



## Cypress-Fairbanks Independent School District

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*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: Data Cabling  
Request for Proposal #13-12-3718RFP  
Contract Award Recommendation

The District received five (5) competitive sealed proposals on Friday, January 17<sup>th</sup>, 2014 at 2:00 p.m. from interested providers for the Data Cabling project. This project will provide for necessary data cabling to support a new wireless network infrastructure throughout the district. The chosen proposer will provide services for data cabling and miscellaneous troubleshooting as necessary. These services are including but not limited to: cable installation, all materials and equipment, termination, testing, and labeling. Along with these services will be a twenty (20) year warranty on any Systemax data cabling system.

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 INX, LLC, a wholly owned subsidiary of Presidio Networked Solutions, Inc. for the total contract amount of \$3,341,112.00. Presidio Networked Solutions, Inc. received a score of 98.96 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

CFISD-31-12-3718-Cabling-Tab-Year17.xlsx

**CFISD ORIGINAL PROPOSAL TABULATION**

Proposals for: Cabling CyFair Independent School District			Requesting This Item: Frankie Jackson			RFP: 13-12-3718 Jan 17 2014 2:00 PM	
ITEM NO.	DESCRIPTION	SPIN	MCA <a href="#">143006858</a>	Network Cabling #REF! <a href="#">143026950</a>	NetVersant <a href="#">143025895</a>	Presidio <a href="#">143024659</a>	OnSale No SPIN
1		Qty	\$300.00	\$242.00	\$230.00	\$204.00	\$69.50
2	<b>Cabling</b>	16378	\$4,913,400	\$3,806,674	\$3,745,951	\$3,341,112	\$1,138,271
3						DIR-SDD-1915	
4	250' span of Systimax Category 6 cable		\$300.00	\$242.00	\$230.00	\$204.00	\$69.50
5	Labor hourly rate-Cabling		\$35.00	\$35.00	\$44.80	\$64.00	\$39.50
6	Labor hourly rate-Construction		\$35.00	\$35.00	\$44.80	\$83.00	\$39.50
7	Labor hourly rate-PatchPanel		\$35.00	\$35.00	\$44.80	\$64.00	\$39.50
8	Labor hourly rate-Emergency Service		\$43.75	\$35.00	\$67.20	\$94.20	\$65.50
9	Labor hourly rate-Overtime		\$52.50	\$52.50	\$67.20	\$88.00	\$120.00
10	Equipment and other supplies Below R		0%	0%	30%	15%	10%
11	Equipment and other supplies Above V		15%	9%	15%	18%	10%
12	Troubleshooting		\$43.75	\$40.00	\$48.00	\$64.00	\$65.00
13	Engineering		\$65.00	\$75.00	\$100.00	\$120.00	\$65.00
14	Number of staff		220.00	160.00	70.00	4.00	10.00
15	Number of subs		-	-	20.00	24.00	20.00
16	<b>Recommended Award:</b>					<b>Award</b>	
17		90%	\$937,200	\$725,819	\$716,321	\$637,296	
18		80%	\$1,620,000	\$1,258,272	\$1,236,222	\$1,101,600	
19		0-60%	\$2,356,200	\$1,822,583	\$1,793,408	\$1,602,216	
20			\$4,913,400	\$3,806,674	\$3,745,951	\$3,341,112	
21	<b>Best Yr ERate Contracted</b>		\$4,069,920	\$3,153,437	\$3,101,262	\$2,767,546	
22	<b>Pricing Score</b>		3.40	4.21	4.43	5.00	Incomplete Bid
23			Anthony Yager	Jessica Vallejo	Scott Gilmore	Beth Heyn	Samuel German
24							
25	<b>NOTES:</b>			5 RCDD's; BOM; Systemax Certified	Systemax Prestige Partner/Certified; Platium Contractor;	4 RCDD's; Panduit, Systemax, Commscope, Leviton Certified	Labor only?

# E-Rate Bid Assessment Worksheet

Funding Year

2014 = Year 17

Project or Service Description

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

**Vendor Scoring** (use additional worksheets if necessary)

Proposal Evaluation Criteria	SPIN Received	MCA		Network Cabling		NetVersant		Presidio		OnSale					
		143006858		143026950		143025895		143024659		No SPIN					
		1/17/2014		1/17/2014		1/17/2014		1/17/2014		1/17/2014					
Weight*	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%	68.00	20.40	84.30	25.29	88.70	26.61	100.00	30.00	0.00	0.00		0.00		0.00
B. Reputation of Vendor, Goods, Services	10%	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	10.00	1.00		0.00		0.00
C. Quality of the Vendor's Goods or Services	15%	100.00	15.00	100.00	15.00	100.00	15.00	100.00	15.00	20.00	3.00		0.00		0.00
D. Extend Goods and Services Meet Need	10%	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	0.00	0.00		0.00		0.00
E. Vendor's past relationship with the district	5%	100.00	5.00	90.00	4.50	90.00	4.50	85.00	4.25	80.00	4.00		0.00		0.00
F. Long Term Cost	20%	68.00	13.60	84.30	16.86	88.70	17.74	100.00	20.00	0.00	0.00		0.00		0.00
G. Other Criteria: Erate	5%	100.00	5.00	100.00	5.00	100.00	5.00	100.00	5.00	0.00	0.00		0.00		0.00
H. Best Value to the district	5%	79.00	3.95	86.65	4.33	88.85	4.44	94.25	4.71	0.00	0.00		0.00		0.00
<b>Overall Ranking</b>		100%	82.95	90.98	93.29	98.96	8.00	0.00	0.00						

**Vendor Selected:** Presidio  
**Approved By:** Frankie Jackson & Board of Trustees  
**Title:** Chief Technology Officer  
**Evaluation Date:** February 27, 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: ATT/SBC, C.Link Construction, Communications Supply Corporation, CST-Commsys Technology Corporation, Datavox, Electra Link, Interfacing of Texas, MCA, Netversant, Network Cabling Services OnSale, PC Cable Connexion, Pfeiffer, Presidio/INX-InterNetwork Experts; OnSale disqualified - Incomplete proposal.

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