

BOT Meeting:	June 17, 2019
Solicitation No.:	RFP 19-067AR
References:	District Goal Scalable Systems
Description:	<p>IP (VoIP) Phones, Accessories, and Related Services</p> <p><u>Recommendation</u></p> <p>The Administration is seeking Board approval for the continued purchase of telephony equipment from Dexon Computer Inc. and professional services to replace aging voice system infrastructure from Presidio Network Solutions, in an amount not to exceed \$2,271,000 over a five-year period through June 2024. Staff is also requesting authorization for the Superintendent to negotiate and execute the agreements and subsequent renewals through 2024.</p> <p><u>Summary</u></p> <p>The Cisco Telephony system provides essential voice communication services to campuses and supports sites across the District. Examples of voice communication services include phone calls, fax calls, emergency 911 calls, etc.</p> <p>On February 28, 2019, Fort Bend ISD released RFP 19-067AR to solicit proposals for telephony equipment and the services needed to replace aging voice system infrastructure. Dexon Computer Inc. was selected to supply hardware equipment and accessories, and Presidio Network Solutions was selected to perform assessment and installation services. Both vendors were selected based on responses to established criteria.</p> <p>Much of the telephony hardware currently deployed has reached the end of its useful life and replacement is advised. Incidents of equipment failure have risen which has required an increase in the allocation of operations resources to remediate failures. The equipment manufacturer, Cisco, has issued End of Life and End of Support on this telephony equipment. End of Life terminates feature, software, and firmware development. End of Support terminates manufacturer's technical assistance to resolve hardware issues. End of Support also means the manufacturer no longer guarantees that this equipment will continue to function after telephony system upgrades, increasing the risk associated with upgrades.</p> <p>Additional telephony hardware is required for projects such as new construction, campus expansions, campus rebuilds, or to meet requests for new telephony services.</p>

	<u>Background</u> Expenditures in 2018-19 were \$127,154 for replacement phone services. Expenditures will not exceed \$2,271,000 through June 2024, which includes a 15 percent contingency. Funding is available in the budget.
Requested By:	Long Pham, Chief Operations Officer Steven Bassett, Chief Financial Officer
Vendor:	Dexon Computer Inc. Presidio Networked Solutions Group, LLC.
Budget Sources:	Bond 2014, 2018 Funds, Technology Service Fund, General Fund
Amount:	Not to Exceed \$2,271,000
Other Supporting Information	
Sole Source:	No
Number of vendors contacted by Purchasing:	N/A
Number of vendors contacted by FBISD Notification System:	3803
Number of vendors downloaded the solicitation:	254
Number of responses received:	7
Number of "no bid" responses received:	0
Length of commitment:	Through June 2024
Last solicitation date:	August 8, 2016
Supporting documents:	Evaluation Summary and Criteria
Disclosure under Board Policy CH, CV, or DBD (Local):	None

Evaluation Criteria

RFP 19-067AR- Equipment

IP (VoIP) Phones, Accessories, and Related Items

June 17, 2019

Vendor	Purchase Price (25 pts max)	Reputation of Vendor and Vendor's Goods and Services (5 pts max)	Quality of Vendor's Goods and Services (20 pts max)	Extent to Which Goods and Services Meet the District's Needs (25 pts max)	Vendor's Past Relationship With the District (5 points)	Long-Term Cost to the District Needs (5 points)	Insurance Requirements (5 pts max)	Extent to Which the Vendor Agrees to our Standard Form of Agreement Embedded Herein as Appendix A (10 pts max)	Proposer's Total Score (100 pts max)	Proposer's Ranking
Dexon	25	4	20	24	5	5	5	10	97	1
Netsync	20	4	15	12	5	4	5	10	74	2
Presidio	19	4	16	15	1	4	5	10	73	3
CST Corp	18	4	13	5	1	4	5	10	60	4
Frontier	19	4	12	6	1	4	5	5	56	5

RFP 19-067AR- Services

IP (VoIP) Phones, Accessories, and Related Items

Vendor	Purchase Price (25 pts max)	Reputation of Vendor and Vendor's Goods and Services (5 pts max)	Quality of Vendor's Goods and Services (20 pts max)	Extent to Which Goods and Services Meet the District's Needs (25 pts max)	Vendor's Past Relationship With the District (5 points)	Long-Term Cost to the District Needs (5 points)	Insurance Requirements (5 pts max)	Extent to Which the Vendor Agrees to our Standard Form of Agreement Embedded Herein as Appendix A (10 pts max)	Proposer's Total Score (100 pts max)	Proposer's Ranking
Presidio	25	4	20	25	5	5	5	10	99	1
Netsync	14	4	14	13	4	3	5	10	67	2
TEKSYNC	21	4	6	6	2	4	5	10	57	3
CST Corp	21	4	4	4	1	4	5	10	52	4
ERFA Groups LLC	13	4	5	6	2	3	5	10	46	5
Frontier	4	4	9	7	2	1	5	5	36	6

RFP 19-0676AR Evaluation Criteria

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	<p>Purchase Price</p> <p>Offer a fair reasonable price for items or services to be procured by Fort Bend ISD. Pricing will be calculated using the Price Delivery Sheet in this document.</p>	25 points
2	<p>Reputation of the Vendor and of the Vendor’s Goods or Services</p> <p>Vendor should have a solid reputation with other ISD’s, Government or Collegiate entities that show a high level of customer service, a high level of quality of good or services. (References will be contacted via email with a deadline. If no response is received by the deadline, there will be points deducted in this section.)</p>	5 points
3	<p>Quality of the Vendor’s Goods or Services</p> <ul style="list-style-type: none"> • Service capabilities • Demonstrated competence: experience, etc. • Qualifications: education, certification, licenses, etc. 	20 points
4	<p>Extent to Which the Goods or Services Meet the District’s Needs</p>	25 points
5	<p>Vendor’s Past Relationship With the District.</p>	5 points
6	<p>Long-Term Cost to the District to Acquire the Vendor’s Goods or Services</p> <p>Warranty, setup fee; maintenance or other fees</p>	5 points
7	<p>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.</p>	10 points
8	<p>Insurance Requirements:</p> <p>Vendor meets insurance requirements and included a copy of the Certificate of Insurance in their proposal.</p>	5 points
	<p>TOTAL</p>	100 points