

RFP # 120213 E-Rate Eligible SIP Trunking - Evaluation

E-Rate Year 2012
Form 470 App #118980001004284

23 February 2012

A committee was convened on 31 January 2012. The committee members were:

Ernie Stripling, Technology Information Officer
Michael Bernstein, Director of Network Services
Mitchell Robinson – Senior Network Engineer

Note: The Purchasing Department was represented by Alyce Hamman, Purchasing Buyer.

A total of one (1) response was received.

Received inside of the deadline
Verizon

Evaluation Criteria

- Proposed Fee – 58%
- References – 5%
- Quality of Proposer’s Goods and Services – 10%
- Extent to which service meets district needs – 10%
- Past Experience with the district – 10%
- HUB Certification Verification – 2%
- Long Term cost to the district – 5%

Evaluation

Vendor	Proposed Fee 58 pts	References 5 pts	Quality of Proposer's Goods and Services 10 pts	Meets district needs 10 pts	Past Experience 10 pts	HUB Certification 2 pts	Long Term Cost 5 pts	Total 100 pts
Verizon	58	5	10	10	10	0	5	98

Outcome

Verizon's response was selected based on receiving the highest total as well as being the only respondent to RFP #120213 E-Rate Eligible SIP Trunking.

RFP Summary

Denton ISD currently provisions the Public Switched Telephone Network (PSTN) trunking utilizing Session Initiated Protocol (SIP) based trunks located at two of the existing core sites (Technology and Ryan High School). Each set of trunks provides for eighty concurrent calls, which allows for a total of one-hundred sixty concurrent calls district-wide. The trunks are configured in such a way that in the case of a failure one side can handle the full load of one hundred sixty concurrent calls.

A traffic study was conducted by the provider (Verizon) in the fall of 2011. The study showed the district could reduce the capacity needed to service the district. The district determined that a solution incorporating sixty concurrent calls per site (total of one-hundred twenty calls district-wide) with failover would meet the needs of the district the majority of the time. However, the district is aware that peak activity occurs at school startup as well as registration. This solution incorporates the capability to provision additional concurrent calls during these peak times.

The district has been paying approximately \$ 133,526 per month for the existing SIP trunking service. Estimated costs for the new solution are estimated at \$ 100,847 per year. This represents an estimated savings of \$ 32,679. This is prior to applying e-rate discounts. With the expected district E-Rate discount of 60%, the anticipated net operational savings would be about \$ 13,072.

The district also conducted an analysis of the traffic traversing a number of other circuits provisioned by Verizon and AT&T. These are traditional PRI (Primary Rate Interface) circuits. It was concluded the district could reduce the number of existing of PRI circuits from three to two with each provider. This reduction will lead to a further cost reduction of approximately \$ 30,000 per year, before E-Rate discounts are applied. With anticipated E-Rate discounts applied, the net operational savings to the district would be approximately \$ 12,000.

Combining the all of the above described changes will provide savings of about \$ 62,679 per year to the district, not including e-rate. With e-rate discounts applied, the net operational savings to the district would be approximately \$ 25,072.