Re: **REQUEST FOR PROPOSALS (RFP) NO: PRDE-OSIATD-2018-003**
WIRELESS EQUIPMENT AND SERVICES
PUERTO RICO DEPARTMENT OF EDUCATION (“PRDE”)

Dear all:

Cisco Systems, Inc. (“Cisco”) is pleased to submit a response to the Proposer Partner (“Partner”) request for the reference RFP to confirm the contractual relationship between the Partner and Cisco, as part of the Partner submission of a Proposal to the PRDE.

RFP Introduction

The PRDE intends to purchase and install up to 70,000 indoor (56,000) and outdoor (14,000) wireless access points managed through a cloud portal during the 2019 school year. The equipment is expected to provide full wireless coverage in all of the Department’s 857 schools and 37 non-instructional facilities (including the 7 Region Offices), and to support approximately 160,000 tablets and laptops being purchased for Department schools. Also, the PRDE intends to purchase and install 857 devices for Network Access Control, to provide more granular security to the school’s users.



As a required condition of this RFP, The Partner is required to include a proposal guaranty bid bond in an amount equal to 15% of the Partner one-year contract pricing in addition to a warrant in the contract that the products and services referred in the RFP can be delivered and installed in a timely, professional and workmanlike manner in accordance with the provisions and requirements of the contract. Furthermore, The Partner shall provide the PRDE proof of the manufacturer warranty of the wireless access points and related equipment with a minimum warranty of three (3) years.

Cisco, as the official and designated vendor by the Partner to provide and deliver the 70,000 wireless access points and related equipment to fulfill the contract, certifies and authorizes for the following:

- 1) That Cisco assigned and authorized RedDot Tech, LLC. and Blackburn Networks as the reseller, distributor and integrator of the Cisco products and / services for the (RFP) NO: PRDE-OSIATD-2018-003 of the PRDE through the Proposer Partner NEVESEM, Inc.(“NEVESEM”).
- 2) That Cisco authorizes NEVESEM to Present the Cisco product and service offer, negotiate and sign the corresponding contract with the PRDE using proposed Cisco products, services manufactured and supplied by Cisco. The partner, reseller, distributor and integrator functions as an independent contractor of Cisco has no power to acquire commitments and / or bind Cisco or its affiliates in any way.
- 3) That Cisco will provide support and warranty services on all the products manufactured and supplied to NEVESEM by Cisco.
- 4) That Cisco has reviewed the RFP wireless access points and related equipment specifications based on the Partner instructions and requirements has quoted to the the Cisco-Meraki Products that are listed below:

Please insert the product BOM requirement

MR42-HW	Meraki MR42 Cloud Managed AP	56,000
V2-12083-W	Meraki Mounting Kit for MR42	56,000
MR74-HW	Meraki MR74 Cloud Managed AP	14,000
MA-MNT-MR-7	Meraki Mounting Kit for MR72/MR74	14,000
MA-ANT-20	Meraki Dual-band Omni Antennas	14,000
LIC-ENT-3YR	Meraki MR Enterprise License, 3YR	70,000

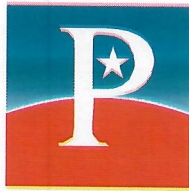
That in the event that Partner is awarded by the PRDE and Cisco receives a valid Purchase Order for the above listed Products by RedDot Tech, LLC., Cisco will be able to manufacture, dispatch and deliver to the Partner said Products in accordance with the current contractual terms between Cisco, Nevesem and RedDot in accordance with the (RFP) NO: PRDE-OSIATD-2018-003.



Thank you the attention and the opportunity. We look forward to providing NEVESEM and The PRDE with leading technology solutions to enable the students throughout the Commonwealth of Puerto Rico. Should you have any questions about our letter, please contact me at grskinne@cisco.com at (954) 873.6509.

Sincerely,

Greg Skinner
Regional Sales Manager
Caribbean & Bermuda
Cisco Systems, Inc.



THE PHOENIX FUND

243 PR ROAD 2
GUAYNABO, PUERTO RICO 00966-1915

Investments for
The New Puerto Rico

PHONE 787 510-6600
WWW.PHOENIXFUND.COM

January 16, 2018

Mr. José L. Narváez Figueroa, Director Ejecutivo III
Puerto Rico Department of Education
Corrections Building, 4th Floor
Tte. César González St, Esquina Kalaf,
Hato Rey, PR 00926

Dear Mr. Narváez:

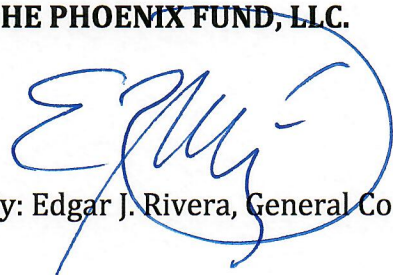
The Phoenix Fund LLC ("The Fund") is a Puerto Rico Private Equity Fund registered under Act 185 and invests in debt and equity instruments to Puerto Rico based companies. One of the business segments included in our charter is the Telecommunications industry.

Currently, we are engaging with NEVESEM, a licensed internet service provider (ISP) that provides virtual educational platforms in Puerto Rico. We also have engaged in providing capital to RedDot Technologies who is a certified Cisco partner.

This letter is intended to establish that The Phoenix Fund will act as guarantor of the bid to be submitted by NEVESEM as proponent along with RedDot as the exclusive Authorized Seller and Integrator of Record for Cisco the equipment provider for this project, pursuant to the RFP NO: PRDE-OSIATD-2018-003-WIRELESS EQUIPMENT AND SERVICES.

Also, as local value-added providers, it is our understanding that NEVESEM's bid would be entitled to further consideration under PR Act 14-2004 which establishes a 2% preferential investment parameter; and PR Act 42-2018 which mandates that 20% of government projects hire local providers.

Very truly yours,
THE PHOENIX FUND, LLC.


By: Edgar J. Rivera, General Counsel