

SUPPORTING AGENDA DATA
BOARD OF DIRECTORS, EDUCATION SERVICE CENTER, REGION 20

February 28, 2018

SUBJECT: PROPOSALS

Proposal for Internet Access Services
Proposal for Leased Lit & Dark Fiber Services
Proposal for Copy Editor
Proposal for Translator
Proposal for PACE Purchasing Cooperative for Books and Educational Materials
Proposal for PACE Purchasing Cooperative for First Aid & Medical Supplies and Equipment
Proposal for PACE Purchasing Cooperative for Security & Access Supplies and Equipment
Renewal for Curriculum Writer
Renewal for On-Demand Professional Learning Digital Library

ACTION: It is recommended that the following resolution be adopted:

BE IT RESOLVED, That the Board of Directors approves the proposals listed on the following Page(s).

Respectfully submitted,



Jeff Goldhorn
Executive Director

PROPOSAL FOR INTERNET ACCESS SERVICES

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposal #1711 be solicited for the purchase of Internet Access services. Eight proposals were mailed. Three responsive proposals were received. There are two renewal options available on this proposal. **The proposal for Internet Access Service #1711 is awarded to: Zayo Group LLC for an estimated award of \$165,600.**

PROPOSAL FOR LEASED LIT & DARK FIBER SERVICES

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposal #1712 be solicited for the purchase of Leased Lit & Dark Fiber services. Nine proposals were mailed. Two responsive proposals were received. There are two renewal options available on this proposal. **The proposal for Leased Lit & Dark Fiber services #1712 is awarded to: Zayo Group LLC for an estimated award of \$2,848,939.**

PROPOSAL FOR COPY EDITOR

EXPLANATION: The Deputy Director of Administrative and Instructional Services requested that proposal #1713 be solicited for the purchase of Copy Editor services. Four proposals were mailed. One responsive proposal was received. There are two renewal options available on this proposal. **The proposal for Copy Editor services #1713 is awarded to: Ashley Festa for an estimated annual award of \$26,000.00.**

PROPOSAL FOR TRANSLATOR

EXPLANATION: The Deputy Director of Administrative and Instructional Services requested that proposal #1714 be solicited for the purchase of Translator services. Seven proposals were mailed. Four responsive proposals were received. There are two renewal options available on this proposal. **The proposal for Translator services #1714 is awarded to: Lingualinx and Tri-Lin Integrated Services for an estimated annual award of \$46,000.00.**

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR BOOKS & EDUCATIONAL MATERIALS

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be solicited for Books & Educational Materials to benefit the PACE Purchasing Cooperative membership. Fourteen proposals were mailed. Eight responsive proposals were received. A tabulation of the responsive proposals is attached to this agenda item. **The proposal for PACE Purchasing Cooperative for Books & Educational Materials, proposal #P00176, is awarded to responsive bidders: Complete Books & Media Supply, Children's Plus, Delaney Educational, Follett and Rainbow Book Company.**

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR FIRST AID & MEDICAL SUPPLIES AND EQUIPMENT

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be solicited for First Aid & Medical Supplies and Equipment to benefit the PACE Purchasing Cooperative membership. Four proposals were mailed. One responsive proposal was received. A tabulation of the responsive proposal is attached to this agenda item. **The proposal for PACE Purchasing Cooperative for First Aid & Medical Supplies and Equipment, proposal #P00177, is awarded to responsive bidders: CVS Pharmacy.**

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR SECURITY & ACCESS SUPPLIES AND EQUIPMENT

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be solicited for Security & Access Supplies and Equipment to benefit the PACE Purchasing Cooperative membership. Nine proposals were mailed. Two responsive proposals were received. A tabulation of the responsive proposals is attached to this agenda item. **The proposal for PACE Purchasing Cooperative for Security & Access Supplies and Equipment, proposal #P00178, is awarded to responsive bidders: RAE Security & ITECHDIGITAL Security Solutions.**

RENEWAL PROPOSAL FOR CURRICULUM WRITER

EXPLANATION: The Deputy Director of Administrative and Instructional Services requested that proposal #1603 be renewed for the purchase of Curriculum Writer services. There are no renewal options available on this proposal. **The proposal for Curriculum Writer services #1603 is renewed to: Kristina Johnson and Lynda Cavazos for an estimated annual award of \$ 50,000.00.**

RENEWAL PROPOSAL FOR ON-DEMAND PROFESSIONAL LEARNING DIGITAL LIBRARY

EXPLANATION: The Deputy Director of Administrative and Instructional Services requested that proposal #1506 be renewed for On-Demand Professional Learning Digital Library Services. There are no renewal option available on this proposal. **The proposal for On-Demand Professional Learning Digital Library Services, proposal #1506 is renewed to: Educational Technology Learning and School Improvement Network for an estimated amount of \$ 155,000.00.**

Proposal for Internet Access Services, Proposal #1711

Evaluation Criteria		Zayo	Cogent	Time Warner
Internet Access Service - Port Only - Taylor Telecom Center -	Bid Type	Taylor Telecom	Taylor Telecom	Time Warner No Bid Taylor Telecom Site
Bandwidth Evaluated - 100/50 CIR Year 1, 100/80 CIR - Year 2, 100/100 CIR - Year 3				
Date Evaluated 01/25/2018	Total Cost - 3 Years	\$720,000.00	\$735,000.00	No Bid
Estimated E-Rate Payment		\$554,400.00	\$565,950.00	
Net Consortium Price		\$165,600.00	\$169,050.00	
	Maximum Points			
Purchase price	30	30	29	-
Reputation of the vendor and vendor's goods or services	12	12	12	-
Quality of the vendor's goods or services	10	10	10	-
Extent to which the goods or services meet the ESC 20 consortium needs	10	10	9	-
Vendor's past relationship with ESC 20	10	10	10	-
Impact of district's compliance with laws and rules relating to Historically Underutilized Businesses	Yes/No	No	No	No
Total long-term cost to the ESC consortium	13	13	12	-
Vendor's principal place of business is in this state; or at least 500 employees are in this State (Texas)	Yes/No	No	No	No
Other relevant factors specifically listed in this CSP	15	15	14	-
	Totals	100	96	-

Proposal for Leased Lit & Dark Fiber Services, Proposal # 1712

Evaluation Criteria		Zayo	Zayo	Zayo	Zayo	Netsync
WAN Fiber Network	Bid Type	Leased Lit Fiber - Vendor Designed Solution	Leased Dark Fiber - Vendor Designed Solution + Equipment to Light Fiber	Leased Lit Fiber - RFP Designed Solution	Leased Dark Fiber - RFP Designed Solution + Equipment to Light the Fiber	Leased Dark Fiber - Vendor Designed Solution + Equipment to Light Fiber
Date Evaluated 01/25/2018	Total Cost 10 Years	\$46,975,402.76	\$ 48,922,548.19	\$59,939,883.30	\$ 61,892,435.17	\$ 76,477,689.10
E-Rate/State Pays Special Construction		\$38,583,708.37	\$ 38,583,708.37	\$50,864,733.90	\$ 50,864,734.99	\$ 62,481,352.87
E-Rate Pays Monthly Recurring Charge		\$5,542,755.37	\$ 2,753,219.70	\$ 3,212,364.54	\$ 2,991,176.50	\$ 5,000,383.08
E-Rate Pays Equipment Cost Or Non-Recurring Charge		Not Applicable	\$ 3,748,297.82	\$ 2,564,185.70	\$ 3,748,297.82	\$ 3,748,297.82
E-Rate Pays Equipment Maintenance		Not Applicable	\$ 540,540.00	Not Applicable	\$ 540,540.00	\$ 540,540.00
Net Consortium Cost		\$2,848,939.02	\$ 3,296,782.30	\$ 3,298,599.16	\$ 3,747,685.87	\$ 4,707,115.32
	Maximum Points					
Purchase price	30	30	29	25	23	18
Reputation of the vendor and vendor's goods or services	12	12	12	12	12	12
Quality of the vendor's goods or services	10	10	10	10	10	10
Extent to which the goods or services meet the district's needs	10	10	10	10	10	10
Vendor's past relationship with the district	10	10	10	10	10	10
Impact of district's compliance with laws and rules relating to Historically Underutilized Businesses	Yes/No	No	No	No	No	Yes
Total long-term cost to the district	13	13	12	11	9	8
Vendor's principal place of business is in this state; or at least 500 employees are in this State (Texas)	Yes/No	No	No	No	No	Yes
Other relevant factors specifically listed in this CSP	15	15	15	15	15	15
Total	100	100	98	93	89	83

Proposal for Copy Editor, Proposal #1713

Vendors	Score	Ashley Festa
Background/Experience as proofreader and editor	20	20
Past Relationship with state-level, districts, and/or ESC-20	10	10
Samples of edited documents	25	25
Experience editing educational curriculum	15	15
Pricing structure	30	30
Total	100	100

Proposal for Translator, Proposal #1714

Vendors	Score	Lingualinx	Translation Focus LLC	Tri-Lin Integrated Services	Languages Unlimited LLC
Background/Experience translating from English to Spanish and Vietnamese	25	25	15	20	20
Past Relationship with state-level, districts, and/or ESC-20	20	20	20	20	6
Samples of documents translated from English to Spanish and Vietnamese	25	25	15	25	25
Pricing structure	30	23	18	25	28
Total	100	93	68	90	79

Proposal for Pace Purchasing Cooperative for Books & Educational Materials, Proposal # P00176

	Possible Points	Complete Books & Media Supply	Children's Plus	Delaney Educational	Follett	Rainbow Book Company	Imagination Station	Music in Motion	Sirius Education Solutions
Conformance to Term and Conditions	5	5	5	5	5	5	5	5	5
Pricing	38	37	35	35	30	35	30	30	30
Industry and Marketplace Successes	5	5	5	5	5	5	2	2	2
Bidders ability to deliver and service to PACE members	10	9	10	9	10	9	3	3	3
Bidders marketing plan	5	5	5	5	5	5	5	5	5
Value added attributes	5	4	5	4	5	4	1	1	1
Invoicing payment terms	2	2	2	2	2	2	2	2	2
Warranty coverage	10	10	10	10	10	10	10	10	10
Selection and variety of products and services offered	20	19	19	18	19	18	5	5	5
Total	100	96	96	93	91	93	63	63	63

**Proposal for PACE Purchasing Cooperative for First Aid & Medical Supplies and Equipment,
Proposal # P00177**

	Possible Points	CVS Pharmacy
Conformance to Term and Conditions	5	5
Pricing	38	33
Industry and Marketplace Successes	5	5
Bidders ability to deliver and service to PACE members	10	10
Bidders marketing plan	5	5
Value added attributes	5	5
Invoicing payment terms	2	2
Warranty coverage	10	9
Selection and variety of products and services offered	20	19
Total	100	93

**Proposal for PACE Purchasing Cooperative for Security & Access Supplies and
Equipment, Proposal # P00178**

	Possible Points	ITECH DIGITAL	RAE Security
Conformance to Term and Conditions	5	5	5
Pricing	38	34	37
Industry and Marketplace Successes	5	5	5
Bidders ability to deliver and service to PACE members	10	9	10
Bidders marketing plan	5	5	5
Value added attributes	5	4	5
Invoicing payment terms	2	2	2
Warranty coverage	10	10	10
Selection and variety of products and services offered	20	18	19
Total	100	92	98