



Ector County Independent School District

RFP# 17-19

WAN Services and Modulating Electronics

Vendor Evaluation and Recommendation Report

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Summary

Ector County Independent School District (“ECISD”, “the District”) and True North Consulting Group (“TNCG”) issued a Request for Proposal (RFP) #17-19 WAN Services and Modulating Electronics.

The RFP was publicly advertised online and in the newspaper per board policy. The RFP officially closed on February 1, 2018.

The District received four (4) qualified proposals as listed below, some of which included multiple design options. Additionally, the District received one (1) disqualified proposal. Proposals that were lacking information and/or did not satisfy elements of the design specifications were penalized accordingly in the appropriate categories. One (1) proposal was disqualified for not proposing a solution that met the specified design.

The Respondents responded to the RFP as follows:

1. AT&T (Managed Lit Services)
 - a. Design 1 - AT&T Dedicated Ethernet Service (ADE)
 - b. Design 1A - ADE with the option to pay “up front”
2. Netsync (Dark Fiber Services)
 - a. Option 1 – Higher Monthly Recurring Cost (MRC)
 - b. Option 2 – Lower MRC
 - c. Modulating Electronics
 - i. 2x10G
 - ii. 4x10G
3. Unite Private Networks (Dark fiber Services)
 - a. All MRC
 - b. Special Construction Cost with MRC
4. Zayo Group (Dark Fiber)
 - a. Managed Lit Services
 - b. Dark Fiber Services

The evaluation criteria listed in this recommendation were also included in the RFP documents. The cost portion of the evaluation matrix was weighted the highest, representing a weight of 40% of the total score. The evaluation committee members were made up of members from TNCG and Ector County ISD.

Below is a summary of the evaluation committee’s scoring based on the published evaluation criteria.

Evaluation Criteria Notes

All proposals were evaluated and scored based on the following:

Summary of the Evaluation Criteria (100 total points):

TEA Code	Evaluation Criteria	Possible Points
1, 7	Purchase price (30 points), Long-term cost (10 points)	40
2	Reputation of the proposer or the proposer's goods or services	15
3	Quality of the proposer's goods or services	15
4	Extent to which the goods or services meet the needs of the District	15
5	Proposer's past relationship with the District	5
6	The impact on the ability of the District to comply with laws and rules relating to historically underutilized businesses	0
8	Bidder has its principal place of business in Texas; or employs at least 500 persons in Texas	0
9	Evaluation of other relevant factors listed in this bid or proposals	10
	Total Points	100

Purchase Price: 30 Points, Long-Term Costs 10 Points (Total of 40 points)

The lowest cost proposal is awarded full points while the other proposals are awarded points based on a percentage of the lowest proposal. The Purchase Price has a potential of 30 points, while Long-term costs have a potential of 10 points. Because ERate requires the District to consider the overall 10-year and 20-year system cost, TNCG combined Purchase Price and Long-Term cost into a single 40-point category.

The cost is based on submitted and reviewed detailed proposal documents submitted by each Respondent.

Pricing in the fiber category was competitive. Netsync was the only proposer for the Modulating Electronics solution. For those who responded to the fiber category with Dark Fiber or self-constructed services, TNCG added Netsync's Modulating Electronics price (with improvements from 10Gb, to 20Gb & 40Gb) to their respective totals to normalize the comparisons.

TNCG made all efforts to normalize the cost of services over 10-year and 20-year periods.

Based on a review of the proposals, AT&T ADE Design 1A, Netsync Option 2, and Zayo Dark provided the lowest cost proposals for \$14,033,262, \$14,028,379, and 14,017,395 for 10-years.

Vendor	Points
ATT w NRC	30.0
ATT No NRC	21.3
Netsync + Fiberlight High NRC	30.0
Netsync + Fiberlight High MRC	27.6
UPN Dark No MRC	22.3
UPN Dark W MRC	27.8
Zayo Lit	28.3
Zayo Dark	30.0

Reputation of the vendor and vendor's good and services: 10 Points

Reputation of the vendor and vendor's good and services are based on references for projects of similar size, scope and complexity. Two points are awarded for each favorable reference that is similar to the project and organization, one point is awarded for favorable references that are not similar to the project and organization, and zero points for unfavorable or missing references.

Vendor	Points
AT&T	5
Netsync	11
UPN	11
Zayo	11

Quality of the Proposers' Goods or Services: 15 points

The proposer demonstrates an understanding of the Scope of Work and Bill of Materials in the proposal. The proposer includes documentation to illustrate the quality of goods and services proposed, installation methodology, project and maintenance teams experience and certifications. All proposers provided proposals that meet ECISDs goals, and all equipment meets the requirements of the RFP.

Points will be awarded to each category for providing documentation in the proposal that articulates strength in each category. Highest quality demonstration will be awarded 5 points; strong demonstration will be awarded 3 points; all others will be awarded zero points.

Vendor	Points
AT&T	8
Netsync	15
UPN	15
Zayo	13

Extent to which the goods or services meet the needs of the District: 15 points

The proposal meets the District's technology configuration goals, hardware/network configuration, feature functionality, systems management, and compatibility with existing systems. The proposer demonstrates a history of success designing and executing projects of similar size, scope, and complexity.

Points will be awarded to each category for providing documentation in the proposal that articulates strength in each category. Highest quality demonstration will be awarded 5 points; strong demonstration will be awarded 3 points; all others will be awarded zero points.

Vendor	Points
AT&T	15
Netsync	15
UPN	15
Zayo	15

Bidder's past relationship with the District: 5 Points

The proposer demonstrates a history of success with the District. Most of the proposers did not have history with ECISD, but did provide references for similar clients and scopes of work.

Five points will be awarded to companies with positive previous experience with the district; three points will be awarded with no previous experience or neutral previous experience; and zero points will be awarded for negative previous experience.

Vendor	Points
AT&T	3
Netsync	3
UPN	3
Zayo	3

Total long-term cost to District to acquire the goods or services: 10 Points

Points will be awarded to each category (Remote and on-site response, technicians / certifications) for providing documentation in the proposal that articulates strength in each category. The highest quality demonstration will be awarded 5 points; strong demonstration will be awarded 3 points; all others will be awarded zero points.

Points will be awarded to each category for providing documentation in the proposal that articulates strength in each category. Highest quality demonstration will be awarded 2 points; strong demonstration will be awarded 1 points; all others will be awarded zero points.

Vendor	Code 5 Points
AT&T	10
Netsync	10
UPN	10
Zayo	10

Evaluation of other relevant factors listed in this bid or proposals: 10 Points

Other relevant factors listed in this bid including, but not limited to: experience in the field; current workload of vendor; financial ability; compliance with and adherence to bid terms and conditions; ethical behavior during bidding process; and responsiveness to District's requests. All vendors were penalized points for not signing all required documentation.

Points will start at ten and will be deducted one point for relevant factors including but not limited to experience in the field; current workload of the vendor; financial ability; compliance with and adherence to bid terms and conditions; ethical behavior during bidding process; and responsiveness to District's request.

Vendor	Points
AT&T	5
Netsync	8
UPN	8
Zayo	4

Evaluation Point Summary

TEA Code	AT&T Design 1A	AT&T Design 1	Netsync Option 1	Netsync Option 2	UPN All MRC	UPN SC & MRC	Zayo Lit Services	Zayo Dark Fiber
1	30.0	21.3	30.0	27.6	22.3	27.8	28.3	30.0
2	5.0	5.0	11.0	11.0	11.0	11.0	11.0	11.0
3	8.0	8.0	15.0	15.0	15.0	15.0	13.0	13.0
4	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
5	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
7	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
9	5.0	5.0	8.0	8.0	8.0	8.0	4.0	4.0
Total	76.0	67.3	92.0	89.6	84.3	89.8	84.3	86.0

Recommendation

The Wide Area Network provides campus-to-campus connectivity. Based on the proposals received, the most cost-effective solution that meets the RFP specification is the Netsync (partnered with FiberLight) proposal. True North Consulting Group recommends that Ector County ISD enter the **design finalization** and **contract negotiation** phase with Netsync Network Solutions for WAN Services for a not-to-exceed contract amount of \$ \$7,005,890.96 in construction (includes 10% contingency) and \$27,500.00/month. The contract is for a 10-year term.

Additionally, True North Consulting Group recommends that Ector County ISD enter the **design finalization** and **contract negotiation** phase with Netsync Network Solutions for Modulating Electronics related to RFP #17-19 for a not-to-exceed contract amount of \$3,059,237.79 (includes 10% contingency).

The District historically has received ERate funding to help reduce the costs of wide area network connectivity. While these funds have subsidized District maintenance and operations expenses, the ERate program continues to undergo changes in policy, funding, and eligible services. Providing a hybrid ownership model of leased fiber and owned equipment, the District will be best positioned for long-term sustainability if the ERate program funding is reduced or eliminated.

TNCG further recommends authorizing the Chief Technology Officer and Chief Financial Officer authority, in consultation with General Counsel, to negotiate and execute contracts Netsync Network Solutions.

While the RFP was developed and issued with ERate in mind, the District should consider using other funding sources, as available, to allow the project to proceed immediately.

Note: True North Consulting Group represents that the information and recommendations contained within this report are prepared for Ector County ISD based on the most current data made available during the specified study period. This report is meant to be only advisory in nature. We recommend the review of purchasing and recommendation criteria and procedures by Ector County ISD's legal counsel prior to signing the contract.