



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: Enterprise Wireless System and Onboarding Device Access System
Request for Proposal #13-12-3690RFP
Contract Award Recommendation

The District received eleven (11) competitive sealed proposals on Friday, January 24th, 2014 at 2:00 p.m. from interested providers for the Enterprise Wireless System and Onboarding Device Access System Request for Proposal #13-12-3690RFP. This service will provide for a new wireless network infrastructure throughout the District. The chosen proposer will provide services for installation, configuration, testing, and miscellaneous troubleshooting as necessary. This system has been designed to grow with the District's increasing reliance on wireless technologies. The current systems employed by the District were built for basic coverage. The system that will be provided by this proposal is designed for maximum coverage, as well as increased capacity.

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 Layer 3 Communications, LLC for the total contract amount of \$8,615,970.05. Layer 3 Communications, LLC received a score of 97.6 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

FB

Attachment

Section 3.1 BASE BID	Points	ATT/SBC	Avaya-Shamrock	Insource Technology Direct	Layer 3	LSI-LeTigre Solution	NetSync Network Solutions	NWN Cisco	NWN - HP	Pomeroy	Presidio	Solid IT Networks	TIG
The Purchase Price	30	2.5	7.5	21.9	15.0	5.0	20.0	12.5	27.5	30.0	22.5	10.0	25.0
The long-term cost to the District to acquire the Vendor's Goods or Services	15	1.3	15.0	15.0	8.8	6.3	5.0	2.5	10.0	12.5	11.3	7.5	3.8
The Reputation of the Vendor and of the Vendor's Goods or Services	15	3.8	3.8	7.5	15.0	7.5	11.3	13.0	7.5	3.8	13.0	11.3	11.3
The vendor's past relationship with the District	5	3.0	0.0	0.0	5.0	2.5	2.5	5.0	3.0	0.0	5.0	2.5	2.5
The Quality of the Vendor's Goods or Services	15	15.0	10.0	10.0	15.0	15.0	10.0	10.0	10.0	10.0	10.0	15.0	15.0
The Extent to which the Goods or Services meet the Needs	10	10.0	5.0	5.0	10.0	10.0	5.0	5.0	10.0	5.0	5.0	10.0	5.0
Any other relevant factor specifically listed in the request for bid or proposal	5	5.0	3.0	5.0	5.0	5.0	5.0	5.0	3.0	5.0	5.0	3.0	5.0
Offering the best value to the District	5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0
	100	45.5	49.3	69.4	78.8	56.3	63.8	58.0	76.0	71.3	76.8	64.3	72.5
					1				3		2		

BEST AND FINAL -

Section 3.1 BASE BID	Points	Layer 3	NetSync Network Solutions	Presidio
The Purchase Price	30	27.6	29.0	30.0
The long-term cost to the District to acquire the Vendor's Goods or Services	15	15.0	10.0	7.5
The Reputation of the Vendor and of the Vendor's Goods or Services	15	15.0	10.0	10.0
The vendor's past relationship with the District	5	5.0	2.5	5.0
The Quality of the Vendor's Goods or Services	15	15.0	15.0	15.0
The Extent to which the Goods or Services meet the Needs	10	10.0	10.0	10.0
Any other relevant factor specifically listed in the request for bid or proposal	5	5.0	5.0	5.0
Offering the best value to the District	5	5.0	3.0	4.0
	100	97.6	84.5	86.5
		1	2	3

CFISD-13-12-3690 Wireless Bid Tab	AT&T	Shamrock	Insource	Layer3	LSI	Netsync
3.1 Indoor Wireless Access Point Price Proposal	\$0.00	\$6,534,685.00	\$4,698,907.95	\$4,736,700.99	\$6,352,291.03	\$4,243,647.52
3.2 Wireless Controller	\$0.00	\$0.00	\$735,846.67	\$859,781.76	\$252,925.48	\$1,353,846.21
3.3 Device Access Management	\$0.00	\$0.00	\$270,750.28	\$940,151.34	\$1,043,512.34	\$596,254.40
3.4 Wireless Management System	\$0.00	\$174,087.04	\$226,858.66	\$494,753.52	\$516,374.53	\$304,248.46
SUBTOTAL OF BASE BID - 3 year	\$0.00	\$6,708,772.04	\$5,932,363.56	\$7,031,387.61	\$8,165,103.38	\$6,497,996.59
Base Total with 5 yr maintenance				\$8,061,018.83		
3.5 OPTION: Outdoor Wireless System	\$0.00	\$0.00	\$1,003,384.89	\$541,121.82	\$615,712.00	\$509,781.45
3.6 OPTION: Community Hotspot Access Points	\$0.00	\$0.00	\$16,538.99	\$13,829.40	\$14,697.40	\$13,224.89

Total Recommended Contract

\$8,615,970.05

CFISD-13-12-3690 Wireless Bid Tab	NWN			Solid IT		NWN
	HP	Pomeroy	Presidio	Networks	TIG	Cisco
3.1 Indoor Wireless Access Point Price Proposal	\$3,967,670.91	\$4,315,029.24	\$4,269,076.19	\$4,669,602.33	\$3,770,188.67	\$5,231,629.99
3.2 Wireless Controller	\$378,906.47	\$0.00	\$750,000.00	\$841,270.96	\$0.00	\$1,440,369.46
3.3 Device Access Management	\$852,177.89	\$142,843.98	\$671,845.50	\$1,272,751.87	\$2,672,437.71	\$1,554,130.74
3.4 Wireless Management System	\$221,928.12	\$0.00	\$557,861.20	\$517,269.14	\$56,061.67	\$474,695.90
SUBTOTAL OF BASE BID - 3 year	\$5,420,683.39	\$4,457,873.22	\$5,777,502.09	\$7,300,894.30	\$6,498,688.05	\$8,700,826.09
Base Total with 5 yr maintenance			\$8,050,505.71			
3.5 OPTION: Outdoor Wireless System	\$649,584.42	\$535,105.24	\$477,522.12	\$657,620.59	\$443,319.46	\$646,735.86
3.6 OPTION: Community Hotspot Access Points	\$20,582.60	\$661.00	\$14,910.00	\$9,553.40	\$9,373.40	\$16,348.21

Total Recommended Contract