



## Cypress-Fairbanks Independent School District

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*Frederick A. Brenz*

*Enterprise Communication Networks (ECN) Manager*

TO: Frankie Jackson  
Chief Technology Officer

FROM: Frederick A. Brenz  
Enterprise Communication Networks Manager

CC: Frankie Jackson  
Chief Technology Officer

DATE: March 13, 2014

RE: Co-location Facilities and Internet Related Services  
Request for Proposal #14-01-3937RFP  
Contract Award Recommendation

The District received five (5) competitive sealed proposals on Friday February 28<sup>th</sup>, 2014 at 2:00 p.m. from interested providers for Co-location Facilities and Internet Related Services. This service will provide the necessary facilities to provide Network Operations Center functionality, as well as Internet and Voice services from an off-site service provider for safety and reliable data management for the District. These components will work cohesively to protect not only the data itself, but also the type of data traffic moving to and from the District across this co-located tier I facility.

Please see the attachment for an assessment worksheet that will delineate the proposal tabulations. Based on the proposals submitted and the evaluation criteria set forth in the RFP, it is recommended to award the contract to Lumenate Technologies, LP for the total contract amount of \$667,262.00. Lumenate Technologies, LP received a score of 98.00 using the District's evaluation criteria. Depending on the Schools and Library Division's decision for funding reimbursements awarded through the E-Rate Program, the District may be eligible to receive substantial discounts on the total cost of the contract. The contract will only be executed as funding is provided through Bond programs or other funding sources.

If you should have any questions or concerns, please do not hesitate to contact me.

Regards,

Frederick A. Brenz, ECN Manager  
281-517-2630

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Attachment

CoLocation Facilities and Internet Related Services  
RFP-14-01-3937RFP

SECTION 3.1		LSI		Lumenate		Internap		General Datatech		DC2GO	
Description		NRC	MRC	NRC	MRC	NRC	MRC	NRC	MRC	NRC	MRC
Rack Cabling and Connections	1	\$500.00	\$980.00	\$1,200.00	\$999.00	\$0.00	\$500.00	\$1,750.00	\$30.00	\$656,251.00	\$0.00
Monthly cost for 3.5Kw of power	1	\$600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$765.00	\$1,100.00	\$1,225.00		
Additional Cost per Kw of Power	1		\$280.00		\$250.00		\$218.57		\$350.00	Estimated	\$500.00
Min. 2 Hours Smart Hands Response	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	Not Included	Not Included
Hourly Cost/ in 15 minute Increments	1	\$55.00	\$0.00	\$125.00	\$0.00	\$0.00	\$0.00	\$125.00	\$0.00	Not Included	Not Include
8 - Fiber Cross Connects for Fiber WAN	1	\$ -	\$400.00		\$ 300.00					N/A	
1 - Fiber Internet Cross Connect	1		\$50.00	\$5,400.00	\$ -	Not Included		Not Included		N/A	
Additional Fiber Cross Connects	1	\$ 50.00		\$50.00		Not Included		Not Included		N/A	
Copper Cross Connects	1	\$ 50.00		\$150.00		Not Included		Not Included		N/A	
24 strand Inter Facility Cable	1			\$1,200.00		Not Included		Not Included		N/A	
Additional Costs						\$28/SQft, \$6770 will include AP		NoBid			
<b>Base Bid for Internet Rack</b>		\$1,255.00	\$1,710.00	\$8,125.00	\$1,549.00	\$0.00	\$1,483.57	\$2,975.00	\$1,605.00	\$656,251.00	\$500.00
Total Year One Cost			\$21,775.00		\$26,713.00		\$17,802.86		\$22,235.00		\$662,251.00
Yearly Recurring (yr 2 - 5)			\$20,520.00		\$18,588.00		\$17,802.86		\$19,260.00		\$6,000.00
Five Year Contract Cost			\$103,855.00		\$101,065.00		\$89,014.29		\$99,275.00		\$686,251.00
Rack			\$2.00		\$1.00		\$0.00		\$0.00		\$3.00
<b>Total Cost for Internet Services</b>			\$103,857.00	35.00	\$101,066.00	35.00	\$89,014.29	35.00	\$99,275.00	35.00	\$686,251.00
Scoring Contract Cost	35	97%	34.00	100%	35.00	0%	-	0%	-	15%	5.15
Scoring Year One	15	91%	15.00	100%	13.00	0%	-	0%	-	310%	5.15

Section 3.2		LSI		Lumenate		Internap		General Datatech		DC2GO	
Description		NRC	MRC	NRC	MRC	NRC	MRC	NRC	MRC	NRC	MRC
Caging for 10 Racks	1	\$1,000.00	\$0.00	\$10,500.00	\$0.00	\$0.00	\$0.00	\$1,750.00	\$270.00	\$656,251.00	\$0.00
Rack, Cabling and Connections	9	\$500.00	\$8,820.00	\$1,200.00	\$8,991.00		\$11,385.00	\$1,100.00	\$11,025.00		\$0.00
Monthly Cost for 9 Rack with 3.5 kW of Power	9	\$600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$765.00	\$1,100.00	\$1,225.00	Estimated	\$4,500.00
Additional Cost per Kw of Power	9		\$280.00		\$250.00		\$218.57		\$350.00	Estimated	\$500.00
<b>Base Bid for Internet Rack</b>		\$2,101.88	\$9,100.00	\$11,737.00	\$9,241.00	\$35.00	\$12,368.57	\$3,985.00	\$12,870.00	\$0.00	\$5,000.00
Total Year One Cost			\$111,301.88		\$122,629.00		\$148,457.86		\$158,425.00		\$60,000.00
Yearly Recurring (yr 2 - 5)			\$109,200.00		\$110,892.00		\$148,422.86		\$154,440.00		\$60,000.00
Five Year Contract Cost			\$548,101.88		\$566,197.00		\$742,149.29		\$776,185.00		\$300,000.00
<b>TOTAL CONTRACT COST</b>			\$651,956.88		\$667,262.00		\$831,163.57		\$875,460.00		\$986,251.00

CoLocation Facilities and Internet Related Services  
RFP-14-01-3937

	Points	LSI-LeTigre Solution Inc	Lumenate	Internap	General Data Tech	DE2GO	NOTES
The Purchase Price	35	34.0	35.0	0.0	0.0	5.2	Internap and GDT do not provide comprehensive cost proposals.
The long-term cost to the District to acquire the Vendor's Goods or Services	15	15.0	13.0	0.0	0.0	5.2	Internap and GDT do not provide comprehensive cost proposals.
The Reputation of the Vendor and of the Vendor's Goods or Services	15	15.0	15.0	15.0	15.0	15.0	
The vendor's past relationship with the District	5	5.0	5.0	0.0	0.0	0.0	
The Quality of the Vendor's Goods or Services	15	15.0	15.0	15.0	15.0	15.0	
The Extent to which the Goods or Services meet the Needs	10	9.0	10.0	5.0	10.0	0.0	Lumenate solution provides closer access to CFISD.
Offering the best value to the District	5	3.0	5.0	1.0	1.0	1.0	Lumenate solution is the lowest over-all cost to CFISD.
<b>Recommended Award:</b>	100	96	98	36	41	41.3	
<b>Lumenate</b>							
<b>Contract Cost:</b>							
<b>\$ 667,262.00</b>							