



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date:  
Feb 20 2019

Purpose:  Presentation/Report  Recognition  Discussion/ Possible Action

Closed/Executive Session  Work Session  Discussion Only  Consent

From: Scott Laleman, Director of Technology

Item Title: E-Rate contract for Wide Area Network

Description:

Following federal guidelines, the district requested bids for Wide Area Network services between the Network Operations Center (NOC) located at the Administration and Support Center and South San Antonio High School in order to connect equipment at both locations that will route Internet traffic out of both sides of the district. AT&T was selected through the Universal Service Administrative Company (USAC) competitive bidding process. South San Antonio ISD will receive a 90% discount on this service if funded via E-Rate.

Recommendation:

Approve a 5 year contract with AT&T to provide leased lit fiber services between South San Antonio High School and the Administration and Support Center

District Goal/Strategy:

Strategy 3 We will develop a strong support system which will provide meaningful and innovative instruction that promotes critical thinking and problem solving.

Funding Budget Code and Amount:

CFO Approval

199-51-6256 not to exceed \$51,000 per year

APPROVED BY:

SIGNATURE

DATE

Chief Officer:

*[Signature]*


2-9-19

Superintendent:

*[Signature]*

2/6/19

**E-RATE 2019-20 BID EVALUATION GRID - TEXAS**

Organization Name:	South San Antonio ISD		
Prepared by:	Scott Laleman	Title:	Director of Technology
Signature:		Date:	1/29/2019

Description of Service:	Wide Area Network - leased lit 10 GBPS											
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Service Provider	E-Rate Eligible Costs	Other Costs - Not Eligible	Price-Erate	Price-Other Costs	Approved Vendor*	Reputation	Quality of Goods/Svcs	Meet District Needs	Past Relationship	Underutilized Business	Long-term cost	Total Points
<i>Points Possible for Each Bid</i>			<b>20.000</b>	<b>5</b>	<b>15</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>100</b>
1 Conterra	595,440.00		2.811	5.000	5	10	10	10	10	0	4	56.811
2 AT&T	83,700.00		20.000	5.000	5	7	7	10	7	0	10	71.000
3												0.000
4												0.000
5												0.000
6												0.000
7												0.000
8												0.000
9												0.000
10												0.000

**EVALUATION RATIONALE (Attach additional pages as necessary)**  
 Evaluation was based on cost, previous relationship with the district, and quality of references

\*Approved Vendor includes vendor registration with Texas Department of Information Resources (DIR), Buyboard, TIPS/TAPS, The Cooperative Purchasing Network (TCPN), ESC Region, Dallas County Schools, or Educational Purchasing Cooperative of North Texas (EPCNT)

**EVALUATION CRITERIA - SCORING BY BIDDER**

E-Rate Bid Item (Product or Service): Wide Area Network - leased lit 10 GBPS  
 Name of Bidder (Service Provider): Conterra  
 Name of School or Library (Applicant) South San Antonio ISD  
 Prepared by: Scott Laleman

Criteria	Possible Points	Actual Score	Bid Evaluation Notes
Price-Erate Items	20	3	
Price-Other Costs	5	5	

**Approved Vendor:**

TX Dept of Information Resources (DIR)	5	5	
Buyboard	5		
TIPS/TAPS	5		
The Cooperative Purchasing Network	5		
ESC Region	5		
Dallas County Schools	5		
Educational Purchasing Cooperative of North Texas	5		
<b>MAXIMUM 15 POINTS</b>	<b>15</b>	<b>5</b>	

**Reputation**

Reputation of the Vendor	5	5	
Reputation of the Vendor's goods or services	5	5	
<b>Total Reputation</b>	<b>10</b>	<b>10</b>	

Quality of the vendor's Goods or Services	10	10	
Meet District's Needs	10	10	
Past Relationship	10	10	
Underutilized Business	10		
Long Term Costs	10	4	
<b>TOTAL POINTS</b>	<i>Possible</i> <b>100</b>	<i>Score</i> <b>57</b>	

**EVALUATION CRITERIA - SCORING BY BIDDER**

E-Rate Bid Item (Product or Service): Wide Area Network - leased lit 10 GBPS  
 Name of Bidder (Service Provider): AT&T  
 Name of School or Library (Applicant) South San Antonio ISD  
 Prepared by: Scott Laleman

Criteria	Possible Points	Actual Score	Bid Evaluation Notes
Price-Erate Items	20	20	
Price-Other Costs	5	5	

**Approved Vendor:**


TX Dept of Information Resources (DIP)	5	5	
Buyboard	5		
TIPS/TAPS	5		
The Cooperative Purchasing Network	5		
ESC Region	5		
Dallas County Schools	5		
Educational Purchasing Cooperative of North Texas	5		
<b>MAXIMUM 15 POINTS</b>	<b>15</b>	<b>5</b>	

**Reputation**

Reputation of the Vendor	5	4	
Reputation of the Vendor's goods or services	5	3	
<b>Total Reputation</b>	<b>10</b>	<b>7</b>	

Quality of the vendor's Goods or Services	10	7	
Meet District's Needs	10	10	
Past Relationship	10	7	
Underutilized Business	10		
Long Term Costs	10	10	
<b>TOTAL POINTS</b>	<i>Possible</i> <b>100</b>	<b>Score</b> <b>71</b>	

**E-RATE 2019-20 BID EVALUATION GRID - TEXAS**

Organization Name:	South San Antonio ISD		
Prepared by:	Ryan Sanchez	Title:	System Specialist
Signature:		Date:	1/30/2019

Description of Service:		Wide Area Network - leased lit 10 GBPS										
Service Provider	E-Rate Eligible Costs	Other Costs - Not Eligible	Price-Erate	Price-Other Costs	Approved Vendor*	Reputation	Quality of Goods/Svcs	Meet District Needs	Past Relationship	Underutilized Business	Long-term cost	Total Points
<i>Points Possible for Each Bid</i>			20.000	5	15	10	10	10	10	10	10	100
1	Conterra	595,440.00	2.811	5.000	5	10						22.811
2	AT&T	83,700.00	20.000									20.000
3												0.000
4												0.000
5												0.000
6												0.000
7												0.000
8												0.000
9												0.000
10												0.000
EVALUATION RATIONALE (Attach additional pages as necessary)												

\*Approved Vendor includes vendor registration with Texas Department of Information Resources (DIR), Buyboard, TIPS/TAPS, The Cooperative Purchasing Network (TCPN), ESC Region, Dallas County Schools, or Educational Purchasing Cooperative of North Texas (EPCNT)

**EVALUATION CRITERIA - SCORING BY BIDDER**

Use this sheet for each bidder for each bid item evaluated. Make copies as needed

E-Rate Bid Item (Product or Service): Leased Lite 10gbps Provide short description of bid item you are evaluating  
 Name of Bidder (Service Provider): Conterra Name of Service Provider  
 Name of School or Library (Applicant): South San Antonio ISD Name of School or Library  
 Prepared by: Ryan Sanchez Name of person who completed this schedule

Criteria	Possible Actual		Bid Evaluation Notes	Scoring Guidelines
	Points	Score		
Price-Erate Items	20	3		Price-Price of E-rate eligible products and services. If Excel spreadsheet is used, formula will calculate the proportion of costs for each bid compared to highest bid. Otherwise use the following general guidelines: 20-30 points = lowest overall costs; 10-19 points = middle range overall cost; 0-9 points highest overall cost
Price-Other Costs	5	5		Price-Other Costs: Price of products and services NOT eligible for E-rate discount. Use the following general guideline 5-4 points = lowest overall costs; 3-2 points = middle range overall cost; 1-0 points highest overall cost

**Approved Vendor:**

TX Dept of Information Resources (DIR)	5	0		Verify if this service provider is an approved vendor of record
Buyboard	5	0		Verify if this service provider is an approved vendor of record
TIPS/TAPS	5	0		Verify if this service provider is an approved vendor of record
The Cooperative Purchasing Network	5	0		Verify if this service provider is an approved vendor of record
ESC Region	5	0		Verify if this service provider is an approved vendor of record
Dallas County Schools	5	0		Verify if this service provider is an approved vendor of record
Educational Purchasing Cooperative of North Texas	5	5		Verify if this service provider is an approved vendor of record
<b>MAXIMUM 15 POINTS</b>	<b>15</b>	<b>5</b>		

**Reputation**

Reputation of the Vendor	5	5		Reputation of the Vendor
Reputation of the Vendor's goods or services	5	5		Reputation of the Vendor's goods or services
<b>Total Reputation</b>	<b>10</b>	<b>10</b>		

Quality of the vendor's Goods or Services	10	10		Quality of the Vendor's goods or services
Meet District's Needs	10	10		the extent to which the goods or services meet the district's needs
Past Relationship	10	10		the vendor's past relationship with the district
Underutilized Business	10	0		the impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses
Long Term Costs	10	4		the total long-term cost to the district to acquire the vendor's goods or services
<b>TOTAL POINTS</b>	<i>Possible</i> <b>100</b>	<i>Score</i> <b>57</b>		

EVALUATION CRITERIA - SCORING BY BIDDER

Use this sheet for each bidder for each bid item evaluated. Make copies as needed

E-Rate Bid Item (Product or Service): Leased Lite 10gbps  
 Name of Bidder (Service Provider): AT&T  
 Name of School or Library (Applicant): South San Antonio ISD  
 Prepared by: Ryan Sanchez

Provide short description of bid item you are evaluating  
 Name of Service Provider  
 Name of School or Library  
 Name of person who completed this schedule

Criteria	Possible Actual		Bid Evaluation Notes	Scoring Guidelines
	Points	Score		
Price-E-rate Items	20	20		Price-Price of E-rate eligible products and services. If Excel spreadsheet is used, formula will calculate the proportion of costs for each bid compared to highest bid. Otherwise use the following general guidelines: 20-30 points = lowest overall costs; 10-19 points = middle range overall cost; 0-9 points highest overall cost. Price-Other Costs: Price of products and services NOT eligible for E-rate discount. Use the following general guideline 5-4 points = lowest overall costs; 3-2 points = middle range overall cost; 1-0 points highest overall cost.
Price-Other Costs	5	5		

Approved Vendor:

TX Dept of Information Resources (DIR)	5	5		Verify if this service provider is an approved vendor of record
Buyboard	5	0		Verify if this service provider is an approved vendor of record
TIPS/TAPS	5	0		Verify if this service provider is an approved vendor of record
The Cooperative Purchasing Network	5	0		Verify if this service provider is an approved vendor of record
ESC Region	5	0		Verify if this service provider is an approved vendor of record
Dallas County Schools	5	0		Verify if this service provider is an approved vendor of record
Educational Purchasing Cooperative of North Texas	5	0		Verify if this service provider is an approved vendor of record
<b>MAXIMUM 15 POINTS</b>	<b>15</b>	<b>5</b>		

Reputation

Reputation of the Vendor	5	5		Reputation of the Vendor
Reputation of the Vendor's goods or services	5	3		Reputation of the Vendor's goods or services
<b>Total Reputation</b>	<b>10</b>	<b>8</b>		

Quality of the vendor's Goods or Services	10	6		Quality of the Vendor's goods or services
Meet District's Needs	10	10		the extent to which the goods or services meet the district's needs
Past Relationship	10	8		the vendor's past relationship with the district
Underutilized Business	10	0		the impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses
Long Term Costs	10	10		the total long-term cost to the district to acquire the vendor's goods or services
<b>TOTAL POINTS</b>	<b>Possible 100</b>	<b>Score 72</b>		

**E-RATE 2019-20 BID EVALUATION GRID - TEXAS**

Organization Name:	South San Antonio ISD		
Prepared by:	Jeremy Skay	Title:	network admin
Signature:	<i>Jeremy D Skay</i>	Date:	1/29/2018

Description of Service:		Wide Area Network - leased lit 10 GBPS										
Service Provider	E-Rate Eligible Costs	Other Costs - Not Eligible	Price-Erate	Price-Other Costs	Approved Vendor*	Reputation	Quality of Goods/Svcs	Meet Distrcd Needs	Past Relationship	Underutilize d Business	Long-term cost	Total Points
<i>Points Possible for Each Bid</i>			20.000	5	15	10	10	10	10	10	10	100
1	Conterra	595,440.00	2,811	5,000	5	10	10	10	10	0	5	57.811
2	AT&T	83,700.00	20,000	3,000	5	6	6	10	6	0	9	65.000
3												0.000
4												0.000
5												0.000
6												0.000
7												0.000
8												0.000
9												0.000
10												0.000
<b>EVALUATION RATIONALE (Attach additional pages as necessary)</b>												

\*Approved Vendor includes vendor registration with Texas Department of Information Resources (DIR), Buyboard, TIPS/TAPS, The Cooperative Purchasing Network (TCPN), ESC Region, Dallas County Schools, or Educational Purchasing Cooperative of North Texas (EPCNT)



**EVALUATION CRITERIA - SCORING BY BIDDER**

Use this sheet for each bidder for each bid item evaluated. Make copies as needed

E-Rate Bid Item (Product or Service): Wide Area Network - leased fit 10 GBPS  
 Name of Bidder (Service Provider): Conterra  
 Name of School or Library (Applicant): South San Antonio ISD  
 Prepared by: Jeremy Skay

Provide short description of bid item you are evaluating  
 Name of Service Provider  
 Name of School or Library  
 Name of person who completed this schedule

Criteria	Possible Actual		Bid Evaluation Notes	Scoring Guidelines
	Points	Score		
Price-Erate Items	20	3		Price-Price of E-rate eligible products and services. If Excel spreadsheet is used, formula will calculate the proportion of costs for each bid compared to highest bid. Otherwise use the following general guidelines: 20-30 points = lowest overall costs; 10-19 points = middle range overall cost; 0-9 points highest overall cost Price-Other Costs: Price of products and services NOT eligible for E-rate discount. Use the following general guideline 5-4 points = lowest overall costs; 3-2 points = middle range overall cost; 1-0 points highest overall cost
Price-Other Costs	5	5		

**Approved Vendor:**

Vendor Name	Possible Points	Actual Score	Bid Evaluation Notes
TX Dept of Information Resources (DIR)	5	5	Verify if this service provider is an approved vendor of record
Buyboard	5	0	Verify if this service provider is an approved vendor of record
TIPS/TAPS	5	0	Verify if this service provider is an approved vendor of record
The Cooperative Purchasing Network	5	0	Verify if this service provider is an approved vendor of record
ESC Region	5	0	Verify if this service provider is an approved vendor of record
Dallas County Schools	5	0	Verify if this service provider is an approved vendor of record
Educational Purchasing Cooperative of North Texas	5	0	Verify if this service provider is an approved vendor of record
<b>MAXIMUM 15 POINTS</b>	<b>15</b>	<b>5</b>	

**Reputation**

Criteria	Possible Points	Actual Score	Bid Evaluation Notes
Reputation of the Vendor	5	5	Reputation of the Vendor
Reputation of the Vendor's goods or services	5	5	Reputation of the Vendor's goods or services
<b>Total Reputation</b>	<b>10</b>	<b>10</b>	

Criteria	Possible Points	Actual Score	Bid Evaluation Notes
Quality of the vendor's Goods or Services	10	10	Quality of the Vendor's goods or services
Meet District's Needs	10	10	the extent to which the goods or services meet the district's needs
Past Relationship	10	10	the vendor's past relationship with the district
Underutilized Business	10	0	the impact on the ability of the idstrict ot comply with laws and rules relating to historically underutilized businesses
Long Term Costs	10	5	the total long-term cost to the district to acure the vendor's goods or services
<b>TOTAL POINTS</b>	<b>Possible 100</b>	<b>Score 58</b>	

**EVALUATION CRITERIA - SCORING BY BIDDER**

Use this sheet for each bidder for each bid item evaluated. Make copies as needed

E-Rate Bid Item (Product or Service): Wide Area Network - leased lit 10 GBPS  
 Name of Bidder (Service Provider): AT&T  
 Name of School or Library (Applicant): South San Antonio ISD  
 Prepared by: Jeremy Skay

Provide short description of bid item you are evaluating  
 Name of Service Provider  
 Name of School or Library  
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	Points	Score		
Price-Erate Items	20	20		Price-Price of E-rate eligible products and services. If Excel spreadsheet is used, formula will calculate the proportion of costs for each bid compared to highest bid. Otherwise use the following general guidelines: 20-30 points = lowest overall costs; 10-19 points = middle range overall cost; 0-9 points highest overall cost
Price-Other Costs	5	3		Price-Other Costs: Price of products and services NOT eligible for E-rate discount. Use the following general guideline 5-4 points = lowest overall costs; 3-2 points = middle range overall cost; 1-0 points highest overall cost

**Approved Vendor:**

TX Dept of Information Resources (DIR)	5	5		Verify if this service provider is an approved vendor of record
Buyboard	5	0		Verify if this service provider is an approved vendor of record
TIPS/TAPS	5	0		Verify if this service provider is an approved vendor of record
The Cooperative Purchasing Network	5	0		Verify if this service provider is an approved vendor of record
ESC Region	5	0		Verify if this service provider is an approved vendor of record
Dallas County Schools	5	0		Verify if this service provider is an approved vendor of record
Educational Purchasing Cooperative of North Texas	5	0		Verify if this service provider is an approved vendor of record
<b>MAXIMUM 15 POINTS</b>	<b>15</b>	<b>5</b>		

**Reputation**

Reputation of the Vendor	5	4		Reputation of the Vendor
Reputation of the Vendor's goods or services	5	2		Reputation of the Vendor's goods or services
<b>Total Reputation</b>	<b>10</b>	<b>6</b>		

Quality of the vendor's Goods or Services	10	6		Quality of the Vendor's goods or services
Meet District's Needs	10	10		the extent to which the goods or services meet the district's needs
Past Relationship	10	6		the vendor's past relationship with the district
Underutilized Business	10	0		the impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses
Long Term Costs	10	9		the total long-term cost to the district to acquire the vendor's goods or services
<b>TOTAL POINTS</b>	<b>Possible 100</b>	<b>Score 65</b>		