October 8, 2014

Kellie Wilks
Chief Technology Officer
Technology Services
Ector County Independent School District

RE: Review and Recommendation for Ector County ISD Electronic Surveillance System Upgrade.

Mrs. Kellie,

COMBS Consulting Group, LP has completed the review and evaluation of the vendor responses provided for Ector County ISD Electronic Surveillance System Upgrade, RFP# 14-003. This letter reviews our findings and conclusion in the selection of a Vendor and solution that will serve Ector County ISD for the foreseeable future.

Request for Proposal (RFP) Document

The Request for Proposal (RFP) document was specifically developed to define and encompass the current needs of Ector County ISD as they relate to electronic surveillance system. The RFP contained specific requirements relating to Ector County ISD School electronic surveillance system best practices, technical requirements, systems functionality.

Ector County ISD received a total of five (5) responses to the RFP. Three (3) of the five (5) were considered qualified bids. List of qualified bidders shown below:

- TFE
- CDW-G
- Walker Engineering

There were two (2) bidders that did not provide a response to the Base Bid, which was required. They only provided a response to the Alternate Bid, which was optional. Therefore they are considered to be non-responsive and are excluded for consideration. List of non-responsive bidders shown below:

- 911 Security
- Converginent

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The qualified pricing for the Base Bid including project contingencies and payment/performance bonds are shown below:

Abbreviated quote tabulation as recorded on November 22, 2014 for Base Proposal:

Vendor Name	Total Proposal (Base Bid)	Proposal Cost Difference to Lowest Proposal
TFE	$1,970,368.89	$0
CDW-G	$2,153,011.55	$182,642.66
Walker Engineering	$2,595.792.00	$625,423.11

Evaluation Criteria

Several key factors were published in the RFP and used for the evaluation of the offerings from each vendor. These included Ector County ISD criteria as well as technical merit provided by COMBS Consulting Group, LP (Please reference enclosed evaluation matrices for further details).

During the review process, discrepancies and exceptions were noted with respect to each of the vendor responses, the technical capabilities of the proposed system, initial implementation costs as well as on-going service and support. The following identifies the major categories that were used to evaluate the Vendor offerings:

- **Price** (40 pts) – This category included a total capital expenditure for the base components, taking into account initial system cost, warranties and any other value-added offering to determine the best overall value for the Owner.

- **Technical Compliance** (25 pts) – This category included the ability of the vendor to interpret the Technical Specifications with respect to estimated quantities of materials/labor and the overall scope of work with respect to proposed materials, services, installation practices, training and maintenance.

- **Response, Terms and Exceptions** (20 pts) – This category included a review of the Vendor's response with respect to completeness, proposed terms, use of sub-contractors and any exception language to the RFP as originally published required to fulfill the requirements of the Request for Proposal.

- **Past Performance and Similar Scope of Work** (10 pts) – This category included the vendors past and current relationship with clients in the similar market space. The vendor's past relationship with Owner and/or Consultant was also evaluated to further identify adequate experience for the project and/or similar working relationship experience.

- **References** (5 pts) – This category included the vendor's past experience with clients in the similar market space and Owner and/or Consultant.

Evaluation Process

In support of our recommendation, COMBS Consulting Group, LP has included as an enclosure to this letter, the complete evaluation matrices for the RFP response for your review, use and record. These spreadsheets outline the various categories for which they were tabulated,

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submitted proposals:

Base Proposal Grading Matrix:

Vendor Name	Price Max. (40 Pts)	Technical Compliance Max. (25 Pts)	Terms & Exceptions Max. (20 Pts)	Past Performance and Similar Scope Max. (10 Pts)	Reference Max.(5 Pts)	Total Max.(100 Pts)
TFE	40.0	23.0	14.0	10.0	0.0	87.0
CDW-G	36.6	21.0	17.0	10.0	5.0	89.6
Walker Engineering	33.2	21.0	19.0	10.0	5.0	88.2

Recommendation

COMBS Consulting Group has utilized the above noted grading process to find the best value for the District. It appears that CDW-G has scored the highest out of the three (3) qualified bidders.

COMBS Consulting Group, LP recommends that CDW-G be awarded the base proposal for Ector County ISD Electronic Surveillance System Upgrade RFP #14-03.
Best Regards,

Tim Coon

Tim Coon
Physical Security Consultant, PSP
Regional Manager
Combs Consulting Group

cc: Toby Lefevers, Director of Information Technology, Ector County ISD
Project File

Attachment: Vendor Tabulation and Evaluation Matrices.pdf

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