

# Proposal 120208 for Miscellaneous Data Drops

February 28, 2012

## SUMMARY:

This item requests approval of RFP 120208 for the installation of computer drops on an as-needed basis for the contract term. Proposals were received from D'Tel Communications, Henkels & McCoy, Lazo Technologies, Nab'em Security, Pathway, PCI Precision Cabling, Ram Comm and TFE.

## BOARD GOAL:

VI. Growth, Change & Fiscal Responsibility... demonstrate effective and efficient management of district resources

## PREVIOUS BOARD ACTION:

The previous contract was awarded to 4Tech Communications on February 15, 2011 for \$116.00 per drop.

## BACKGROUND INFORMATION:

Drops will be added district wide on an as-needed basis for a term of one year from governing body approval with the option, upon governing body approval, to extend the contract for one additional period of one year.

## SIGNIFICANT ISSUES:

Proposals were received from a total of 8 vendors. D'Tel Communications submitted a price of \$145 per drop plus \$25 trip charge, Henkels and McCoy \$168.65 per drop and no trip charge, Lazo Technologies \$150 per drop plus \$25 trip charge, Nab'em Security \$699 per drop plus \$149 trip charge, Pathway \$176.15 per drop plus \$50 trip charge, PCI Precision Cabling \$100 per drop plus \$50 trip charge, Ram Comm \$139.50 per drop plus \$35 trip charge, and TFE \$140 per drop and no trip charge. Refer to tabulation and ranking.

A committee including Michael Bernstein, Director of Networking Services, Linda Cole, Network Operations Manager, Mitchell Robinson, Senior Network Engineer, Kathy Arrington, Purchasing Agent and Alyce Hamman, Purchasing Buyer, ranked each proposal. TFE was given the highest ranking.

The ranking were as follows; TFE -1, Ram Comm -2, D'Tel / Henkels & McCoy / Lazo - 3, PCI Precision - 4, Pathway - 5 and Nab'em - 6.

## FISCAL IMPLICATIONS:

Costs will be borne by the appropriate general fund budget.

## BENEFIT OF ACTION:

Passage will allow for the addition of data drops when needed.

## ALTERNATIVES:

The alternative would be to hire one or more in-house data drop installers.

## SUPERINTENDENT'S RECOMMENDATION:

It is recommended that the proposal submitted by TFE in the amount of \$140.00 per drop be accepted for a period of one year with the option, upon governing body approval, to extend the proposal for one additional period of one year.

## STAFF PERSONS RESPONSIBLE:

Debbie Monschke, Executive Director of Administrative Services  
Michael Bernstein, Director of Instructional Technology  
Kathy Arrington, Purchasing Agent  
Alyce Hamman, Purchasing Buyer

## ATTACHMENT:

Proposal Tabulation and Ranking

## APPROVAL:

Signature of Staff Member Proposing Recommendation: \_\_\_\_\_

Signature of Divisional Assistant Superintendent: \_\_\_\_\_

Signature of Superintendent: \_\_\_\_\_