

VISALIA UNIFIED SCHOOL DISTRICT
OFFICE OF THE SUPERINTENDENT

Encl. No. 8

Board Meeting Date of March 26, 2019

TO: Board of Education

FROM: Todd Oto, Ed.D., Superintendent

PREPARED BY: Chuck Boone, Director, Administrative Services

APPROVED BY:  Robert Gröeber Assistant Superintendent, Administrative Services

PRESENTED BY: Chuck Boone, Director, Administrative Services

AGENDA TITLE: Award RFP 4925 - E-Rate Wide-Area Network for Denton Elementary and Visalia Charter Independent Study

AGENDA SECTION:

- ☐ Early Bird: Public Recognition/Review/Public Hearing/Public Comment/Board Discussion/Action
- ☒ Consent Agenda
- ☐ Public Recognition/Proclamations/Action
- ☐ Public Comment/Public Interest Announcements/Status Reports/Action
- ☐ Focus on Student Learning: Presentation/Public Comment/Board Discussion/Action
- ☐ Administrative Panel Recommendations/Action
- ☐ General Agenda: Review/Public Hearing/Public Comment/Board Discussion/Action

BACKGROUND/SUMMARY:

This award is for E-Rate eligible wide-area services at Denton Elementary and VCIS Facility at 750 S. Mooney Blvd. This service supplies VUSD network access to the sites including Internet delivery. This a four year contract.

VUSD received 2 valid responses to the RFP. Award is to the lowest bidder, AT&T.

CONTRACT CHANGES:

None

RECOMMENDED ACTION:

Approve 4-year contract to the lowest bidder, AT&T.

FINANCIAL IMPACT:

Total value of the awards for requested services over the 4-year term is approximately \$79,905.60. E-Rate funding will be approximately \$63,924.48. VUSD cost is thus \$15,981.12 for the 4-year term or \$3,995.28 annually.

ALIGNS TO DISTRICT GOAL:

5. Align Resources to Support District Goals, Student Achievement, and School Sites

RFP 4925 - Wide Area

Bid Tabulation & Evaluation

	250 Mbps		500 Mbps		500 Mbps		500 Mbps		500 Mbps		1 Gbps		1 Gbps	
	48 Month Pricing	Non-recurring	Recurring	Non-recurring	48 Month Pricing	Non-recurring	Recurring	Non-recurring	36 Month Pricing	Non-recurring	Recurring	Non-recurring	12 Month Pricing	Non-recurring
Denton Elementary School														
AT&T	\$512.02													
COMCAST														

	250 Mbps		500 Mbps		500 Mbps		500 Mbps		500 Mbps		1 Gbps		1 Gbps	
	48 Month Pricing	Non-recurring	Recurring	Non-recurring	48 Month Pricing	Non-recurring	Recurring	Non-recurring	36 Month Pricing	Non-recurring	Recurring	Non-recurring	12 Month Pricing	Non-recurring
Visalia Charter Independent Study Online														
AT&T	\$512.02													
COMCAST														

Summary - @ 2 Gbps

AT&T
COMCAST

RFP 4925 - Wide Area

Bid Tabulation & Evaluation

	1 Gbps		1 Gbps		2 Gbps		2 Gbps		2 Gbps	
	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing
Denton Elementary School	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring
AT&T				\$801.60					\$832.35	
COMCAST									\$2,800.00	\$53,009.00

	1 Gbps		1 Gbps		2 Gbps		2 Gbps		2 Gbps	
	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing	36 Month Pricing	48 Month Pricing
Visalia Charter Independent Study Online	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring
AT&T				\$801.60					\$832.35	
COMCAST									\$2,800.00	\$17,501.18

Summary - @ 2 Gbps

AT&T	
COMCAST	

Bid Tabulation & Evaluation

Summary - @ 2 Gbps

COMCAST

E-Rate Bid Evaluation Matrix
Funding Year

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2019

District Name
 Bid # (if applicable)
 Form 470#

Visalia USD
 N/A
 190020799

Bid Due Date and Time N/A
 Allowable Contract Date 3/1/2019

Project or Service

Please see attached Additional Information Sheet and 2019 20 WAN RFP Attachment A. District is seeking 12-month, 24-month, 36-month and 48-month bids for connections between 2231 N Denton St, Visalia, CA to 801 N Mooney Blvd, Visalia, CA and 750 S Mooney Blvd, Visalia, CA to 801 N Mooney Blvd, Visalia, CA. Please provide quotes for the following estimated bandwidths: 100 Mbps, 250 Mbps, 500 Mbps, 1 Gbps, 2 Gbps, 5 Gbps and 10 Gbps. Responding bidders are asked to complete the Attachment A: Wide Area Network Bid Worksheet that is included.

Description

Directions:

- Enter your Service Provider Name and E-rate eligible cost in order from lowest to highest.
- Each criteria has a Criteria Weight. Vendors are assigned points on how well they meet each factor, but cannot be assigned raw scores higher than the total number of responders.
- The entries for all factors are then totaled for each vendor. The winning bidder is the one with the highest score.
- The cost of E-Rate eligible services must be weighted most heavily to be in compliance with FCC rules.
- If NO bids are received, then indicate NO bids received under Winning Bidder and sign and date matrix.
- Keep this evaluation and all bids (winning and losing) in your permanent E-rate records.

of Responders: 2

2 is the best possible score

Service Provider Name:
 E-rate Eligible Cost:

AT&T	COMCAST			
\$79,905.60	\$339,310.18			
Lowest				Highest

Selection Criteria	Criteria Weight*
Eligible Cost	30
Service Provider meets District's minimum requirements	25
Experience with District	20
Ability to deliver service at start of funding year	15
Service Agreement	10
	100

Score	Score	Score	Score	Score
2	0.470988521	#DIV/0!	#DIV/0!	#DIV/0!
2	1			
2	2			
2	2			
2	2			

Overall Score	
Service Provider	Score
AT&T	100
COMCAST	65

Vendor Selected: AT&T

Approved By: _____

Signature

Print Name

Title

Date: _____

Comments: