

Bid Response Log:

Entity: 141626 - Calallen ISD
 Funding Year: 2026-2027
 Form 470 No.: 260015708
 Close Date: Tuesday, February 24, 2026

Vendor Response Information				
Received Date	Vendor	SPIN	Bid Status	Comments/Notes*
02/10/26	Astound	143024443	Accepted	Provided all RFP required documents. Quoted for 10Gbps and 20Gbps with Leased Router Cisco 8510 and /24 Static IPs. No installation costs quoted. Taxes can be estimated at 10% per proposal. Will not include taxes in cost comparison. Term 36 months with optional 3 one-year extensions at \$50 reduction in MRC.
02/13/26	EM3	143049822	Accepted	Provided all RFP required documents. Quoted for 10Gbps and 20Gbps for IA only. Quoted 10Gbps only for WAN. No install charges or static IPs. Listed Adtran NETVANTA 1570 but no leased router charges that are separate from the MRC. Quoted surcharges and fees on actual quote, not Pricing Attachment. Will not be included in cost comparison.
02/23/26	Spectrum	143050436	Accepted	Provided all RFP required documents. Quoted for 10Gbps and 20Gbps, no leased router services. Quoted for 253 IPs at \$0.00 on quote. No install quoted.
02/24/26	AT&T	143001192	Accepted	Provided all RFP required documents. Quoted for 10Gbps and 20Gbps. Their 20Gbps option is 2x10Gbps. MRC includes managed router. No install quoted. No mention of Static IPs on Pricing Att or Quote
02/24/26	SmartCom Telephone	143020929	Accepted	Provided all RFP required documents. Quoted for 10Gbps and 20Gbps. They are listing the NOC at their own site at 1031 Blucher St, Corpus Christi, TX 78401. Leased Router quoted - Juniper EX3400-24T or EX2300-C-12T series switches/router. 256 Static IPs quoted.
02/24/26	Foremost Telecom	143025467	Accepted	Provided all RFP required documents. Quoted for 10Gbps and 20Gbps. Leased router services included in the quoted MRC - Cisco Nexus 9000. Static IPs quoted. Foremost can route Customer-owned Class C. A new Class C block can be procured at the cost above. Alternatively, Foremost would include a /29 with the internet connection at no additional cost. No install quoted but the proposal itself details special construction - question sent to vendor and they responded that there are no costs for the construction.

*Non-responsive bids should note reason(s) for disqualification in the Comments section of the log. They should not be included on any assessment sheet.

Based on RFP irregularities and confusion of the Pricing Attachment, the district has chosen to waive requirements of the RFP for all vendors.

Offerors must submit proposals for both DIA and WAN services. Failure to offer both services will result in the proposal being disqualified. The two services will be evaluated together, and one vendor will be selected to provide both services. All required locations must be included in the proposal – partial offerings WILL NOT be considered. The District makes no guarantee that an award will be made as a result of this RFP or any subsequent RFP's and reserves the right to accept or reject any or all submittals, waive any formalities, irregularities, or minor technical inconsistencies, or delete any item/requirement from the RFP or contract when deemed to be in the District's best interest.

Assessment Worksheet

Entity: 141626 - Calallen ISD
 Funding Year: 2026-2027
 Form 470#: 260015708
 Close Date: Tuesday, February 24, 2026

Products/Services Assessed: DIA and WAN 10Gbps - 36 month contract term
 Evaluator Name and Title: Kevin Beatty, Director of Technology, David Burk, Assistant Director of Technology
 Date Evaluation Completed: Wednesday, February 25, 2026

Lowest E-Rate Eligible Cost: **\$107,100.00**

Vendor Scoring

Selection Criteria	Weight	Astound 10Gbps		EM3 10Gbps		Spectrum 10Gbps		AT&T 10Gbps		SmartCom 10Gbps		Foremost 10Gbps	
		Eligible \$	\$136,080.00	Eligible \$	\$222,840.00	Eligible \$	\$107,100.00	Eligible \$	\$124,531.92	Eligible \$	\$189,000.00	Eligible \$	\$122,265.00
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Proposal Price	50%	7.87	39.35%	4.81	24.03%	10.00	50.00%	8.60	43.00%	5.67	28.33%	8.76	43.80%
Proposer's Project Personnel Qualifications	5%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%
Proposer's Experience, Reputation and References	10%	5.00	5.00%	10.00	10.00%	2.00	2.00%	2.00	2.00%	5.00	5.00%	5.00	5.00%
Transition Considerations	35%	4.00	14.00%	10.00	35.00%	4.00	14.00%	4.00	14.00%	4.00	14.00%	4.00	14.00%
Overall Ranking	100%	63.35%		74.03%		71.00%		64.00%		52.33%		67.80%	

Assessment Notes:	
Astound 10Gbps	We have not previously worked with Grande Communication DBA Astound. Due to the transition considerations, it would not be reasonable for the district to move to this provider for DIA and WAN Services. Significant district network reconfigurations would be required. The district network reconfiguration would be a significant cost to the district and considerable downtime will be required to reconfigure devices, Firewalls, Servers, Applications, DNS, etc.
EM3 10Gbps	EM3 is our current vendor. We have worked with EM3 for 9 years now, and their customer support has always been excellent. Our internet service uptime with EM3 is 99.6352%. There will be no transition issues. No downtime expected, and no District IP address changes required.
Spectrum 10Gbps	We have not previously worked with Spectrum, but we have had some communications with them in the past. For 2 years we requested a meeting with Spectrum to discuss Spectrum possibly providing a secondary internet service to our campuses. When we did finally meet, the Spectrum person explained they had a change in local administrative staff. We never received a proposal for what was discussed. It would not be reasonable for the district to move to this provider for our primary DIA and WAN Services. Downtime, and significant district network reconfigurations would be required. The reconfiguration of the district network would be a significant cost to the district.
AT&T 10Gbps	Previously, for several years, AT&T was our provider. We worked with them directly for our DIA, and WAN Services. We moved away from them due to the numerous service-related issues, transition issues when they upgraded the services, and their very poor customer support. In 2012, we moved away from working directly with AT&T for our DIA, but continued to work directly with them for our WAN service until 2021. In 2021, we moved away from working directly with AT&T for our WAN service after dealing with them for about 8 months for an overbilling issue with the WAN connection. They upgraded the existing WAN circuit, and started billing us for two separate circuits.
SmartCom 10Gbps	We have not previously worked with SmartCom. Due to the transition considerations, it would not be reasonable for the district to move to this provider for DIA and WAN Services. Significant district network reconfigurations would be required. The district network reconfiguration would be a significant cost to the district and considerable downtime will be required to reconfigure devices, Firewalls, Servers, Applications, DNS, etc.
Foremost 10Gbps	We have not previously worked with Foremost. Due to the transition considerations, it would not be reasonable for the district to move to this provider for DIA and WAN Services. Significant district network reconfigurations would be required. The district network reconfiguration would be a significant cost to the district and considerable downtime will be required to reconfigure devices, Firewalls, Servers, Applications, DNS, etc.

Scoring Notes:
* Cost of E-Rate eligible products/services is the primary consideration.
** Raw score for eligible products is based on the formula ((lowest cost/cost being compared)x10).
*** All other raw scores based on a scale of 0 to 10: 0=lowest/worst possible, 5=neutral, 10=highest/best possible.

Assessment Worksheet

Entity: 141626 - Calallen ISD
 Funding Year: 2026-2027
 Form 470#: 260015708
 Close Date: Tuesday, February 24, 2026

Products/Services Assessed: DIA and WAN 20Gbps - 36 month contract term
 Evaluator Name and Title: Kevin Beatty, Director of Technology, David Burk, Assistant Director of Technology
 Date Evaluation Completed: Wednesday, February 25, 2026

Lowest E-Rate Eligible Cost: **\$151,065.00**

Vendor Scoring

Selection Criteria	Weight	Astound 20Gbps		EM3 20Gbps		Spectrum 20Gbps		AT&T 20Gbps		SmartCom 20Gbps		Foremost 20Gbps	
		Eligible \$	\$157,680.00	Eligible \$	\$467,640.00	Eligible \$	\$178,200.00	Eligible \$	\$249,063.84	Eligible \$	\$286,200.00	Eligible \$	\$151,065.00
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Proposal Price	50%	9.58	47.90%	3.23	16.15%	8.48	42.39%	6.07	30.33%	5.28	26.39%	10.00	50.00%
Proposer's Project Personnel Qualifications	5%		0.00%		0.00%		0.00%		0.00%		0.00%		0.00%
Proposer's Experience, Reputation and References	10%		0.00%		0.00%		0.00%		0.00%		0.00%		0.00%
Transition Considerations	35%		0.00%		0.00%		0.00%		0.00%		0.00%		0.00%
Overall Ranking	100%		47.90%		16.15%		42.39%		30.33%		26.39%		50.00%

Assessment Notes:	
Astound 20Gbps	The 20Gbps is not a cost effective option for the Calallen ISD School Distirct at this time. This option will not be evaluated.
EM3 20Gbps	The 20Gbps is not a cost effective option for the Calallen ISD School Distirct at this time. This option will not be evaluated.
Spectrum 20Gbps	The 20Gbps is not a cost effective option for the Calallen ISD School Distirct at this time. This option will not be evaluated.
AT&T 20Gbps	The 20Gbps is not a cost effective option for the Calallen ISD School Distirct at this time. This option will not be evaluated.
SmartCom 20Gbps	The 20Gbps is not a cost effective option for the Calallen ISD School Distirct at this time. This option will not be evaluated.
Foremost 20Gbps	The 20Gbps is not a cost effective option for the Calallen ISD School Distirct at this time. This option will not be evaluated.

Scoring Notes:	
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*** All other raw scores based on a scale of 0 to 10: 0=lowest/worst possible, 5=neutral, 10=highest/best possible.	