

BOT Meeting:	February 18, 2019
Solicitation No.:	RFP 19-044ES
References:	District Goal 1
Description:	<p>Personal Computers (PC), Related Equipment and Services</p> <p><u>Recommendation</u></p> <p>The Administration is seeking Board approval for the continued purchase of personal computers (PC), associated equipment and services from Netsync Network Solutions, in an amount not to exceed \$67,850,000 over a five-year period, and authorization for the Superintendent to negotiate the contract and subsequent renewals through 2024.</p> <p><u>Summary</u></p> <p>Netsync has worked with the District to provide products and services for over five years. On October 31, 2018, Fort Bend ISD issued RFP 19-044ES soliciting proposals for personal computers, related equipment and services. The selection of Netsync Network Solutions will not only allow the District to replace outdated hardware, but this bid will also provide for the purchase of new systems for the James Reese Technology Center and the new campuses proposed in Bond 2018. Procurement will consist of associated accessories, mobile carts, and professional services for deployment and integration services. Netsync will remove decommissioned equipment from the building and either prepare it for disposal by auction or prepare it to be deployed to a new location.</p> <p><u>Background</u></p> <p>The current PC fleet continues to age beyond a five-year lifecycle expectation and this impacts student learning, as many of the existing devices do not have the capacity to install current software updates. Several of the older systems are not compatible with the new Windows Operating System and will require removal from classrooms and facilities before the current version goes to end-of-life in late 2019. Through the purchase of new PC hardware, the District will advance its ongoing support of students and staff by providing reliable and well-performing systems.</p> <p>Per the Education Technology Master Plan presented to the Board of Trustees in the June 2018 workshop, this bid will facilitate the implementation of the classroom toolset, campus checkout devices, and lending library devices. The focus is to support blended learning initiatives and the vision to integrate more technology into lesson plans. This bid will also provide for the purchase of devices and associated peripherals for staff.</p> <p>The deployment schedule and campus prioritization will be based on teacher and campus readiness. Training for staff and blended learning</p>

immersion is on-going starting with the 2017-18 school year. Deployment will start in spring of 2019 with campus checkout devices as presented to the Board in the technology toolset presentation in 2018. The classroom toolset deployment (2:1 device ratio) will start shortly thereafter with fifty percent of campuses in phase one in preparation for 2019-20 school year. The remaining campuses will follow in preparation for 2020-21 school year. The goal is to complete all student device deployments within two years with an anticipated completion in the fourth quarter of 2020.

Expenditures in 2017-18 were \$4,757,356. Expenditures year to date in 2018-19 are \$1,343,791. Expenditures will not exceed \$67,850,000 through 2024. Funding is included in the 2014 Bond, 2018 Bond, General Fund, Grant Fund and Technology Service Fund budgets.

The estimated budget is \$67,850,000 over a five-year period. The table below reflects this estimate.

Endpoint Device (PC) Estimate	
	Estimate
Elementary #51	\$ 450,000
Elementary #52	\$ 450,000
Elementary #53	\$ 450,000
James Reese Technology Center	\$ 450,000
Recurring Annual Estimated Expenditures	\$ 450,000
Classroom Toolset (2 students to one device (2:1) ratio) & Staff	\$ 65,600,000
Estimated Total	\$ 67,850,000

Requested By: Long Pham, Chief Information Officer
Steven Bassett, Chief Financial Officer

Vendor: Netsync Network Solutions

Budget Sources: 2014 Bond, 2018 Bond, Special Revenue Funds, General Fund, Technology Internal Service Fund

Amount: \$67,850,000 through 2024

Other Supporting Information

Sole Source:	No
Number of vendors contacted by Purchasing:	7
Number of vendors contacted by FBISD Notification System:	2214
Number of vendors downloaded the solicitation:	181
Number of responses received:	6
Number of "no bid" responses received:	1
Length of commitment:	Through 2024
Last solicitation date:	N/A
Supporting documents:	Evaluation Summary, Evaluation Criteria
Disclosure under Board Policy CH, CV, or DBD (Local):	None

Tabulation Summary
 RFP 19-044ES
 Personal Computers, Related Equipment and Services
 February 18, 2019

Vendor	Purchase Price (20 pts. Max)	Reputation of Vendor's Goods and Services (10 pts. Max)	Quality of Vendors Goods and Services (20 pts. Max)	Extent to Which the Goods and Services Meet the Needs of the District (20 pts. Max)	Vendors Past Relationship with the District (10 pts. Max)	Long Term Cost to the District (10 pts. Max)	Ability to Service District with Staff and Insurance (5 pts. Max)	Standard Form of Agreement (5 pts. Max)	Proposer's Total Score (100 pts. Max)	Proposer's Ranking
Netsync	20	9	20	20	10	7	5	5	95	1
GTS Technology Solutions	17	9	16	17	6	1	5	5	77	2
Virtucom	19	7	13	15	3	10	5	3	75	3
Office Depot	19	0	13	14	9	5	5	3	68	4
Prime Systems	20	10	11	12	3	0	5	5	66	5
Wynn Corp	15	0	10	11	3	2	5	5	51	6

RFP 19-044ES
Personal Computers, Related Equipment and Services

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.	20 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.	10 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.	20 points
4	Extent to Which the Goods or Services Meet the District's Needs or Specifications	20 points
5	Vendor's Past Relationship With the District	10 points
6	The Long-Term Cost to the District to Acquire the Vendor's Goods or Services	10 points
7	Ability to Service Our Accounts With Proper Staff and Insurance Requirements Each vendor should identify their process for returns, exchanges, and provide more information about local or account representative.	5 points
8	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.	5 points
	TOTAL	100 points