



## Cypress-Fairbanks Independent School District

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*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: Voice Messaging System  
Request for Proposal #14-01-3935RFP  
Contract Award Recommendation

The District received twelve (12) sealed proposals on Thursday, February 27th, 2014 at 2:00 p.m. from interested providers for a Voice Messaging System. This service will provide the necessary components to install a new telecommunications system providing high quality voice capabilities throughout the District. Our current system is 17 years old and is set to be retired from service by the manufacturers. This new system will be a high-speed telecommunications system that will deliver true Quality of Service (QoS) calls both internally and externally to the District. Other enhanced features include voice mail, monitoring, directing and securing all data entering and exiting the district through the internet. These services will also allow for the seamless, secure propagation of voice and messaging traffic internally throughout the district on a day-to-day operational 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 Lumenate Technologies, LP for the total contract amount of \$3,127,232.00. Lumenate Technologies, LP received a score of 89.15 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

**CFISD ORIGINAL PROPOSAL TABULATION**

Proposals for: Voice Messaging CyFair Independent School District			Requesting This Item: Frankie Jackson						RFP: 14-01-3935 Feb 27 2014 2:00 PM				
			Affiliated	Arrow3	ATS	ATT	Layer3	Lumenate	NACR	Netsync	NWN	Presidio/INX	Shamrock
ITEM	DESCRIPTION		ShorTel	Avaya	Adtran	Cisco	ShorTel	Cisco	Avaya	Cisco	HP	Cisco	Avaya
NO.			143021015	143027040	143036934	143001192	143036634	143036965	143011994	143028685	143031657	143024659	filed
	Sections No Bid												
3	3.1 Summary												
4	Equipment		\$1,518,765	\$1,282,645	\$2,776,062	\$7,389,879	\$2,192,078	\$1,417,898	\$2,166,465	\$1,595,371	\$1,886,371	\$1,315,196	\$1,817,175
5	Configuration		\$12,500	\$674,930	\$0	\$0	\$542,706	\$111,762	\$157,500	\$214,020	\$567,000	\$338,127	\$0
6	Installation		\$225,245	\$710,341	\$277,002	\$1,392,837	\$0	\$180,677	\$365,169	\$0	\$243,000	\$125,378	\$650,000
7	Maintenance Yr 1		\$450,000	\$373,589	\$406,822	\$950,508	\$182,247	\$0	\$351,415	\$128,796	\$320,744	\$125,046	\$233,858
8	Miscellaneous (describe)		\$42,750	\$112,581	\$36,492	\$0	\$90,657	\$486,182	\$0	\$0	\$0	\$0	\$40,299
9	Other (Shipping, Bond, etc.)		\$26,500	\$9,518	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10	Total Price Year 1:		\$2,275,760	\$3,163,604	\$3,496,378	\$9,733,224	\$3,007,687	\$2,196,519	\$3,040,549	\$1,938,186	\$3,017,115	\$1,903,747	\$2,741,332
11	Maintenance 4 years		\$3,840,840	\$1,494,356	\$1,910,742	\$3,802,032	\$956,794	\$0	\$1,405,659	\$515,182	\$1,445,119	\$500,182	\$935,433
12	Total Price 5 yrs:		\$6,116,600	\$4,657,960	\$5,407,120	\$13,535,256	\$3,964,481	\$2,196,519	\$4,446,208	\$2,453,369	\$4,462,234	\$2,403,929	\$3,676,766
13													
14	Total Evaluation Points	100.00	64.26	66.10	55.41	63.94	69.97	89.15	52.07	74.79	61.85	80.60	43.50
15	Point Ranks:		6	5	9	7	4	1	10	3	8	2	11
16													
17	Phones 6000							\$492,060					
18	Phone licenses							\$98,346					
19	Services							\$41,990					
20	Configuration							\$115,020					
21	Voice mail							\$183,300					
22								\$930,716					
23													
24	Total Contract							\$3,127,235					

ShorTel	Avaya	Adtran	Cisco	ShorTel	Cisco	Avaya	Cisco	HP	Cisco	Avaya
64.3	66.1	55.4	63.9	70.0	89.2	52.1	74.8	61.8	80.6	43.5
Affiliated	Arrow3	ATS	ATT	Layer3	Lumenate	NACR	Netsync	NWN	Presidio	Shamrock/

3.1 Summary	Reference	Max	.	.	.	Not Brok	.	.	.	.	.	.	.	.
The Purchase Price	The One Time Non-recurring cost of the Proposal including Goods and Services.	30	25.1	18.1	16.3	5.9	19.0	26.0	18.8	29.5	18.9	30.0	20.8	
The Reputation of the Vendor and of the Vendor's Goods or Services	References of comparable installations and services.	15	11.3	12.2	8.4	15.0	15.0	15.0	8.4	15.0	15.0	15.0	5.6	
The Quality of the Vendor's Goods or Services	The Minimum Requirements Specifications.	15	12.0	13.0	10.0	15.0	12.0	15.0	13.0	15.0	13.0	15.0	13.0	
The Extent to which the Goods or Services meet the Needs	The Features and Functionality Specifications across all requested components.	10	8.0	8.7	6.7	10.0	8.0	10.0	8.7	10.0	8.7	10.0	8.7	
The vendor's past relationship with the District	CFISD project list	5	-	-	-	1.7	-	5.0	-	1.7	5.0	5.0	-	
The long-term cost to the District to acquire the Vendor's Goods or Services	5-Year Total Cost of Ownership	15	5.4	7.1	6.1	2.4	8.3	15.0	7.4	13.4	7.4	13.7	9.0	
Other Factors	ERate	5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	1.0	
Offering the best value to the District	Provides a comprehensive solution to CFISD.	5	2.7	3.2	1.4	2.3	3.6	5.0	0.9	4.1	1.8	4.5	0.5	
		100	69.5	67.2	53.9	57.2	70.9	96.0	62.2	93.7	74.8	98.3	58.5	

3.1.1 District Call Processor System	Reference	Max	.	.	.	.	.	.	.	.	.	.	.	.
The Purchase Price	The One Time Non-recurring cost of the Proposal including Goods and Services.	30	5.8	4.1	18.6	-	30.0	8.7	3.8	10.7	3.4	8.5	2.7	
The Reputation of the Vendor and of the Vendor's Goods or Services	References of comparable installations and services.	15	11.3	12.2	8.4	15.0	15.0	15.0	8.4	15.0	15.0	15.0	5.6	
The Quality of the Vendor's Goods or Services	The Minimum Requirements Specifications.	15	12.0	13.0	10.0	15.0	12.0	15.0	13.0	15.0	13.0	15.0	13.0	
The Extent to which the Goods or Services meet the Needs	The Features and Functionality Specifications across all requested components.	10	8.0	8.7	6.7	10.0	8.0	10.0	8.7	10.0	8.7	10.0	8.7	
The vendor's past relationship with the District	CFISD project list	5	-	-	-	1.7	-	5.0	-	1.7	5.0	5.0	-	
The long-term cost to the District to acquire the Vendor's Goods or Services	5-Year Total Cost of Ownership	15	5.0	2.5	4.4	15.0	15.0	15.0	1.9	13.1	2.4	7.2	1.9	
Other Factors	ERate	5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	1.0	
Offering the best value to the District	Provides a comprehensive solution to CFISD.	5	2.7	3.2	1.4	2.3	3.6	5.0	0.9	4.1	1.8	4.5	0.5	
		100	49.8	48.6	54.5	63.9	88.6	78.7	41.7	74.5	54.3	70.3	33.3	

		Affiliated	Arrow3	ATS	ATT	Layer3	Lumenate	NACR	Netsync	NWN	Presidio	Shamrock#	
<b>3.1.2 District Messaging System for</b>	<b>Reference</b>	<b>Max</b>	.	.	.	.	.	.	.	<b>Inc 3.1.1</b>	.	.	
The Purchase Price	The One Time Non-recurring cost of the Proposal including Goods and Services.	30	25.5	30.0	6.9	-	7.2	29.7	16.4	21.5	-	19.9	17.0
The Reputation of the Vendor and of the Vendor's Goods or Services	References of comparable installations and services.	15	11.3	12.2	8.4	15.0	15.0	15.0	8.4	15.0	15.0	15.0	5.6
The Quality of the Vendor's Goods or Services	The Minimum Requirements Specifications.	15	12.0	13.0	10.0	15.0	12.0	15.0	13.0	15.0	13.0	15.0	13.0
The Extent to which the Goods or Services meet the Needs	The Features and Functionality Specifications across all requested components.	10	8.0	8.7	6.7	10.0	8.0	10.0	8.7	10.0	8.7	10.0	8.7
The vendor's past relationship with the District	CFISD project list	5	-	-	-	1.7	-	5.0	-	1.7	5.0	5.0	-
The long-term cost to the District to acquire the Vendor's Goods or Services	5-Year Total Cost of Ownership	15	15.0	15.0	15.0	15.0	15.0	15.0	6.5	7.9	15.0	6.0	4.6
Other Factors	ERate	5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	1.0
Offering the best value to the District	Provides a comprehensive solution to CFISD.	5	2.7	3.2	1.4	2.3	3.6	5.0	0.9	4.1	1.8	4.5	0.5
		100	79.5	87.0	53.4	63.9	65.9	99.7	58.9	80.1	63.5	80.4	50.4

<b>3.1.3 District PSTN Gateways</b>		<b>Reference</b>	<b>Max</b>	<b>No Bid</b>	.	.	.	.	.	.	.	.	.
The Purchase Price	The One Time Non-recurring cost of the Proposal including Goods and Services.	30	-	30.0	0.4	-	16.5	0.8	1.1	0.7	0.4	14.4	1.8
The Reputation of the Vendor and of the Vendor's Goods or Services	References of comparable installations and services.	15	11.3	12.2	8.4	15.0	15.0	15.0	8.4	15.0	15.0	15.0	5.6
The Quality of the Vendor's Goods or Services	The Minimum Requirements Specifications.	15	12.0	13.0	10.0	15.0	12.0	15.0	13.0	15.0	13.0	15.0	13.0
The Extent to which the Goods or Services meet the Needs	The Features and Functionality Specifications across all requested components.	10	8.0	8.7	6.7	10.0	8.0	10.0	8.7	10.0	8.7	10.0	8.7
The vendor's past relationship with the District	CFISD project list	5	-	-	-	1.7	-	5.0	-	1.7	5.0	5.0	-
The long-term cost to the District to acquire the Vendor's Goods or Services	5-Year Total Cost of Ownership	15	15.0	15.0	15.0	15.0	15.0	15.0	0.3	0.3	0.1	15.0	15.0
Other Factors	ERate	5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	1.0
Offering the best value to the District	Provides a comprehensive solution to CFISD.	5	2.7	3.2	1.4	2.3	3.6	5.0	0.9	4.1	1.8	4.5	0.5
		100	54.0	87.0	46.9	63.9	75.2	70.8	37.4	51.7	48.9	83.9	45.5

		Affiliated	Arrow3	ATS	ATT	Layer3	Lumenate	NACR	Netsync	NWN	Presidio	Shamrock#	
<b>3.1.4 Campus Network components</b>	<b>Reference</b>	<b>Max</b>	.	.	.	.	.	.	.	.	<b>Inc 3.1.3</b>	.	
The Purchase Price	The One Time Non-recurring cost of the Proposal including Goods and Services.	30	1.1	1.0	5.1	-	0.5	30.0	0.9	6.1	-	1.1	0.8
The Reputation of the Vendor and of the Vendor's Goods or Services	References of comparable installations and services.	15	11.3	12.2	8.4	15.0	15.0	15.0	8.4	15.0	15.0	15.0	5.6
The Quality of the Vendor's Goods or Services	The Minimum Requirements Specifications.	15	12.0	13.0	10.0	15.0	12.0	15.0	13.0	15.0	13.0	15.0	13.0
The Extent to which the Goods or Services meet the Needs	The Features and Functionality Specifications across all requested components.	10	8.0	8.7	6.7	10.0	8.0	10.0	8.7	10.0	8.7	10.0	8.7
The vendor's past relationship with the District	CFISD project list	5	-	-	-	1.7	-	5.0	-	1.7	5.0	5.0	-
The long-term cost to the District to acquire the Vendor's Goods or Services	5-Year Total Cost of Ownership	15	15.0	3.9	15.0	15.0	0.7	15.0	15.0	15.0	15.0	15.0	15.0
Other Factors	ERate	5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	1.0
Offering the best value to the District	Provides a comprehensive solution to CFISD.	5	2.7	3.2	1.4	2.3	3.6	5.0	0.9	4.1	1.8	4.5	0.5
		100	55.1	47.0	51.6	63.9	44.8	100.0	51.9	71.9	63.5	70.6	44.5

<b>3.1.5 Handset Summary</b>		<b>Reference</b>	<b>Max</b>	.	.	.	.	.	.	.	.	.	
The Purchase Price	The One Time Non-recurring cost of the Proposal including Goods and Services.	30	29.0	17.0	24.3	-	16.7	26.6	19.3	30.0	15.5	28.3	-
The Reputation of the Vendor and of the Vendor's Goods or Services	References of comparable installations and services.	15	11.3	12.2	8.4	15.0	15.0	15.0	8.4	15.0	15.0	15.0	5.6
The Quality of the Vendor's Goods or Services	The Minimum Requirements Specifications.	15	12.0	13.0	10.0	15.0	12.0	15.0	13.0	15.0	13.0	15.0	13.0
The Extent to which the Goods or Services meet the Needs	The Features and Functionality Specifications across all requested components.	10	8.0	8.7	6.7	10.0	8.0	10.0	8.7	10.0	8.7	10.0	8.7
The vendor's past relationship with the District	CFISD project list	5	-	-	-	1.7	-	5.0	-	1.7	5.0	5.0	-
The long-term cost to the District to acquire the Vendor's Goods or Services	5-Year Total Cost of Ownership	15	15.0	1.8	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
Other Factors	ERate	5	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	1.0
Offering the best value to the District	Provides a comprehensive solution to CFISD.	5	2.7	3.2	1.4	2.3	3.6	5.0	0.9	4.1	1.8	4.5	0.5
		100	82.9	60.8	70.7	63.9	75.3	96.6	70.3	95.8	79.0	97.8	43.7