



To: Matt Morgan
Assistant Superintendent of Support Services

From: Kristine Johnston
Director of Purchasing

Date: March 31, 2017

Re: Internet Gateway Router Switch
Annual Contract #16-12-5049RFP

The following bids were received and opened at 3:00 p.m. CST, Tuesday, January 17, 2017 as advertised and specified in the documents concerning **Annual Contract #16-12-5049RFP Internet Gateway Router Switch**. The bids received are listed on page 3.

Recommendation: Layer3 Communications, LLC

Funding: Technology Bond Funds (*Eligible for ERate Reimbursement*)

Five Year Estimated Expenditure: \$596,595.20



To: Frankie Jackson, Chief Technology Officer

From: Paula Ross, Director of Networks Infrastructure and Communications

CC: Oscar Villar, Senior Network Specialist
Kim Bowlin, Technology Acquisitions Project Specialist

Re: Internet Gateway Router Switch
Annual Contract No. 16-12-5049RFP

Date: March 31, 2017

The purpose of the Internet Gateway Router Switch RFP was to identify a vendor that could assist the Cypress-Fairbanks Independent School District (the District) with replacement equipment for the existing Border Gateway Protocol (BGP) Routers and Internet facing switching equipment. BGP is the routing method that enables the Internet to function. Without it, we wouldn't be able to use any networked services such as a Google search or send an email. BGP is similar to a GPS navigation system. BGP routing can be thought of as an autonomous system in the computer world as a city with many streets. A network prefix is similar to one street with many houses. An Internet Protocol (IP) address is like an address for a particular house in the real world, while a packet is the equivalent of a car traveling from one house to another using the best possible route. Taking this comparison to its logical conclusion, the BGP routing protocol is analogous to your GPS navigator. Like GPS map applications on your smart phone, the best route is determined by different factors, such as traffic congestion, roads temporarily closed for maintenance, etc. The path is calculated dynamically depending on the situation of the network nodes, which are like roads and junctions on a GPS map.

This RFP requested vendors to provide a solution that would support the Internet and related services capacity of the District and would replace the current BGP router that is 3 years old running at an estimated 100% capacity. Our current BGP router located at ISC has no additional ports to service needed connections for the District. The proposed solutions would meet the District's needs until 2021. The District received 5 proposals from vendors. The recommendation of the bid evaluation committee is to award services to Layer3 Communications, LLC. They scored 79.43 out of 100 and offered the best value to the District while providing a carrier class product that would meet the District's needs until 2021. The committee was very pleased that we could recommend a product that addressed the District's current needs and offer flexibility for growth and capacity by populating line cards in subsequent years (if needed). Thus, the committee's recommendation is to award the Internet Gateway Router Switch 16-12-5049RFP to Layer3 Communications, LLC. They have proposed a superior product and have been a valued partner to the District.

Respectfully,

A handwritten signature in black ink that reads "Paula K. Ross". The signature is written in a cursive, flowing style.

Paula K. Ross

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| | | Enterprise Systems Corporation | <u>Layer3 Communications, LLC</u> | Netsync Network Solutions | Presidio Networked Solutions Group, LLC | Resilient Intelligent Networks |
|--|-------------------|--------------------------------|-----------------------------------|---------------------------|---|--------------------------------|
| <u>Description</u> | | 7280R | MX480 | ASR-9904 | ASR1009-X | 7280R |
| Five Year Estimated Expenditure | | \$426,493.70 | <u>\$596,595.20</u> | \$669,480.28 | \$612,469.89 | \$408,098.50 |
| Total Points | <u>100</u> | 69.91 | <u>79.43</u> | 66.07 | 77.01 | 65.54 |
| Price of eligible goods or services; | 40 | 40.00 | 26.55 | 21.43 | 26.68 | 29.21 |
| Reputation of the vendor and of the vendor's goods or services; | 10 | 5.00 | 10.00 | 10.00 | 10.00 | 5.00 |
| Quality of the vendor's goods or services; | 10 | 5.00 | 10.00 | 10.00 | 10.00 | 5.00 |
| Extent to which the goods or services meet the needs of the District; | 10 | 8.33 | 10.00 | 9.00 | 8.67 | 8.33 |
| Vendor's past relationship with the District; | 10 | 0.00 | 10.00 | 2.50 | 10.00 | 0.00 |
| Long-term cost to the District to acquire the vendor's goods or services. | 10 | 3.58 | 2.88 | 3.14 | 2.66 | 10.00 |
| Other: SLD Erate Eligible | 10 | 8.00 | 10.00 | 10.00 | 9.00 | 8.00 |
| RANK: | | 3.00 | 1.00 | 4.00 | 2.00 | 5.00 |

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|--|---|
| Enterprise Systems Corporation | No Installed Base; No qualified References; No past District experience. |
| Layer3 Communications, LLC | Providing technician certification training at no cost. Fortinet certified primary partner. |
| Netsync Network Solutions | Lack support service; Limited past District experience. |
| Presidio Networked Solutions Group, LLC | Limited growth compared to other proposals; lowest performance cisco proposal; Fortinet is not primary partner. |
| Resilient Intelligent Networks | No Installed Base; No qualified References; No work with District. |