



**To:** Matt Morgan  
Assistant Superintendent of Support Services

**From:** Kristine Johnston  
Director of Purchasing

**Date:** March 31, 2017

**Re:** Technology Construction Renovation Upgrades  
Annual Contract #17-01-5079R-RFP

The following bids were received and opened at 3:00 p.m. CST, Thursday, February 9, 2017 as advertised and specified in the documents concerning Annual Contract #17-01-5079R-RFP **Technology Construction Renovation Upgrades**. The bids received are listed on pages 4-6.

<sup>a</sup> Does not Meet District Standard or RFP Specification

<sup>b</sup> Vendors received zero points for no experience in the District with the proposed product.

<sup>c</sup> Vendors received zero points if they did not provide references where they had installed the proposed product.

**Recommendation:** Layer3 Communications, LLC - Wireless  
MCA Communications, Inc. - Data Cabling  
MCA Communications, Inc. - Services  
Presidio Networked Solutions Group, LLC - Network Equipment  
Solid IT Networks, Inc. - Network Equipment

**Funding:** Bond Funds (*Eligible for ERate Reimbursement*)

**Estimated Expenditure:** \$5,265,680.25



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

Date: March 31, 2017

Re: Technology Construction Renovation Upgrades  
Annual Contract No. 17-01-5079R-RFP

The purpose of the Technology Construction Renovation Upgrades 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 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 Layer3 Communications, LLC 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, LLC 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 and 3)** - 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 Networked Solutions Group, LLC and Solid IT Networks, Inc, awarding network switches and components to Presidio Networked Solutions Group, LLC and UPS to Solid IT Networks, Inc.

**Network Switches and Components (section 2)** – Presidio Networked Solutions Group, LLC 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, Next1 Global and Layer3 Communications, LLC that proposed alternative products other than the District's current technology infrastructure standard, that were lower priced than Presidio Networked Solutions Group, LLC.

- The bid committee checked references for the low bidder, Next1 Global. They did not provide references for services or products where they had actually installed and supported the product.
- Layer3 Communications, LLC originally proposed HPE equipment. During discussions with the RFP evaluation committee, Layer3 Communications, LLC 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. Next1 Global with Juniper equipment, would not allow the District to maintain our newly installed technology infrastructure network design.
- The proposed equipment from both Layer3 Communications, LLC and Next1 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 3) - Solid IT Networks, Inc. proposed 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 Networks, Inc.'s proposal which scored 79.34 out of 100.

**Data Cabling and Services** (section 4) - The Data Cabling section of the RFP requested pricing for data cabling, jacks, faceplates, installation and repair costs. The Services section requested hourly labor costs to take down and reinstall equipment impacted by construction. The recommendation is to award to MCA Communications, Inc. for Data Cabling and Services. MCA Communications, Inc. is currently the District's cabling provider and provided the best value among the vendors that proposed data cabling and services. MCA Communications, Inc. scored 64.82 out of 100 for data cabling and 100 of 100 for 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 Services to MCA Communications, Inc. as they offered the best value to the District.

Thus, the committee's recommendation is to award the Technology Construction Renovations Upgrade 17-01-5079R-RFP as follows: Section 1: Wireless – Layer3 Communications, LLC, Section 2 – Network Equipment – Presidio Networked Solutions, Inc. and Solid IT Networks, Inc., Section 3 – Data Cabling – MCA Communications, Inc., and Section 4 –Services – MCA Communications, Inc.

Respectfully,



Paula K. Ross

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	<u>Layer 3 Communications, LLC</u>	MCA Communications, Inc.	Netsync Network Solutions	Next1 Global	Presidio Networked Solutions Group, LLC	Solid IT Networks, Inc.
<b>Description</b>						
<b>Wireless</b>	<b><u>\$1,764,096.45</u></b>	\$2,400,975.00	\$2,968,930.56	No Bid	No Bid	No Bid
<b>Total Points</b>	<b><u>100</u></b>	<b><u>100.00</u></b>	85.39	79.77	No Bid	No Bid
<b>Price of eligible goods or services</b>	<b>40</b>	40.00	29.39	23.77	No Bid	No Bid
<b>Reputation of the vendor &amp; of vendor's goods and services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	No Bid
<b>Quality of the vendor's goods &amp; services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	No Bid
<b>Extent to which the goods or services meet the needs of the District</b>	<b>10</b>	10.00	10.00	10.00	No Bid	No Bid
<b>Vendor's past relationship with the District</b>	<b>10</b>	10.00	6.00	6.00	No Bid	No Bid
<b>Long term cost to the District to acquire vendor's goods or services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	No Bid
<b>Vendor must meet the Schools and Libraries Program requirements to provide Telecommunications &amp; Internet Services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	No Bid

	Layer 3 Communications, LLC	MCA Communications, Inc.	Netsync Network Solutions	Next1 Global	<u>Presidio Networked Solutions Group, LLC</u>	Solid IT Networks, Inc.
<b>Description</b>						
<b>Brand Proposed</b>		Cisco	Cisco	Juniper	<b><u>Cisco</u></b>	UPS Only
<b>Network Equipment No UPS</b>		\$2,257,351.50	\$2,228,559.40	\$1,225,287.50 <sup>a</sup>	<b><u>\$1,921,033.80</u></b>	No Bid
<b>Total Points</b>	<b><u>100</u></b>	No Bid	67.71	81.99	<b><u>85.51</u></b>	No Bid
<b>Price of eligible goods or services</b>	<b>40</b>	No Bid	21.71	21.99	40.00	25.51
<b>Reputation of the vendor &amp; of vendor's goods and services</b>	<b>10</b>	No Bid	6.00	10.00	0.00 <sup>c</sup>	10.00
<b>Quality of the vendor's goods &amp; services</b>	<b>10</b>	No Bid	10.00	10.00	6.00	10.00
<b>Extent to which the goods or services meet the needs of the District</b>	<b>10</b>	No Bid	10.00	10.00	5.00	10.00
<b>Vendor's past relationship with the District</b>	<b>10</b>	No Bid	0.00 <sup>b</sup>	10.00	0.00 <sup>b</sup>	10.00
<b>Long term cost to the District to acquire vendor's goods or services</b>	<b>10</b>	No Bid	10.00	10.00	5.00	10.00
<b>Vendor must meet the Schools and Libraries Program requirements to provide Telecommunications &amp; Internet Services</b>	<b>10</b>	No Bid	10.00	10.00	10.00	10.00

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		Layer 3 Communications, LLC	MCA Communications, Inc.	Netsync Network Solutions	Next1 Global	Presidio Networked Solutions Group, LLC	<u>Solid IT Networks, Inc.</u>
<b>Description</b>							<b>(Web Cards Installed)</b>
<b>UPS</b>		No Bid	\$50,436.50	\$66,585.36	Install Only \$15,750.00 <sup>a</sup>	No Bid	<b><u>\$32,583.01</u></b>
<b>Total Points</b>	<b>100</b>	No Bid	70.49	65.46	71.00	No Bid	<b><u>79.34</u></b>
<b>Price of eligible goods or services</b>	<b>40</b>	No Bid	12.49	9.46	40.00	No Bid	19.34
<b>Reputation of the vendor &amp; of vendor's goods and services</b>	<b>10</b>	No Bid	10.00	10.00	6.00	No Bid	10.00
<b>Quality of the vendor's goods &amp; services</b>	<b>10</b>	No Bid	10.00	10.00	5.00	No Bid	10.00
<b>Extent to which the goods or services meet the needs of the District</b>	<b>10</b>	No Bid	10.00	10.00	0.00 <sup>a</sup>	No Bid	10.00
<b>Vendor's past relationship with the District</b>	<b>10</b>	No Bid	8.00	6.00	0.00 <sup>b</sup>	No Bid	10.00
<b>Long term cost to the District to acquire vendor's goods or services</b>	<b>10</b>	No Bid	10.00	10.00	10.00	No Bid	10.00
<b>Vendor must meet the Schools and Libraries Program requirements to provide Telecommunications &amp; Internet Services</b>	<b>10</b>	No Bid	10.00	10.00	10.00	No Bid	10.00

		Layer 3 Communications, LLC	<u>MCA Communications, Inc.</u>	Netsync Network Solutions	Next1 Global	Presidio Networked Solutions Group, LLC	Solid IT Networks, Inc.
<b>Description</b>							
<b>Data Cabling</b>		\$185,000.00 <sup>a</sup>	<b><u>\$1,536,800.00</u></b>	\$1,944,328.00	No Bid	No Bid	No Bid
<b>Total Points</b>	<b>100</b>	Design Only	<b><u>100.00</u></b>	81.61	No Bid	No Bid	No Bid
<b>Price of eligible goods or services</b>	<b>40</b>	Incomplete	40.00	31.61	No Bid	No Bid	No Bid
<b>Reputation of the vendor &amp; of vendor's goods and services</b>	<b>10</b>	Incomplete	10.00	10.00	No Bid	No Bid	No Bid
<b>Quality of the vendor's goods &amp; services</b>	<b>10</b>	Incomplete	10.00	10.00	No Bid	No Bid	No Bid
<b>Extent to which the goods or services meet the needs of the District</b>	<b>10</b>	Incomplete	10.00	10.00	No Bid	No Bid	No Bid
<b>Vendor's past relationship with the District</b>	<b>10</b>	Incomplete	10.00	0.00 <sup>b</sup>	No Bid	No Bid	No Bid
<b>Long term cost to the District to acquire vendor's goods or services</b>	<b>10</b>	Incomplete	10.00	10.00	No Bid	No Bid	No Bid
<b>Vendor must meet the Schools and Libraries Program requirements to provide Telecommunications &amp; Internet Services</b>	<b>10</b>	Incomplete	10.00	10.00	No Bid	No Bid	No Bid

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	Layer 3 Communications, LLC	<u>MCA Communications, Inc.</u>	Netsync Network Solutions	Next1 Global	Presidio Networked Solutions Group, LLC	Solid IT Networks, Inc.	
<b>Description</b>							
<b>Services</b>	\$50,000.00	<b><u>\$43,750.00</u></b>	\$70,000.00	No Bid	\$50,000.00	No Bid	
<b>Total Points</b>	<b><u>100</u></b>	79.44	<b><u>100.00</u></b>	83.00	No Bid	95.00	No Bid
<b>Price of eligible goods or services</b>	<b>40</b>	19.44	40.00	25.00	No Bid	35.00	No Bid
<b>Reputation of the vendor &amp; of vendor's goods and services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	10.00	No Bid
<b>Quality of the vendor's goods &amp; services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	10.00	No Bid
<b>Extent to which the goods or services meet the needs of the District</b>	<b>10</b>	10.00	10.00	10.00	No Bid	10.00	No Bid
<b>Vendor's past relationship with the District</b>	<b>10</b>	10.00	10.00	8.00	No Bid	10.00	No Bid
<b>Long term cost to the District to acquire vendor's goods or services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	10.00	No Bid
<b>Vendor must meet the Schools and Libraries Program requirements to provide Telecommunications &amp; Internet Services</b>	<b>10</b>	10.00	10.00	10.00	No Bid	10.00	No Bid