



To: Matt Morgan
Assistant Superintendent of Support Services

From: Kristine Johnston
Director of Purchasing

Date: December 5, 2014

Re: Network/Internet Point of Presence and Data Center Colocation
Request for Proposal #14-10-4140RFP

The following bids were received and opened at 2:00 p.m., Wednesday, November 19, 2014 as advertised and specified in documents concerning **Network/Internet Point of Presence and Data Center Colocation, Request for Proposal #14-10-4140RFP**. The bids received are on page 3.

Recommendation: CyrusOne

Funding: Technology Bond Funds

Estimated Expenditure: \$1,419,144.00

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Cypress-Fairbanks Independent School District

Paula Ross

Director of Networks, Infrastructure and Communications

TO: Dr. Mark Henry
Board of Trustees

FROM: Paula Ross
Director of Networks, Infrastructure and Communications

CC: Frankie Jackson, Chief Technology Officer
Stuart Snow, Associate Superintendent of Business and Financial Services

DATE: December 5, 2014

RE: Network/Internet Point of Presence & Data Center Colocation, Request for Proposal #14-10-4140RFP
Contract Award Recommendation

Seven competitive bids were received at 2:00 p.m., Wednesday, November 19, 2014 from vendors offering Data Center and Internet Services. This contract recommendation will secure the services of a Network and Data Center Colocation facility that is categorized as a Tier 3-4 Professional Data Center for the District's primary Internet Point of Presence and as a location for primary and secondary application delivery platforms, disaster recovery, backup, and storage systems. This facility will extend the CFISD Wide Area Network (WAN) to include robust telecommunication services providing connectivity from a base of six (6) network hubs and high school locations.

This contract recommendation supports the 2014 Bond Referendum for Technology Infrastructure, specifically recommendation #4 (Upgrade Data Center Infrastructure) satisfying the following objectives:

- Build a Virtualized Server Data Center
- Install a Storage Area Network (SAN)
- Co-Locate the Data Center to an External Facility
- Build Backup, Recovery, and Business Continuity

Please see the attachment for an assessment of the submitted proposals. After reviewing all of the offerings, the committee recommends that we award to CyrusOne with a five year expenditure of \$1,419,144 to the District. This vendor scored 94.92 out of 100. The recommendation committee feels that this vendor best meets the needs of the District and provides the greatest value.

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

Respectfully,

A handwritten signature in cursive script that reads "Paula K. Ross".

Paula Ross

Recommendation - Network/Internet Point of Presence & Data Center Colocation, Request for Proposal #14-10-4140RFP, Nov. 19, 2014 2:00 PM

Vendor Scoring

Proposal Evaluation Criteria	Weight*	Alpheus		CyrusOne		DataFoundry		Evolve		Fibertown		ICTX		Internap	
		11/19/2014		11/19/2014		11/19/2014		11/19/2014		11/19/2014		11/19/2014		11/19/2014	
		Raw Score**	Weight Score***	Raw Score****	Weight Score	Raw Score	Weight Score	Raw Score	Weight Score	Raw Score	Weight Score	Raw Score	Weight Score	Raw Score	Weight Score
A. Purchase Price	30%	30.07	9.02	83.07	24.92	87.89	26.37	72.89	21.87	71.44	21.43	100.00	30.00	80.55	24.17
B. Reputation of Vendor, Goods, Services	15%	100.00	15.00	100.00	15.00	100.00	15.00	100.00	15.00	100.00	15.00	100.00	15.00	100.00	15.00
C. Quality of the Vendor's Goods or Services	20%	100.00	20.00	100.00	20.00	100.00	20.00	100.00	20.00	100.00	20.00	100.00	20.00	100.00	20.00
D. Extent to which the Goods and Services Meet Need	25%	60.00	12.00	100.00	25.00	80.00	20.00	80.00	20.00	80.00	20.00	60.00	12.00	60.00	12.00
E. Vendor's Past Relationship with the District	10%	0.00	0.00	100.00	10.00	0.00	0.00	50.00	5.00	0.00	0.00	100.00	10.00	0.00	0.00
F. Best Value to the District		56.02	0.00	94.92	0.00	81.37	0.00	81.87	0.00	76.43	0.00	87.00	0.00	71.17	0.00
Overall Ranking		100%	56.02	94.92	81.37	81.87	76.43	87.00	71.17						
Five Year Cost to District		\$3,920,980.00	\$1,419,144.00	\$1,341,250.00	\$1,617,400.00	\$1,650,159.00	\$1,178,854.00	\$1,463,500.00							

Vendor Selected: **CyrusOne**
 Approved By: Frankie Jackson & Board of Trustees
 Title: Chief Technology Officer
 Evaluation Date: December 2, 2014

Bid Assessment Comments:
 CyrusOne provided a proposal with premium quality goods and services, with a data center facility in an optimal geographic location. In addition, CFISD can procure fiber network connectivity from the CFISD Wide Area Network (WAN) to the data center colocation facility at the lowest cost. DataFoundry's Houston data center will not open until March 2015. ICTX was not a comparable data center and the cost of fiber access to the facility was significantly higher.

Signed: Frankie Jackson _____ Signed: CFISD NOC Mgr. _____

Notes:
 * Percentage weights must add up to 100%. Price must be weighted the heaviest.
 ** Evaluated on a scale of 0 to 100: 0=worst, 100=best.
 *** Weight x Raw Score
 ****Raw price scores were calculated as follows: (Low Bid Price / Proposer's Price) * 100