


**CYPRESS FAIRBANKS**  
 INDEPENDENT SCHOOL DISTRICT  
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**To:** Paula Ross  
 Assistant Superintendent of Technology and Information Services

**From:** Kim Bowlin  
 Assistant Director, Technology Support Services

**Date:** March 4, 2024

**Re:** Internet and Related Services for ISC (Network Core) Project - E-Rate  
 Three-Year Contract #24-02-7165R-RFP

The following proposals were received and opened at 11:00 a.m., Thursday, January 18, 2024, as advertised and specified in documents concerning proposal **#24-02-7165R-RFP Internet and Related Services for ISC (Network Core) Project - E-Rate**. The proposals received are located on page 2.

**Recommendation:** Interfacing Company of Texas, LLC.

**Funding:** Multiple funding sources

<b>Estimated Expenditure:</b>	<b>\$363,384.00</b> (3 yr. contract) <b>\$188,328.00</b> (optional yr. 4) <b>\$224,328.00</b> (optional yr. 5) <hr style="width: 100%;"/> <b>\$776,040.00</b>
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**Contract Term:** July 1, 2024 - June 30, 2027

**Renewal: Two Optional One-Year Terms**  
 July 1, 2027 - June 30, 2028  
 July 1, 2028 - June 30, 2029

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**Bid Evaluation**

**RFP Close Date:**

January 18, 2024 at 11:00 AM

**Service Description:**

#24-02-7165R-RFP Internet and Related Services for ISC (Network Core) Project - E-Rate

**Funding Year Base Contract:**

2024 - 2027

**Funding Year Optional Renewals:**

2027 - 2029

**School Name:**

Cypress-Fairbanks ISD

Average Score for Evaluators							
Factor(s)	Points						
		AT&T Corp.	Cogent Communications Inc.	Crown Castle Fiber LLC.	Interfacing Company of Texas, LLC.	PS Lightwave, Inc.	
<b>SPIN</b>		<b>143001192</b>	<b>143035907</b>	<b>143005274</b>	<b>143009090</b>	<b>143035542</b>	
<b>Date bid was received</b>		<b>1/18/2024 09:59 AM (CT)</b>	<b>1/18/2024 10:05 AM (CT)</b>	<b>1/17/2024 6:30 PM (CT)</b>	<b>1/18/2024 09:47 AM (CT)</b>	<b>1/17/2024 3:35 PM (CT)</b>	
The purchase price of eligible goods and services a. Lowest proposal three year eligible cost with installation / vendor's three year eligible cost with installation * 35 (maximum points)	35	14.10	16.15	35.00	24.32	19.74	
The reputation of vendor and of the vendor's goods and services: a. Evaluation of feedback from references regarding similar products and / or services purchased from vendor (vendor score card)	5	1.37	4.46	1.79	5.00	3.63	
The quality of the vendor's goods or services: a. E-Rate Service of Internet in Texas b. Peering DB Interconnection Results c. Ability to provide burstable service d. Tier One Provider	30	23.33	19.72	19.44	21.11	16.11	
The extent to which the goods or services meet the District's needs: a. Ability to scale services as required by RFP b. SLA c. Support d. Notification Process for planned / unplanned outages	20	13.44	13.89	13.55	15.56	14.22	
The vendor's past relationship with the District a. Evaluation of experience the vendor has with delivering products or services to CFISD	5	0.42	2.92	0.00	5.00	2.92	
Long Term cost to District a. Lowest costs for fourth (30 Gbps DIA) and fifth (40 Gbps DIA) Year Term / vendor's lowest costs for fourth (30 Gbps DIA) and fifth (40 Gbps DIA) Year Term * 5 (maximum points)	5	3.09	3.20	5.00	4.26	3.41	
Any other relevant factor specifically listed in the request for bids or proposals	0	0.00	0.00	0.00	0.00	0.00	
<b>Total Points</b>	<b>100</b>	<b>55.75</b>	<b>60.35</b>	<b>74.78</b>	<b>75.25</b>	<b>60.03</b>	
<b>Winning Vendor</b>	<b>Interfacing Company of Texas, LLC.</b>			<b>Estimated Base Contract Total</b>	<b>\$363,384.00</b>	<b>Optional Renewal Total</b>	<b>\$412,656.00</b>

**Bid Evaluation**

**RFP Close Date:** January 18, 2024 at 11:00 AM  
**Service Description:** #24-02-7165R-RFP Internet and Related Services for ISC (Network Core) Project - E-Rate  
**Funding Year Base Contract:** 2024 - 2027  
**Funding Year Optional Renewals:** 2027 - 2029  
**School Name:** Cypress-Fairbanks ISD

Average Score for Evaluators							
Factor(s)	Points						
		AT&T Corp.	Cogent Communications Inc.	Crown Castle Fiber LLC.	Interfacing Company of Texas, LLC.	PS Lightwave, Inc.	
<b>SPIN</b>		<b>143001192</b>	<b>143035907</b>	<b>143005274</b>	<b>143009090</b>	<b>143035542</b>	
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The purchase price of eligible goods and services a. Lowest proposal three year eligible cost with installation / vendor's three year eligible cost with installation * 35 (maximum points)	35	14.10	16.15	35.00	24.32	19.74	
		Price Points = Lowest Proposed Price / Vendor's Proposal Price *35					
The reputation of vendor and of the vendor's goods and services: a. Evaluation of feedback from references regarding similar products and / or services purchased from vendor (vendor score card)	5	1.37	4.46	1.79	5.00	3.63	
		Total Raw Score / 28 (maximum points possible) * 5 (points); Three evaluator's scores were averaged.					
The quality of the vendor's goods or services: a. E-Rate Service of Internet in Texas b. Peering DB Interconnection Results c. Ability to provide burstable service d. Tier One Provider	30	23.33	19.72	19.44	21.11	16.11	
		Total Raw Score / 36 (maximum points possible) * 30 (points); Three evaluator's scores were averaged.					
The extent to which the goods or services meet the District's needs: a. Ability to scale services as required by RFP b. SLA c. Support d. Notification Process for planned / unplanned outages	20	13.44	13.89	13.55	15.56	14.22	
		Total Raw Score / 60 (maximum points possible) * 20 (points); Three evaluator's scores were averaged.					
The vendor's past relationship with the District a. Evaluation of experience the vendor has with delivering products or services to CFISD	5	0.42	2.92	0.00	5.00	2.92	
		Total Raw Score / 4 (maximum points possible) * 5 (points); Three evaluator's scores were averaged.					
Long Term cost to District a. Lowest costs for fourth (30 Gbps DIA) and fifth (40 Gbps DIA) Year Term / vendor's lowest costs for fourth (30 Gbps DIA) and fifth (40 Gbps DIA) Year Term * 5 (maximum points)	5	3.09	3.20	5.00	4.26	3.41	
		Price Points = Lowest Proposed Price / Vendor's Proposal Price *5					
Any other relevant factor specifically listed in the request for bids or proposals	0	0.00	0.00	0.00	0.00	0.00	
<b>Total Points</b>	<b>100</b>	<b>55.75</b>	<b>60.35</b>	<b>74.78</b>	<b>75.25</b>	<b>60.03</b>	
<b>Winning Vendor</b>	<b>Interfacing Company of Texas, LLC.</b>		<b>Estimated Base Contract Total</b>		<b>\$363,384.00</b>	<b>Optional Renewal Total</b>	<b>\$412,656.00</b>

**EVALUATION EXPLANATION**

CFISD used three independent evaluators for this solicitation. All evaluators were technical. Price points were calculated standard for all three evaluators using the formula - Lowest BAFO Price / Vendor's BAFO Price \*35. Long-term costs were calculated using the formula Price Points = Lowest BAFO Proposed Price / Vendor's BAFO Proposal Price \*5. This RFP was not a multi-phase evaluation. Awarded price points are based on the vendor's Best and Final Offer pricing. Quantity estimates were determined by the department team leader and his / her department leader.

Each evaluator was provided a scorecard with criteria that were used in the evaluation. Each evaluator completed his or her own evaluation. The evaluation was submitted for the compilation of summary scores. See RFP Summary tab. Evaluators rated each criterion as 4 (exceeds comply), 3 (comply), 2 (partially comply), 1 (comply with clarification) or 0 (does not comply). Points were added for each section for a raw score. The formula used for Section Point Award = Total Raw Score for Section / Maximum Points Possible \* Weighted Points.

Award recommendation is based upon the average score of the three evaluators.

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Memorandum

To: Paula Ross, Assistant Superintendent Technology Service and Information Systems

From: Kim Bowlin, Assistant Director, Technology Support Services

Subject: Internet and Related Services for ISC (Network Core) Project - E-Rate #24-02-7165R-RFP

I am writing to present a recommendation for selecting an Internet Service Provider (ISP) for our school district. As we continue integrating technology into our educational framework, the importance of a reliable and high-speed internet connection cannot be overstated.

After careful consideration and thorough evaluation, I propose we consider Interfacing Company of Texas, LLC., the Internet Service Provider for our school district at the Instructional Support Center. Their services align perfectly with our needs and will contribute significantly to the seamless functioning of our educational programs.

Here are key factors supporting the recommendation:

1. Scalability: As our district grows and embraces innovative technologies, scalability is paramount. Interfacing Company of Texas, LLC. provides scalable solutions that can quickly adapt to the increasing demands of our expanding network infrastructure.
2. Burstable Service: The vendor provides burstable service to the entire physical connection. This is specifically tailored to the district's needs, ensuring that we have access to the bandwidth and features required for an effective online learning environment. While the district does not anticipate using this as a daily requirement, it is a needed feature at set times of the year.
3. Price of Eligible Goods and Services: Although Interfacing Company of Texas, LLC. did not have the lowest overall price, the committee felt that their price was competitive and offered the best value to the district. They were the second lowest-priced vendor. Their cost-effective solutions ensure we receive value for our investment in internet services without compromising quality.
4. Speed and Reliability: The vendor has a proven track record of providing high-speed and reliable internet services. Their commitment to uptime and consistent performance

is crucial for our teachers and students who rely on a stable internet connection for educational resources and online learning tools.

I recommend that we consider Interfacing Company of Texas, LLC. as the Internet Service Provider for our district. Their commitment to excellence, understanding of educational needs, and proven track record make them a fitting choice for our requirements.

Thank you for your time and consideration. I am available to provide any additional information or answer questions if needed.

Sincerely,

*Kim Bowlin*

Kim Bowlin  
Assistant Director, Technology Support Services  
Cypress-Fairbanks ISD

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