



To: Matt Morgan
Assistant Superintendent of Support Services

From: Severin Castro
Director of Purchasing

Date: March 1, 2018

Re: Lit or Dark Fiber Network for Campus Connectivity
Annual Contract #18-03-7006R-RFP

The following bids were received and opened at 3:00 p.m., Thursday, January 18, 2018 as advertised and specified in documents concerning **Annual Contract #18-03-7006R-RFP Lit or Dark Fiber Network for Campus Connectivity**. The bids received are located on page 3.

Recommendation: PS Lightwave

Funding: M & O Funds

Estimated Expenditure: \$3,901,897.00

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To: Frankie Jackson, Chief Technology Officer
From: Paula Ross, Director of Networks Infrastructure and Communications
CC: David Deitsch, ECN Manager
Kim Bowlin, Technology Acquisitions Project Specialist
Re: Lit or Dark Fiber Network for Campus Connectivity 18-03-7006R-RFP

The purpose of the Lit or Dark Fiber Network for Campus Connectivity 18-03-7006R-RFP is to assess competitive options and innovative designs specifically for campus to hub fiber connectivity addressing existing facilities and areas of growth with long term contracts. The current fiber connectivity contract between the campuses and hub sites expires in June 30, 2018. The original contract for the District's fiber network was awarded to Phonoscope as a fifteen-year contract in 2003. Over the course of the contract, the contract has been expanded through contract addendums and service orders to cover new facilities and network improvements.

Phonoscope, the company that installed the original fiber network, changed to Phonoscope Lightwave (PS Lightwave) and migrated the dark fiber CFISD contract(s) to PS Lightwave in January 2014. PS Lightwave became a fully independent company from the original Phonoscope Company in 2015 and changed the name to Pure Speed Lightwave. The original fiber contract and all expansions and new construction fiber networks services are with Pure Speed Lightwave.

Due to the complexity of the District's network, ample time was needed to consider future growth and fiber design options. The District issued an RFP in 2016 for all fiber services and continued to consider options available through existing contracts. In April 2017, the Evaluation Committee recommended awarding the 2016 issued RFP to Phonoscope for \$7,206,655.00 with the full intent to continue to evaluate all alternative services and solutions available to the District. CFISD did not proceed with the 2017 contract pending the alternative design results and E-rate funding notification. The November 2017 RFP and this associated 2018 recommendation is a result of the design efforts from April 2017 to identify specific and alternative solutions needed by the District to connect all campuses to the hubs sites.

The committee recommends awarding to Pure Speed Lightwave a 15 year contract with a value of \$3,901,897.00 for the campus to hub connectivity. This results in a \$2,368,758 saving over the 2017 solution and associated 2017 award. Pure Speed Lightwave provided the best value to the District. They are a large, privately-owned fiber network and would be capable of handling the scope and breadth of this project. The District will consider detail design options and potential E-rate eligibility opportunities before the contract notice to proceed is issued.

Respectfully,

A handwritten signature in black ink that reads "Paula K. Ross". The signature is written in a cursive, flowing style.

Paula K. Ross

Bid Evaluation Template

RFP Close Date: Jan. 18, 2018
Service description: Lit or Dark Fiber Network for Campus Connectivity
Funding Year: 2018-2019
School Name: Cypress Fairbanks ISD

Factor(s)	Total Pts.					
		Interfacing Company of Texas	Phonoscope Lit	Phonoscope	PS Lightwave	Zayo
<i>SPIN</i>		143009090	143008740	143008740	143035542	143023855
<i>Date bid was received</i>		1/18/2018 14:13	1/18/2018 14:59	1/18/2018 14:59	1/18/2018 11:21	1/18/2018 10:47
Price of eligible service/product	23	13.1	17.4	21.8	23.0	3.3
Reputation of vendor and of vendor's service/product	10	10	10	10	10	10
Quality of vendor's service/product	20	20	10	20	20	20
Service/product meets school needs	15	15	5	15	15	15
Past relationship with vendor	10	10	10	10	10	0
Total long term cost to the district	22	14.7	21.9	21.2	22.0	4.5
Total Points	100	82.73	74.28	98.02	100.00	52.86

Winning Bidder:	PS Lightwave	\$3,901,897.00
Signature of person evaluating:		
Printed Name of person evaluating:	Paula Ross, David Deitsch, Michelle Campos, Kim Bowlin: Cypress-Fairbanks ISD; Ed Gifford, Polly Gifford: EPS (Technical Consultants)	
Date of evaluation:	1/9/2018- 02/06/2018	