



## **Ector County Independent School District**

*RFP# 17-18*

*Priority 2 E-Rate Eligible Products & Services*

*Vendor Evaluation and Recommendation Report*

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## Summary

Ector County Independent School District (“ECISD”, “the District”) and True North Consulting Group (“TNCG”) issued a Request for Proposal (RFP) #17-18 Priority 2 E-Rate Eligible Products & Services.

The RFP was publicly advertised online and in the newspaper per board policy. The RFP officially closed on February 1, 2018.

The District received three (3) proposals as listed below, some of which included multiple design options. Proposals that were lacking information and/or did not satisfy elements of the design specifications were penalized accordingly in the appropriate categories.

The Respondents responded to the RFP as follows:

1. Abacus
2. CDW-G
3. Netsync Network Solutions

The evaluation criteria listed in this recommendation were also included in the RFP documents. The cost portion of the evaluation matrix was weighted the highest, representing a weight of 40% of the total score. The evaluation committee members were made up of members from TNCG and Ector County ISD.

Below is a summary of the evaluation committee’s scoring based on the published evaluation criteria.

### Evaluation Criteria Notes

All proposals were evaluated and scored based on the following:

#### Summary of the Evaluation Criteria (100 total points):

TEA Code	Evaluation Criteria	Possible Points
1, 7	Purchase price (30 points), Long-term cost (10 points)	30
2	Reputation of the proposer or the proposer's goods or services	10
3	Quality of the proposer's goods or services	15
4	Extent to which the goods or services meet the needs of the District	15
5	Proposer's past relationship with the District	10
6	The impact on the ability of the District to comply with laws and rules relating to historically underutilized businesses	0
7	Long-Term cost for the District to acquire the goods and services.	10
8	Bidder has its principal place of business in Texas; or employs at least 500 persons in Texas	0
9	Evaluation of other relevant factors listed in this bid or proposals	10
	<b>Total Points</b>	<b>100</b>

**Purchase Price: 30 Points**

The lowest cost proposal is awarded full points while the other proposals are awarded points based on a percentage of the lowest proposal. The Purchase Price has a potential of 30 points.

The cost is based on submitted and reviewed detailed proposal documents submitted by each Respondent.

When comparing cost, TNCG evaluates the proposal with the provided bill of materials (BoM), to ensure that proposals are impartial. Abacus Computers, Inc. failed to provide the required BoM, TNCG is unable to evaluate the of their solution without this information.

Based on a review of the base proposals, Abacus provided the lowest cost proposal for \$4,407,965.

Vendor	Points
Abacus	30
CDW-G	25.4
Netsync Network Solutions	28.8

**Reputation of the vendor and vendor's good and services: 10 Points**

Reputation of the vendor and vendor's good and services are based on references for projects of similar size, scope, and complexity. All vendors provided recommendations, however, the detail of scope and size of projects in recommendations varied. Vendors were provided two points for each favorable reference that is similar to the project and organization, one point for favorable references that are not similar to the project and organization, and zero points for unfavorable or missing references.

All references were contacted very TNCGs survey tool with a questionnaire about the vendors quality of work.

Vendor	Points
Abacus	5
CDW-G	5
Netsync Network Solutions	6

**Quality of the Proposers' Goods or Services: 15 points**

The proposer demonstrates an understanding of the Scope of Work and Bill of Materials in the proposal. The proposer includes documentation to illustrate the quality of goods and services proposed, installation methodology, project and maintenance teams experience and certifications. Abacus failed to provide a narrative demonstrating an understanding of the scope of work, a bill of materials, or a team profile. Netsync is deducted a point because they failed to provide a BoM in spreadsheet (.xls) format.

Vendor	Points
Abacus	0
CDW-G	15
Netsync Network Solutions	14

**Extent to which the goods or services meet the needs of the District: 15 points**

The proposal meets the District's technology configuration goals, hardware/network configuration, feature functionality, systems management, and compatibility with existing systems. The proposer demonstrates a history of success designing and executing projects of similar size, scope, and complexity. TNCG was unable to evaluate the goods and services of Abacus because they failed to provide the required documentation.

Vendor	Points
Abacus	0
CDW-G	15
Netsync Network Solutions	15

**Bidder's past relationship with the District: 10 Points**

The proposer demonstrates a history of success with the District. All firms have had experience or contact with the District in the past. And all firms have completed K12 wireless projects in the state of Texas.

Vendor	Points:
Abacus	5
CDW-G	8
Netsync Network Solutions	9

**Total long-term cost to District to acquire the goods or services: 10 Points**

Points will be awarded to each category (Remote and on-site response, technicians / certifications) for providing documentation in the proposal that articulates strength in each category. The highest quality demonstration will be awarded 5 points; strong demonstration will be awarded 3 points; all others will be awarded zero points.

Vendor	Points
Abacus	3
CDW-G	3
Netsync Network Solutions	8

**Evaluation of other relevant factors listed in this bid or proposals: 10 Points**

Other relevant factors listed in this bid including, but not limited to: experience in the field; current workload of the vendor; financial ability; compliance with and adherence to bid terms and conditions; ethical behavior during bidding process; and responsiveness to District's requests. Vendors were penalized points for not signing or providing all required documentation.

Vendor	Points
Abacus	3
CDW-G	10
Netsync Network Solutions	9

**Evaluation Point Summary**

Summary Matrix										
Vendor / Code	1	2	3	4	5	6	7	8	9	Total
Abacus	30.0	5	0	0	5	0	3	0	3	46.0
CDW-G	25.4	5	15	15	8	0	0	0	10	78.4
Netsync Network Solutions	28.8	6	14	15	9	0	3	0	9	84.8

**Recommendation**

The hardware outlined in this RFP provides campus level device connectivity. Based on the proposals received, the most cost-effective solution that meets the RFP specification is the Netsync Network Solution proposal. True North Consulting Group recommends that Ector County ISD enter the **design finalization** and **contract negotiation** phase with Netsync Network Solutions for Priority 2 E-Rate Eligible Products and Services for a not-to-exceed contract amount of \$5,044,835 (includes 10% contingency).

Additionally, during this process True North Consulting Group recommends that Ector County ISD consider all of the proposed solutions based on the District's current and planned infrastructure.

TNCG further recommends authorizing the Chief Technology Officer and Chief Financial Officer authority, in consultation with General Counsel, to negotiate and execute contracts Netsync Network Solutions.

Note: True North Consulting Group represents that the information and recommendations contained in this report are prepared for Ector County ISD based on the most current data made available during the specified study period. This report is meant to be only advisory in nature. We recommend the review of purchasing and recommendation criteria and procedures by Ector County ISD's legal counsel prior to signing the contract.