



**Board of School Trustees
Mansfield Independent School District**

TITLE: Approve Recommendation for
Awarding the RFP#2026.13 for
Leased Lit Fiber Services

DATE: January 20th, 2026

RECOMMENDATION

BACKGROUND:

We request that the MISD Board of Trustees approve the recommendations as made by the Purchasing Department and Technology, for awarding the proposal for Leased Lit Fiber Services for MISD. Completed requests for RFP#2026.13 were received prior to the proposals closing at 2:00 p.m. CST on January 6th, 2026.

CONSIDERATIONS:

The purpose of this Request for Proposal (RFP) is to establish a contract with qualified E-Rate Providers to work with MISD for Leased Lit Fiber Service Fiber Service as needed. This proposal was posted on USAC for participants who were registered for E-Rate Service Providers and 1 vendor responded. Pricing submitted is cost effective compared to other local service providers published rates.

Consideration was given to experience of the firm and the firm's ability to supply MISD with all of the requested materials in the proposal, prior experience with MISD, capabilities of the agency and staff, references and compliance with the proposal specifications. This contract will be effective upon School Board approval.

RECOMMENDATION:

The Purchasing Department, in conjunction with the Technology Office, recommends that the proposal for E-Rate Services be awarded to Conterra as listed for Leased Lit services.

		Vendor Name	Conterra		
			\$5,664,000		
		Evaluator	1	2	3
1	Purchase Price	30	30	30	30
2	Reputation of the vendor and vendor's goods or services	12	11	11	12
3	Quality of the vendor's goods or services	10	10	10	10
4	Extent to which the goods or services meet the district's needs	10	10	10	10
5	Vendor's past relationship with district	10	9	9	10
6	Impact of district's compliance with laws and rules relating to Historically Underutilized Businesses	1	0	0	0
7	Total Long-Term cost to the district	12	12	11	12
8	Other relevant factors specifically listed in this RFP including but not limited to: SLA -5pts, Proposed Implementation Plan 5pts, Local Service and Support Team 5pts	15	15	15	15
		100	97	96	99
			97.33		

RFP Cost Comparison Review over a 10 Year Period - Mansfield ISD		All 10 Gbps	Conterra
Item Description	Type	Leased Lit Service	
FCC Form 470	260006524		
10 Year Monthly Recurring Charge	MRC	\$ 47,200.00	
10 Year Monthly Recurring Charge Total	10 Year MRC	\$ 5,664,000.00	
Non-Recurring Charge	NRC	\$ -	
Special Construction Charge	SCC	\$ -	
	Total 10 Year Cost	\$ 5,664,000.00	

Notes: Mansfield ISD received one bid from Conterra in response to the Request for Proposal. The Pricing provided ranged from \$800 to \$895 per circuit. The pricing provided is cost effective for 10 Gbps and 100 Gbps circuits compared to other local service providers. Therefore, Mansfield ISD elected to not secure additional pricing from other vendors. The Evaluation Committee recommends Conterra should be awarded a 10 Year Agreement with 10 One Year Optional Extensions.