



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, DNS / DHCP / IPAM
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 Dynamic Name Services (DNS), Dynamic Host Configuration Protocol (DHCP), and Internet Protocol Address Management (IPAM). This system will provide the necessary components to provide Internet Protocol (IP) addresses that allow data to move through the network. These components will also allow for Enterprise Class Domain Name Services and the management of hundreds of thousands of IP addresses utilized by our network on a daily basis.

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 Solid Border, Inc. for the total contract amount of \$651,910.00. Solid Border, Inc. received a score of 90.00 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

FB

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 3.4 DNS/DHCP/IPAM

Vendor Scoring (use additional worksheets if necessary)

| Proposal Evaluation Criteria | SPIN Received Weight* | NWN 143031657 1/17/2014 | | INX Presidio 143015315 1/17/2014 | | M&S 143028765 1/17/2014 | | Solid Border 143034133 1/17/2014 | | | | |
|--|--------------------------|-------------------------------|-----------------|--|--------------|-------------------------------|--------------|--|--------------|-------|-------|--|
| | | Raw Score** | Weight Score*** | Raw Score | Weight Score | Raw Score | Weight Score | Raw Score | Weight Score | | | |
| | | The Purchase Price | 25% | 100.00 | 25.00 | 60.00 | 15.00 | 0.00 | 0.00 | 80.00 | 20.00 | |
| The Reputation of the Vendor and of the Vendor's Goods or Services | 15% | 80.00 | 12.00 | 80.00 | 12.00 | 0.00 | 0.00 | 100.00 | 15.00 | | | |
| The Quality of the Vendor's Goods or Services | 15% | 50.00 | 7.50 | 80.00 | 12.00 | 0.00 | 0.00 | 100.00 | 15.00 | | | |
| The Extent to which the Goods or Services meet the Needs | 15% | 50.00 | 7.50 | 80.00 | 12.00 | 0.00 | 0.00 | 100.00 | 15.00 | | | |
| The vendor's past relationship with the District | 5% | 100.00 | 5.00 | 100.00 | 5.00 | 0.00 | 0.00 | 100.00 | 5.00 | | | |
| The long-term cost to the District to acquire the Vendor's Goods or | 20% | 100.00 | 20.00 | 60.00 | 12.00 | 0.00 | 0.00 | 80.00 | 16.00 | | | |
| Offering the best value to the District | 5% | 100.00 | 5.00 | 60.00 | 3.00 | 0.00 | 0.00 | 80.00 | 4.00 | | | |
| Overall Ranking | | 100% | 82.00 | 71.00 | 0.00 | 90.00 | | | | | | |

Vendor Selected: Solid Border
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 |