



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, Internet Gateway Router
Request for Proposal #13-12-3719RFP
Contract Award Recommendation

The District has received four (4) competitive sealed proposals on Friday, January 24th, 2014 at 2:00 p.m. from interested providers for Internet Infrastructure Components including an Internet Gateway Router. This system will provide the necessary components to direct and manage all traffic to and from our upstream providers through the District for internet accessibility.

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 \$229,472.62. Presidio Networked Solutions, Inc. received a score of 88.00 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

Internet Infrastructure - CyFair Independent School District
Proposals for: Internet Infrastructure RFP: 13-12-3719 Jan 24 2014 2:00 PM

Section 3.1 Internet Gateway Router

Vendor Scoring (use additional worksheets if necessary)

Proposal Evaluation Criteria	SPIN Received Weight*	NWN 143031657 1/24/2014		INX Presidio 143015315 1/24/2014		M&S 143028765 1/24/2014		Solid Border 143034133 1/24/2014				
		Raw Score**	Weight Score***	Raw Score	Weight Score	Raw Score	Weight Score	Raw Score	Weight Score			
		The Purchase Price	25%	60.00	15.00	100.00	25.00	0.00	0.00	0.00	0.00	
The Reputation of the Vendor and of the Vendor's Goods or Services	15%	60.00	9.00	60.00	9.00	0.00	0.00	0.00	0.00			
The Quality of the Vendor's Goods or Services	15%	80.00	12.00	80.00	12.00	0.00	0.00	0.00	0.00			
The Extent to which the Goods or Services meet the Needs	15%	80.00	12.00	80.00	12.00	0.00	0.00	0.00	0.00			
The vendor's past relationship with the District	5%	100.00	5.00	100.00	5.00	0.00	0.00	0.00	0.00			
The long-term cost to the District to acquire the Vendor's Goods or	20%	60.00	12.00	100.00	20.00	0.00	0.00	0.00	0.00			
Offering the best value to the District	5%	100.00	5.00	100.00	5.00	0.00	0.00	0.00	0.00			
Overall Ranking		100%	70.00	88.00	0.00	0.00						

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

Bid Assessment Comments, if needed:
Proposals for: Internet Infrastructure RFP: 13-12-3719 Jan 24 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