

Board of Trustees

Meeting Date: 2/27/2024

Executive Summary of Board Agenda Item

Recommendation to approve award of Request for Proposal (RFP) 240002944 for E-Rate services for FY Subject/Title for Agenda Posting: 2024-25 for Network Equipment, Internet Access, Leased Dark Fiber, and Leased Lit Fiber.

Justification Statement: The District has benefited from previous E-Rate discounts made available for District-wide network infrastructure and services.

Purpose of Agenda Item:

☐ Information ☐ Discussion

☒ Action

Item Type:

☐ Curriculum & Instruction

☐ Human Resources

☒ Business Services

Staff Responsible:



Signature of Requester(s)



Signature of Presenter(s)

Elizabeth B. Sida

Business Services Approval (Initials)

2/16/2024

Date

Agenda Summary:

As stated in Board Policy CH (Local), any single, budgeted purchase of goods or services that costs \$100,000 or more, regardless of whether the goods or services are competitively purchased, shall require Board approval before a transaction may take place.

We are currently participating in the Schools and Libraries Program commonly known as the E-Rate Program. This program helps ensure that schools and libraries can obtain high-speed Internet access and telecommunications at affordable rates. The following recommendations are made to continue participating in the E-Rate program based on the National School lunch program percentages which provides the District and 80% discount. Canutillo ISO will be responsible for paying 20% of the total cost and 80% will be paid through the E-Rate Program.

The evaluation committee reviewed all proposals received for the Districts E-Rate for the following four projects:
Network Equipment, Leased Lit Fiber - Internet Access, Leased Dark Fiber - WAN, and Leased Lit Fiber - WAN.

It is recommended that the Board of Trustees approve the selected vendor(s) for the projects as described in the attached
RECOMMENDATION: documentation.

PRIOR BOARD ACTION:

AWARDED-

AWARDED AMOUNT:

AMOUNT(S): Not to exceed \$640,000.00

ACCOUNT NO(S):

199.53.6398.00.728 99

PROCUREMENT METHOD TYPE: (3 Quotes, Cooperative Contract Quotes, Sole Source, Formal Bid)

E-Rate Request for Proposal facilitated by Region 12

REQUESTING DEPARTMENT:

Information Technology Services

CONSEQUENCES OF NON-APPROVAL:

Non-compliant with E-Rate submission deadlines. Risk of losing E-Rate funding.

IMPLEMENTATION TIMELINE:

July 2, 2024

ATTACHMENT(S):

Evaluation and Letter of award recommendations



Network Equipment

| Vendor | Cost |
|--------|---------------|
| IANM | \$ 51,805.851 |
| UDT* | \$ 47,470.00 |

Internet Access

| Vendor | Monthly Cost | Yearly Cost |
|-----------------------|--------------|--------------|
| Centurylink dba Lumen | \$ 2,173.00 | \$ 26,076.00 |
| Conterra Ultra | \$ 3,000.00 | \$ 36,000.00 |
| Spectrum* | \$ 2,849.00 | \$ 34,188.00 |

Dark Fiber

| Vendor | Monthly Cost | Yearly Cost | <u>Total</u> Construction Cost | 20% Total |
|---------------|--------------|--------------|-----------------------------------|---------------|
| Vero Networks | \$ 988.00 | \$ 11,856.00 | \$ 2,354,658.00 | \$ 470,931.60 |
| WANRack* | \$ 1,716.00 | \$ 20,592.00 | \$ 2,655,445.00 | \$ 531,089.00 |

Leased Lit Fiber

| Vendor | Monthly Cost | Yearly Cost | <u>Total</u> Construction Cost | 20% Total |
|----------------|--------------|--------------|-----------------------------------|---------------|
| Conterra Ultra | \$ 425.00 | \$ 5,100.00 | \$ 1,276,362.13 | \$ 255,272.42 |
| Vero Network | \$ 1,118.00 | \$ 13,416.00 | \$ 2,354,658.00 | \$ 470,931.60 |
| WANRack | \$ 2,106.00 | \$ 25,272.00 | \$ 2,677,625.00 | \$ 535,525.00 |
| Spectrum* | \$ 553.50 | \$ 6,642.00 | | |

*Award recommendation

Totals:

| | |
|--------------------------------|----------------------|
| Network Equipment | \$ 47,470.00 |
| Internet Access | \$ 34,188.00 |
| Dark Fiber | \$ 551,681.00 |
| Leased Lt Fiber | \$ 6,642.00 |
| Total Amount Requested: | \$ 639,981.00 |

CANUTILLO INDEPENDENT SCHOOL DISTRICT
REQUEST FOR PROPOSAL (RFP) E-RATE Funding 2024-2025
Canutillo 470 #240002944 -NETWORK

| AVERAGE SCORES | ANM, Inc. | United Data Technologies |
|---|-----------|--------------------------|
| 1 The Purchase Price | #VALUE! | 23.3 |
| Total Points - 30 | | |
| 2 The reputation of the vendor and the vendor's goods and services | 0.0 | 11.7 |
| Total Points - 15 | | |
| 3 The Quality of the vendor's goods and services | 0.0 | 21.7 |
| Total Points - 25 | | |
| 4 The extent to which the vendors goods and service meet the districts needs | 0.0 | 13.3 |
| Total Points - 15 | | |
| 5 The vendor's past relationship with the district | 0.0 | 2.7 |
| Total Points - 5 | | |
| 6 The impact on the ability of the district to comply with laws and rules related to historically utilized businesses | | |
| Total Points - 0 | | |
| 7 The total long-term cost to the district to acquire the vendor's goods and services | 0.0 | 6.7 |
| Total Points - 10 | | |
| 8 For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner - (A) has its principal place of business in this state; or (B) employs at least 500 persons in this state | | |
| Total Points - 0 | | |
| 9 Any other relevant factors specifically listed in the request for bids or proposals | | |
| Total Points - | | |
| TOTAL POSSIBLE SCORE = 100 | 0.0 | 79.3 |

NOTE: ANM, Inc. was disqualified because they did not respond to the questions asked, nor did vendor submit clarification on specified items, needed for the committee to compare equally.

CANUTILLO INDEPENDENT SCHOOL DISTRICT
REQUEST FOR PROPOSAL (RFP) E-RATE Funding 2024-2025
Canutillo 470 #240002944 - INTERNET

| AVERAGE SCORES | | | |
|---|--------------------------|----------------|----------|
| | CenturyLink dba Lumen | Conterra Ultra | Spectrum |
| 1 The Purchase Price | 25.0 | 20.0 | 25.0 |
| Total Points - 30 | | | |
| 2 The reputation of the vendor and the vendor's goods and services | 9.3 | 9.3 | 13.0 |
| Total Points - 15 | | | |
| 3 The Quality of the vendor's goods and services | 18.3 | 20.0 | 21.3 |
| Total Points - 25 | | | |
| 4 The extent to which the vendors goods and service meet the districts needs | 10.0 | 13.3 | 15.0 |
| Total Points - 15 | | | |
| 5 The vendor's past relationship with the district | 0.0 | 0.0 | 5.0 |
| Total Points - 5 | | | |
| 6 The impact on the ability of the district to comply with laws and rules related to historically utilized businesses | | | |
| Total Points - 0 | | | |
| 7 The total long-term cost to the district to acquire the vendor's goods and services | 3.3 | 5.0 | 8.3 |
| Total Points - 10 | | | |
| 8 For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner - (A) has its principal place of business in this state; or (B) employs at least 500 persons in this state | | | |
| Total Points - 0 | | | |
| 9 Any other relevant factors specifically listed in the request for bids or proposals | | | |
| Total Points - 0 | | | |
| TOTAL POSSIBLE SCORE = 100 | 66.0 | 67.7 | 87.7 |

CANUTILLO INDEPENDENT SCHOOL DISTRICT
REQUEST FOR PROPOSAL (RFP) E-RATE Funding 2024-2025
Canutillo 470 #240002944 - Dark Fiber

| AVERAGE SCORE | | |
|---|---------------|---------|
| | Vero Networks | WANRock |
| 1 The Purchase Price | 26.7 | 21.7 |
| Total Points - 30 | | |
| 2 The reputation of the vendor and the vendor's goods and services | 8.3 | 14.3 |
| Total Points - 15 | | |
| 3 The Quality of the vendor's goods and services | 22.7 | 25.0 |
| Total Points - 25 | | |
| 4 The extent to which the vendors goods and service meet the districts needs | 14.0 | 15.0 |
| Total Points - 15 | | |
| 5 The vendor's past relationship with the district | 0.0 | 1.7 |
| Total Points - 5 | | |
| 6 The impact on the ability of the district to comply with laws and rules related to historically utilized businesses | 0.0 | 0.0 |
| Total Points - 0 | | |
| 7 The total long-term cost to the district to acquire the vendor's goods and services | 9.7 | 7.7 |
| Total Points - 10 | | |
| 8 For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner - (A) has its principal place of business in this state; or (B) employs at least 500 persons in this state | 0.0 | 0.0 |
| Total Points - 0 | | |
| 9 Any other relevant factors specifically listed in the request for bids or proposals | | |
| Total Points - | | |
| TOTAL POSSIBLE SCORE = 100 | 81.3 | 85.3 |

CANUTILLO INDEPENDENT SCHOOL DISTRICT
REQUEST FOR PROPOSAL (RFP) E-RATE Funding 2024-2025
Canutillo 470 #240002944 - Lit Fiber WAN

| AVERAGE SCORE | | Conterra Ultra | Spectrum | Vero Networks | WANRack |
|----------------------------|---|----------------|----------|---------------|---------|
| 1 | The Purchase Price | 29.0 | 26.3 | 20.0 | 15.0 |
| Total Points - 30 | | | | | |
| 2 | The reputation of the vendor and the vendor's goods and services | 7.7 | 15.0 | 11.7 | 11.7 |
| Total Points - 15 | | | | | |
| 3 | The Quality of the vendor's goods and services | 13.3 | 20.0 | 18.3 | 18.0 |
| Total Points - 25 | | | | | |
| 4 | The extent to which the vendors goods and service meet the districts needs | 10.0 | 13.3 | 11.7 | 11.7 |
| Total Points - 15 | | | | | |
| 5 | The vendor's past relationship with the district | 0.7 | 5.0 | 0.0 | 1.0 |
| Total Points - 5 | | | | | |
| 6 | The impact on the ability of the district to comply with laws and rules related to historically utilized businesses | | | | |
| Total Points - 0 | | | | | |
| 7 | The total long-term cost to the district to acquire the vendor's goods and services | 10.0 | 8.7 | 8.7 | 5.3 |
| Total Points - 10 | | | | | |
| 8 | For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner - (A) has its principal place of business in this state; or (B) employs at least 500 persons in this state | | | | |
| Total Points - 0 | | | | | |
| 9 | Any other relevant factors specifically listed in the request for bids or proposals | | | | |
| Total Points - | | | | | |
| TOTAL POSSIBLE SCORE = 100 | | 70.7 | 88.3 | 70.3 | 62.7 |