

SUPPORTING AGENDA DATA
BOARD OF DIRECTORS, EDUCATION SERVICE CENTER, REGION 20

October 24, 2018

SUBJECT: PROPOSALS

Proposal for Internet Access Services
Proposal for Living Science Materials
Renewal Proposal for Temporary Security Staffing
Renewal Proposal for Janitorial Services

ACTION: It is recommended that the following resolution be adopted:

BE IT RESOLVED, That the Board of Directors approves the proposals listed on the following Page(s).

Respectfully submitted,



Jeff Goldhorn
Executive Director

PROPOSALS

PROPOSAL FOR INTERNET ACCESS SERVICES

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposal #1811 be solicited for the purchase of Internet Access Services. Eight proposals were mailed. Four responsive proposals were received. There are two renewal options available on this proposal. **The proposal for Internet Access Service #1811 is awarded to: Zayo Group LLC. The estimated annual award is for \$180,000 for this proposal. E-rate funds should pay for approximately 78-80% of this annual cost.**

PROPOSAL FOR LIVING SCIENCE MATERIALS

EXPLANATION: The Deputy Director of Business and Technology Services requested proposal #1807 be solicited for the purchase of Living Science Materials. Eleven proposals were mailed. Seven responsive proposals were received. A tabulation of the responsive proposals is attached to this agenda item. **The proposal for Living Science Materials, proposal #1807 is awarded to the seven responsive bidders: Bio Corporation, Ward's Scientific, Pellets, NASCO, Fisher Scientific, San Antonio Tropicals, and Carolina Biological.**

RENEWAL PROPOSAL FOR TEMPORARY SECURITY STAFFING

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposal #1701 be renewed for the purchase of Temporary Security Staffing. There are no additional renewal options available. **The proposal for Temporary Security Staffing, proposal #1701 is renewed to: Champion National Security**

RENEWAL PROPOSAL FOR JANITORIAL SERVICES

EXPLANATION: The Deputy Director of Business and Technology requested proposal #1605 be renewed for the purchase of Janitorial Services. There are no additional renewal options available. **The proposal for Janitorial Services, proposal #1605 is renewed to: Alamo Building Maintenance.**

PROPOSAL FOR INTERNET ACCESS SERVICES, Proposal # 1811

Evaluation Criteria	<u>Maximum Points</u>	<u>Zayo</u>	<u>Cogent</u>	<u>Foremost</u>	<u>Spectrum</u>
Installation / Non-Recurring Fee		\$ -	\$ 10,000.00	\$ 10,000.00	\$ -
Monthly Recurring Charges		\$ 15,000.00	\$ 15,000.00	\$ 44,400.00	\$ 58,000.00
Total Cost - 3 Years		\$540,000.00	\$550,000.00	\$1,608,400.00	\$2,088,000.00
Purchase price	30	30	29.45	10.07	7.76
Reputation of the vendor and vendor's	9	9	7	6	7
Quality of the vendor's goods or services	10	10	9	8	7
Extent to which the goods or services meet the ESC 20 consortium needs	15	15	13	13	12
Vendor's past relationship with ESC 20	10	10	7	7	9
Impact of district's compliance with laws and rules relating to Historically	1	-	-	-	-
Total long-term cost to the ESC consortium	10	10	9.82	3.36	2.59
Other relevant factors specifically listed in	-	-	-	-	-
Service Level Agreement - 5 Points	5	5	5	5	5
Proposed Implementation Plan - 5 Points	5	5	4	3	2
Local Service and Support Team - 5	5	3	3	2	5
Total Maximum Points :	100.00	97.00	87.27	57.43	57.34

PROPOSAL FOR LIVING SCIENCE MATERIALS, Proposal # 1807

	Volume	Bio Corporation	Ward's Science	San Antonio Tropicals	Pellets	NASCO	Fisher Scientific	Carolina Biological	estimated purchases	
Petri Dish, disposable 20 ct	300		\$ 3.00			\$ 3.26	\$ 2.40	\$ 3.42	\$ 720.00	
Nutrient Agar	40		\$ 77.50			\$ 81.33	\$ 78.76	\$ 64.99	\$ 2,599.60	
Antibiotic Disc, penicillin	300		\$ 5.70			\$ 7.39	\$ 8.38	\$ 8.31	\$ 1,710.00	
Antibiotic Disc, strept	300		\$ 5.70			\$ 7.39	\$ 8.38	\$ 8.31	\$ 1,710.00	
Antibiotic Disc, tetrac	300		\$ 5.70			\$ 7.39	\$ 8.38	\$ 8.31	\$ 1,710.00	
Antibiotic Disc, erthyr	300		\$ 5.70			\$ 7.39	\$ 8.38	\$ 8.31	\$ 1,710.00	
Hydra	185		\$ 4.40			\$ 7.65	\$ 9.54	\$ 4.99	\$ 814.00	
Planaria	165		\$ 8.20			\$ 8.00	\$ 10.79	\$ 6.32	\$ 1,042.80	
Ant Farms. 6x9	350		\$ 18.83			\$ 12.50	\$ 30.96	\$ 19.62	\$ 4,375.00	
Crayfish, preserved	3000	\$ 4.46	\$ 9.99			\$ 0.71	\$ 4.54	\$ 9.90	\$ 2,130.00	
Earthworms, preserved	125	\$ 41.80	\$ 56.99			\$ 5.52	\$ 53.85	\$ 45.00	\$ 690.00	
Sheep Eyes, preserved	900	\$ 5.40	\$ 9.99			\$ 8.64	\$ 8.67	\$ 1.30	\$ 1,170.00	
Frogs, preserved	30000	\$ 16.15	\$ 29.99			\$ 2.07	\$ 1.85	\$ 2.31	\$55,560.00	
Owl, pellets	3000	\$ 2.09	\$ 1.67		\$ 1.85	\$ 2.30	\$ 1.33	\$ 2.75	\$ 3,990.00	
Catalog Discount		5%	20%	0%	0%	15%	32%	5%		
									est. total	\$79,931.40