



Cypress-Fairbanks Independent School District

Frederick A. Brenz

Enterprise Communication Networks (ECN) Manager

TO: Dr. Mark Henry
Board of Trustees

FROM: Frederick A. Brenz
Enterprise Communication Networks Manager

CC: Frankie Jackson
Chief Technology Officer

DATE: March 13, 2014

RE: Internet Infrastructure Components – Priority Two E-rate, NextGen Firewall / UTM /
Content Filter
Request for Proposal #13-12-3719RFP
Contract Award Recommendation

The District received four (4) competitive sealed proposals on Friday, January 24th, 2014 at 2:00 p.m. from interested providers for the Internet Infrastructure Components including NextGen Firewall, Unified Threat Management (UTM) and Content Filtering. This service will provide the necessary components to quickly and safely monitor and mitigate all internet traffic 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 the internet.

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 M&S Technologies for the total contract amount of \$338,919.02. M&S Technologies received a score of 97.00 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

E-Rate Bid Assessment Worksheet

Funding Year

2014 = Year 17

Project or Service Description

Cabling - CyFair Independent School Distric
Proposals for: Cabling RFP: 13-12-3718 Jan 17 2014 2:00 PM

Section 3.2 and 3.3 Firewall and Content Filter (UTM)

Vendor Scoring (use additional worksheets if necessary)

Proposal Evaluation Criteria	Weight*	NWN		INX Presidio		M&S		Solid Border				
		143031657		143015315		143028765		143034133				
		Received 1/17/2014		1/17/2014		1/17/2014		1/17/2014				
		Raw Score**	Weight Score***	Raw Score	Weight Score	Raw Score	Weight Score	Raw Score	Weight Score			
The Purchase Price	25%	43.76	10.94	32.45	8.11	100.00	25.00	75.18	18.80			
The Reputation of the Vendor and of the Vendor's Goods or Services	15%	80.00	12.00	80.00	12.00	80.00	12.00	100.00	15.00			
The Quality of the Vendor's Goods or Services	15%	60.00	9.00	40.00	6.00	100.00	15.00	80.00	12.00			
The Extent to which the Goods or Services meet the Needs	15%	80.00	12.00	80.00	12.00	100.00	15.00	100.00	15.00			
The vendor's past relationship with the District	5%	100.00	5.00	100.00	5.00	100.00	5.00	100.00	5.00			
The long-term cost to the District to acquire the Vendor's Goods or	20%	20.00	4.00	20.00	4.00	100.00	20.00	80.00	16.00			
Offering the best value to the District	5%	20.00	1.00	20.00	1.00	100.00	5.00	80.00	4.00			
Overall Ranking		100%	53.94	48.11	97.00	85.80						

Vendor Selected: M&S
Approved By: Frankie Jackson & Board of Trustees
Title: Chief Technology Officer
Evaluation Date: March 3, 2014

Bid Assessment Comments, if needed:
Proposals for: Cabling RFP: 13-12-3718 Jan 17 2014 2:00 PM;
The following vendors received RFP's: Arrow S3, ATT, Delcom Group, Dice Communications, IBM, Integration Partners, Lantana Communications, Layer3, LSI, Lumenate, M&S, NACR, Netsync, NWN, Onsale Networks, Prime Systems, Shamrock, Solid Border, Solid IT Networks, Windstream;

Signed: Frankie Jackson Signed: Fred Brenz

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

3.1.1 Internet Gateway/BGP Router	NWN	PRESIDIO	M&S	SolidBorder
SUMMARY	Cisco ASR	Cisco ASR	TOTAL \$	
Equipment	\$198,856.14	\$145,657.42	\$0.00	\$0.00
Licensing	\$0.00	\$35,557.20	\$0.00	\$0.00
Configuration	\$10,000.00	\$ 11,752.50	\$0.00	\$0.00
Installation	\$10,000.00	\$ 3,917.50	\$0.00	\$0.00
Maintenance	\$34,819.20	\$ 28,948.00	\$0.00	\$0.00
Miscellaneous 1yr Additional Maintenance option (NOT inc in Total)	\$11,606.40	\$ 3,640.00	\$0.00	\$0.00
Other (Shipping, Bond etc)	\$0.00	\$0.00	\$0.00	\$0.00
OPTION: SIP	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL	\$253,675.34	\$229,472.62	No Bid	No Bid
Score	3.00	5.00	-	-

3.1.2&3.1.3 Next Gen, UTM, Firewall and Content Filter and Internet Access Mgt Platform	NWN	PRESIDIO	M&S	SolidBorder
SUMMARY	Cisco	Cisco	FortiNet 3600C	Palo Alto 5060
	Requires 3.1.2	\$0.00	Requires 3.1.2	Requires 3.1.2
Equipment	\$116,385.76	\$344,285.43	\$177,870.00	\$157,760.00
Licensing 1yr Option	\$0.00	\$35,529.15	\$0.00	\$81,684.00
Licensing 3yr Option	\$527,593.50	\$429,800.00	\$0.00	\$81,684.00
Configuration	\$35,000.00	\$54,857.81	\$3,750.00	\$3,600.00
Installation	\$30,000.00	\$18,285.94	\$750.00	\$5,400.00
Maintenance	\$65,516.10	\$161,686.28	\$144,782.82	\$93,984.00
Miscellaneous (describe)	\$0.00		\$0.00	\$26,694.00
Other (Shipping, Bond etc)	\$0.00	\$0.00	\$11,766.20	\$0.00
Total	\$774,495.36	\$1,044,444.61	\$338,919.02	\$450,806.00
Score	2.19	1.62	5.00	3.76

3.1.4 DNS/DHCP/IPAM Management Platf	NWN	PRESIDIO	M&S	SolidBorder
Equipment	\$148,040.55	\$402,034.60	\$0.00	\$312,800.00
Licensing	\$0.00	\$0.00	\$0.00	\$0.00
Configuration	\$15,000.00	\$51,735.43	\$0.00	\$0.00
Installation	\$13,200.00	\$12,865.08	\$0.00	\$22,400.00
Maintenance 1yr	\$0.00	\$0.00	\$0.00	\$105,570.00
Maintenance +2yr	\$68,843.97	\$257,160.25	\$0.00	\$211,140.00
Miscellaneous (describe)	\$0.00		\$0.00	\$0.00
Other (Shipping, Bond etc)	\$0.00		\$0.00	\$0.00
TOTAL	\$245,084.52	\$723,795.35	No Bid	\$651,910.00
Score	DQ	3.00	-	5.00