



**GOVERNING BOARD AGENDA ITEM FORM
AMPHITHEATER UNIFIED SCHOOL DISTRICT NO. 10**

DATE OF MEETING: March 6, 2012

TITLE: Award of Contract for Network Services Based on Responses to Request for Proposal (RFP) 11-0029

BACKGROUND:

Request for Proposal (RFP) 11-0029 for network services, high band width to provide voice, video & data transmission to district schools and administrative sites was posted to the district's Web site. The request for proposal notice also was posted to the Universal Service Administration Company, (USAC) Web site. The USAC is the non-profit company which administers the School and Libraries Program of the Universal Service Fund know as E-Rate. Network services is one of the categories eligible for E-Rate funding.

Four Vendors responded, one was deemed to be non-responsive and a second was a no bid. Logicalis and Conterra Fiber Solutions were evaluated based on the evaluation criteria summarized below and provided in the request for proposal. Candice Ross, Technology Director, Steve Frost, Network Manager and Raul Bejarano, Network Administrator were the evaluators.

TOTAL COST EFFECTIVENESS: 35 Points Possible

Firm fixed price: All proposals shall include initial and monthly costs. Scoring shall be based on total cost over a 60 month time period.

SCALABILITY OF SOLUTION: 25 Points Possible

Vendor shall provide detailed documentation on the scalability of the proposed solution. Details must be given on the timeframe necessary to upgrade connections if greater bandwidth is desired by the district, whether it is for one or all sites covered in the contract.

SERVICE LEVEL AGREEMENT: 15 Points Possible

Provide a specific Service Level Agreement (SLA) stating the MTBF (mean time between failures) of the proposed network services, express warranties of guaranteed "up-time" of the network services to be provided and response times in the event of any network issue experienced by the school.

VENDOR SUMMARY: 10 Points Possible

Write a brief history of your company that includes its philosophy of doing business.

CUSTOMER REFERENCES: 5 Points Possible

The ability to complete, manage and correctly bill projects is important to Amphitheater Public Schools.

IMPLEMENTATION INFORMATION & ONGOING MONITORING: 5 Points Possible

Vendor shall provide detailed documentation of an example project.

E-RATE CLAUSES: 5 Points Possible

Vendor shall provide documentation on the position of the company if E-Rate funding were to no longer exist from the Schools and Libraries Program of the Universal Service Fund.

Based on the evaluation criteria provided the following points were awarded each vendor's response to Request for Proposal 11-0029.

RFP 11-0029 Network Services	Points Possible	Conterra Fiber Solutions	Logicalis
Total Cost Effectiveness	35	35	25
Scalability of Solution	25	23	15
Service Level Agreement	15	15	10
Vendor Summary	10	10	10
Customer References	5	5	5
Implementation Information & Ongoing Monitoring	5	5	0
E-Rate Clause	5	5	2
Total Points	100	98	67

RECOMMENDATION:

The Administration recommends the Governing Board approve the Award of Contract to Conterra Fiber Solutions for Network Services based on their responses to Request for Proposal (RFP) 11-0029.

INITIATED BY:

Scott Little

Scott Little, Chief Financial Officer

February 28, 2012

Vicki Balentine

Vicki Balentine, Ph.D., Superintendent