

BOT Meeting:	December 17, 2018
Solicitation No.:	RFP 19-003ES
References:	District Goal Scalable Systems
Description:	<p>LAN Network and Equipment</p> <p><u>Recommendation</u></p> <p>The Administration is seeking Board approval for the purchase of infrastructure electronics and support services to implement voice, wireless, and data services at new schools as well as support existing District sites, in an amount not to exceed \$1,500,000, from Netsync Network Solutions, and authorization for the Superintendent to negotiate and execute the agreements and subsequent renewals through 2021.</p> <p><u>Summary</u></p> <p>On August 29, 2018, Fort Bend ISD released RFP19-003ES to obtain network equipment for the CTE facility and Elementary 51, network lifecycle purchases, and professional services for configuration and installation. After review of the responses received, the committee awarded the contract to Netsync Network Solutions.</p> <p>The construction of new schools requires new LAN equipment to provide networked services for these campuses including wireless networks, wired networks, phones, computers, building automation systems, security cameras, and any other devices requiring network connectivity for functionality. This equipment connects a campus to the District Metropolitan Area Network (MAN). The MAN interconnects campuses over dark fiber and links them to the Datacenter at Admin and Evolve. This bid will also facilitate on-going needs for network technology to include operational needs as well as small projects and initiatives.</p> <p><u>Background</u></p> <p>Fort Bend ISD is eligible for the Federal Communications Commission's E-rate Program (officially known as Universal Service Schools and Libraries Discount). E-rate is a federally funded rebate system for school districts that helps to offset the costs of communications infrastructure required to connect instructional facilities to the internet. The program helps to ensure schools and libraries can obtain telecommunications and internet access at affordable rates.</p> <p>Each year, Fort Bend ISD selects service providers through a fair and open bidding process, requests funding commitments from the E-rate program, purchases eligible services and equipment, and receives rebates for approved purchases. Fort Bend ISD's E-rate discount rate for 2018-19 will be 60 percent, which is determined by</p>

	<p>calculating the percentage of students in the District that qualify for the National School Lunch Program (NSLP). It is the District's desire to seek a rebate for as many of these purchases as possible to take advantage of the savings the program affords.</p> <p>Since the E-rate program provides a rebate, the District will purchase eligible equipment and services based on District needs and will seek reimbursement for 60 percent of the funds spent. Equipment will be purchased and implemented as new campuses are ready. In addition to new purchases, existing network infrastructure will be supported through this bid.</p> <p>Expenditures in 2017-18 were \$4,657,742. Expenditures year to date for 2018-19 are \$25,758. Expenditures will not exceed \$1,500,000, which includes a 15 percent contingency. Funding is included in the budget, and the District will seek E-rate federal reimbursement for eligible equipment and services.</p>
Requested By:	Long Pham, Chief Information Officer Steven Bassett, Chief Financial Officer
Vendor:	Netsync Network Solutions
Budget Sources:	General Fund, Technology Service Fund, Bond 2014 and Bond 2018
Amount:	Not to exceed - \$1,500,000 through 2021
Other Supporting Information	
Sole Source:	No
Number of vendors contacted by Purchasing:	6
Number of vendors contacted by FBISD Notification System:	2555
Number of vendors downloaded the solicitation:	159
Number of responses received:	11
Number of "no bid" responses received:	0
Length of commitment:	Through December 2021
Last solicitation date:	February 15, 2016
Supporting documents:	N/A
Disclosure under Board Policy CH, CV, or DBD (Local):	None

Tabulation Summary
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Vendor	Purchase Price (40 pts. Max)	Reputation of Vendor's Goods and Services (5 pts. Max)	Quality of Vendors Goods and Services (15 pts. Max)	Extent to Which the Goods and Services Meet the Needs of the District (10 pts. Max)	Vendor's Prior Experience With Large Scale Projects (5 pts. Max)	Vendors Past Relationship With the District (5 pts. Max)	Long Term Cost to the District (5 pts. Max)	Insurance Requirements (5 pts. Max)	Standard Form of Agreement (10 pts. Max)	Proposer's Total Score (100 pts. Max)	Proposer's Ranking
Netsync Network Solutions	40	5	14	9	5	5	5	5	10	97	1
Presidio	39	5	14	9	5	4	5	5	10	96	2
DSI (Disys)	17	5	10	9	3	2	3	5	10	62	3
Insource	29	5	4	3	2	1	2	5	10	59	4
Kudelski Security	40	4	4	3	2	1	1	5	0	59	5
Sabyr Consulting	28	5	4	3	2	1	5	0	10	56	6
Layer 3	31	5	4	3	2	1	4	5	0	54	7
Frontier	15	4	9	7	4	2	2	5	0	46	8
Office Depot	15	0	10	8	4	2	2	5	0	46	9
Desert Communications	10	5	10	5	4	2	2	5	0	42	10
Champion One	1	5	4	3	2	1	0	0	10	24	11

*Champion One turned in a partial bid that did not meet specs; long-term pricing could not be scored.

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Evaluation criteria: Proposal shall be evaluated using the evaluation criteria listed below. Fort Bend ISD reserves the right to award contract as best meets the District's needs such as per section, groups, or all.

	Evaluation Criteria	Point System
1	Purchase Price Offer a fair reasonable price for items to be procured by Fort Bend ISD.	40 points
2	Reputation of the Vendor and of the Vendor's Goods or Services Proposer should have a solid reputation with other ISD's, Government or Collegiate entities that shows a high level of customer service and a high level of quality of good or services. References will be contacted via e-mail	5 points
3	Quality of the Vendor's Goods or Services Vendor's products should be new and be of the highest quality with an option to substitute.	15 points
4	Extent to Which the Goods or Services Meet the District's Needs or Specifications	10 points
5	Vendor's Prior Experience With Large Scale Projects	5 points
6	Vendor's Past Relationship With the District or Districts of Similar Size	5 points
7	The Long-Term Cost to the District to Acquire the Vendor's Goods or Services	5 points
8	Insurance Requirements: Vendor meets insurance requirements and included a copy of the Certificate of Insurance in their proposal	5 points
9	Extent to which the vendor agrees to our Standard Form of Agreement embedded herein as Appendix A. By signing the Agreement, you assent to the Terms and Conditions of Fort Bend ISD.	10 points
	TOTAL	100 points