



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: Telecommunications Services for PSTN, POTS and Managed VoIP
Request for Proposal #14-01-3936RFP
Contract Award Recommendation

The District received nine (9) competitive sealed proposals on Friday February 28th, 2014 at 2:00 p.m. from interested providers for Telecommunications Services for PSTN, POTS and Managed VoIP. This service will provide the necessary communications to support a VoIP telecommunications system from either an OnPremise installation or a managed co-location installation. This service is designed to support the communications in the District even in the event of a power failure at any facility. The chosen proposer will provide services for installation, configuration, testing, and miscellaneous troubleshooting as necessary.

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 AT&T Corp. for the total contract amount of \$5,340,332,19. AT&T Corp. received a score of 100.00 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

Managed VoIP - CyFair Independent School District
Proposals for: Managed VoIP RFP: 14-01-3936 Feb 28 2014 2:00 PM

Vendor Scoring (use additional worksheets if necessary)

Proposal Evaluation Criteria	SPIN Received Weight*	AT&T		NetSync		Lumenate		Windstream		Jive Comm		Shared Solutions		NWN	
		143001192 2/28/2014		143028685 2/28/2014		143036965 2/28/2014		143030766 2/28/2014		143033971 2/28/2014		143027040 2/28/2014		143031657 2/28/2014	
		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%	100.00	30.00	94.04	28.21	77.07	23.12	72.13	21.64	70.41	21.12	65.84	19.75	41.31	12.39
B. Reputation of Vendor, Goods, Services	15%	100.00	15.00	100.00	15.00	100.00	15.00	100.00	15.00	80.00	12.00	80.00	12.00	100.00	15.00
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	80.00	12.00	80.00	12.00	100.00	15.00
D. Extent Goods and Services Meet Need	10%	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00
E. Vendor's past relationship with the district	5%	100.00	5.00	100.00	5.00	100.00	5.00	100.00	5.00	80.00	4.00	80.00	4.00	100.00	5.00
F. Long Term Cost	15%	100.00	15.00	94.04	14.11	77.07	11.56	72.13	10.82	70.41	10.56	65.84	9.88	41.31	6.20
G. Other Criteria: Erate	5%	100.00	5.00	100.00	5.00	100.00	5.00	100.00	5.00	100.00	5.00	100.00	5.00	100.00	5.00
H. Best Value to the district	5%	100.00	5.00	98.30	4.91	93.45	4.67	92.04	4.60	82.97	4.15	81.67	4.08	83.23	4.16
Overall Ranking		100%	100.00	97.23	89.35	87.06	78.83	76.71	72.75						

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

Bid Assessment Comments, if needed:
 Proposals for: Managed VoIP RFP: 14-01-3936 Feb 28 2014 2:00 PM;
 The following vendors received RFP's: Arrow S3, ATT, Delcom Group, Dice, IBM, Integration Partners, Lantana, Layer3, LSI, Lumenate, NACR, Netsync, NWN, Onsale Networks, Pomeroy, Shamrock, Solid IT Networks, Windstream; OnSale and enTouch 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

E-Rate Bid Assessment Worksheet

Funding Year **2014 = Year 17**

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Managed VoIP - CyFair Independent School District
Proposals for: Managed VoIP RFP: 14-01-3936 Feb 28 2014 2:00 PM

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D. Extent Goods and Services Meet Need	10%	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00	100.00	10.00
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Notes:
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*** Weight x Raw Score

Managed VoIP and Telecomm

Proposals for: Managed VoIP RFP: 14-01-3936 Feb 28 2014 2:00 PM

	AT&T	NetSync	Lumenate	Windstream	Jive Comm	Shared Solutions	NWN	enTouch	
SPIN:	143001192	143028685	143036965	143030766	143033971	143027040	143031657		
3.1 Base					\$0.00		\$8,539,385.00	\$58,111.36	
Hardware and Maintenance	\$607,410.00	\$1,250,870.23	\$1,659,311.48	\$120,160.00					
Hardware Labor	\$617,816.79			\$125,109.00					
Hardware Yearly (5 Years)		\$191,580.00	\$87,836.12	\$576,180.00					
Phone Cost		\$37,176.00		\$1,458,870.00	\$0.00				
Services Cost				\$696,511.09	\$208,325.00				
Voice Services (6942 basic)	\$4,111,052.40	\$4,198,920.00	\$5,270,167.20	\$4,998,240.00	\$7,376,745.00				
Voice Services (5 Enhanced)	\$4,053.00			\$4,650.00					
3.1.1 Addt'l 6000	\$0.00					\$3,267,259.73	\$3,225,829.54		
3.1.2 Handsets						\$4,844,305.60	\$1,161,456.23		
60 Monthly Service Contract	\$5,340,332.19	\$5,678,546.23	\$6,929,478.68	\$7,403,540.09	\$7,585,070.00	\$8,111,565.33	\$12,926,670.77	\$0.00	
	\$5,340,332.19	100.00	94.04	77.07	72.13	70.41	65.84	41.31	-