CYPRESS FAIRBANKS
INDEPENDENT SCHOOL DISTRICT
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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: Technology Construction Renovation Upgrades 17-01-5079RFP

The purpose of the Technology Construction Renovation Upgrade RFP is to identify vendor(s) that could assist the Cypress Fairbanks Independent School District (the District) with technology services and equipment needs during a building's construction renovation. When buildings undergo renovations, parts of the building may be torn down. Equipment may need to be pulled and reinstalled or equipment may need to be purchased and installed. Data cables may need to be pulled. Pricing was requested for Wireless Access, Network Equipment, Cabling and Professional Services. The District received 6 proposals from vendors. The recommendation of the bid evaluation committee is to award services by section.

Wireless Access (section 1) - The wireless section of the RFP requested pricing for indoor and outdoor wireless access points and mounting equipment. The section also requested pricing for the removal and installation of that equipment. The District uses wireless access points to provide network connectivity in classroom and office environments. This allows students and staff to work anywhere in the classroom or office and remain connected to a network. This is critical to the learning and work environment as students and teachers are using more mobile devices (i.e. laptops, tablets, Bring Your Own Technology (BYOT)) to engage in learning and work activities. Outdoor access points are used to provide connectivity to our portable buildings, parking lots, and outdoor areas around the schools. After reviewing all the proposals, the recommendation of the committee is to award to Layer 3 Communications for wireless services. They scored 100 out of 100 and provided the best value to the District, proposing Aruba wireless products. The District currently uses Layer3 Communications with Aruba wireless products as part of the 2014 bond technology infrastructure upgrade, goal #1 (Install high speed wireless access infrastructure). Their products and services have been superior.

Network Equipment (section 2) - The network equipment section of the RFP requested pricing for network switches, components, Uninterruptible Power Supplies (UPS) and equipment installation / removal. The District uses switches to connect computers, printers and servers within a building or campus. A switch serves as a controller, enabling networked devices to talk to each other efficiently. Through information sharing and resource allocation, switches save the District money and increase student and staff productivity. The District uses UPS equipment in its network closets to protect the District's network electronics investment. When the electrical current going to a device is not steady, it

can have dire consequences for the equipment. Common issues relating to voltage include blackouts, brownout, noise, spikes, and power surges. The UPS protects the equipment and also prevents data loss which increases student and staff productivity.

For this section of the RFP, the committee's recommendation is to split the award between Presidio and Solid IT, awarding network switches and components to Presidio and UPS to Solid IT.

Network Switches and Components (section 2.1) - Presidio scored 85.51 out of 100 on their proposal thus providing the best value for network switches that support Enhanced Interior Gateway Routing Protocol (EIGRP). EIGRP is a network protocol that lets routers exchange information more efficiently. One hundred percent (100%) of the District's campuses currently use EIGRP as part of the 2014 bond technology infrastructure upgrade, bond goal #2 (Install network electronics infrastructure). The committee felt that it was important to maintain this high level standard of service to students and staff while providing compatibility with the current technology infrastructure of the network design. Maintaining this standard will allow the District to replace needed components for construction renovation that provide full functionality and compatibility with the existing standard of network infrastructure.

There were two other vendors, Next 1 Global and Layer3 Communications, that proposed alternative products other than the District's current technology infrastructure standard, that were lower priced than Presidio.

- The bid committee checked references for the low bidder, Next 1 Global. They did not provide references for services or products where they had actually installed and supported the product.
- Layer3 Communication originally proposed HPE equipment. During discussions with the RFP evaluation committee, Layer3 Communication withdrew their proposal from consideration. This was because the network electronics proposed were not compatible with the network electronics currently used in the campuses.
- The proposed products from Next1 Global were not the District's standard network equipment. The network electronics proposed were not compatible with the network electronics currently used in the campuses. Next 1 Global with Juniper equipment, would not allow the District to maintain our newly installed technology infrastructure network design.
- The proposed equipment from both Layer3 and Next 1 Global does not support the District's Voice over Internet Protocol (VoIP) which is 2014 bond technology infrastructure goal #5, telephone upgrade. Sustaining a mixed platform of network equipment will increase the network complexity with multiple equipment manufacturers, technical protocols and vendor's support at the campuses. Additionally, the District would be required to reconfigure and redesign the network.

Uninterruptable Power Supplies (UPS) (section 2.2) - Solid IT proposed two options of Liebert UPS equipment. They provided the best value to the District. The District currently uses Liebert UPS equipment as part of the 2014 bond technology infrastructure upgrade, bond goal #2 (Install network electronics infrastructure). The committee's recommendation is to award to Solid IT's alternate proposal which scored 79.34 out of 100. Their alternate proposal offered preinstalled web cards which would save the District time and labor. Their first proposal was $7,281.12 lower priced. However, the District would have to purchase web cards separately, configure and install them into the UPS. The committee felt that the time saving alone would justify the additional expense

allowing the district to save approximately 30 to 60 minutes per UPS and also have the ability for a lower skilled worker to install the preconfigured product.

Data Cabling and Professional Services (section 3 and 4) - The Data Cabling section of the RFP requested pricing for data cabling, jacks, faceplates, installation and repair costs. The Professional Services section requested hourly labor costs to take down and reinstall equipment impacted by construction. The recommendation is to award to MCA for Data Cabling and Professional Services. MCA is currently the District's cabling provider and provided the best value among the vendors that proposed data cabling and professional services. MCA scored 64.82 out of 100 for data cabling and 100 of 100 for professional services. They proposed Systemax cabling which the District currently uses as part of the 2014 bond technology infrastructure upgrade. The recommendation of the committee is to award Data Cabling and Professional Services to MCA as they offered the best value to the District.

Thus, the committee's recommendation is to award the Technology Construction Renovations Upgrade 17-01-5079RFP as follows: Section 1: Wireless – Layer 3, Section 2 – Network Equipment - Presidio and Solid IT, Section 3 – Data Cabling – MCA, and Section 4 – Professional Services – MCA.

Respectfully,

Paula K. Ross

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