

PHARR-SAN JUAN-ALAMO I.S.D.
REQUEST FOR PROPOSALS (RFP'S) FOR ENHANCEMENT OF NETWORK INFRASTRUCTURE / E-RATE ROUND 21 # 17-18-025
RFP OPENED: FEBRUARY 16, 2018 @ 2:30 P.M.

ITEM # 1A: Fiber Circuits

Quantity: 29 campuses

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T (Option 1) 60 month 29 locations	\$ 661.00	\$ 19,169.00	
AT&T (Option 3) 60 month 35 locations (1A + 1B)	\$ 655.00	\$ 18,995.00	
AT&T (Option 4) 84 months 29 locations	\$ 581.00	\$ 16,849.00	
AT&T (Option 6) 84 months 35 locations (1A + 1B)	\$ 575.00	\$ 16,675.00	
AT&T (Option 7) 120 months 29 locations	\$ 516.00	\$ 14,964.00	
AT&T (Option 9) 120 months 35 locations (1A + 1B)	\$ 510.00	\$ 14,790.00	
Charter Communications Operating, LLC (Spectrum)	\$ 968.00	\$ 28,072.00	
Foremost Telecommunications Corporation	\$ 374.00	\$ 10,846.00	LOW PROPOSAL
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 425.00	\$ 12,325.00	

*Charter Communications Operating, LLC pricing does not include one-time installation fee of \$250 per circuit or taxes, surcharges, and fees.

ITEM # 1B: Fiber Cirbuits (Non E-Rate)

Quantity: 6 campuses

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T (Option 2) 60 months 6 locations	\$ 661.00	\$ 3,966.00	
AT&T (Option 3) 60 months 35 locations (1A + 1B)	\$ 655.00	\$ 3,930.00	
AT&T (Option 5) 84 months 6 locations	\$ 581.00	\$ 3,486.00	
AT&T (Option 6) 84 months 35 locations (1A + 1B)	\$ 575.00	\$ 3,450.00	
AT&T (Option 8) 120 months 6 locations	\$ 516.00	\$ 3,096.00	
AT&T (Option 9) 120 months 35 locations (1A + 1B)	\$ 510.00	\$ 3,060.00	
Charter Communications Operating, LLC (Spectrum)	\$ 968.00	\$ 5,808.00	
Foremost Telecommunications Corporation	\$ 374.00	\$ 374.00	LOW PROPOSAL
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 425.00	\$ 2,550.00	

*Charter Communications Operating, LLC pricing does not include one-time installation fee of \$250 per circuit or taxes, surcharges, and fees.

*Foremost Telecommunications Corporation pricing is for a 20 year lease.

ITEM # 2A: Internet Service Provider (E-Rate) / 6 Gbps

QUANTITY: 12 MONTHS

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 5,392.44	\$ 64,709.28	
Charter Communications Operating, LLC (Spectrum)	\$ 6,729.00	\$ 80,748.00	
Foremost Telecommunications Corporation	\$ 4,944.00	\$ 59,328.00	SEE JUSTIFICATION
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 4,999.00	\$ 59,988.00	LOW PROPOSAL JUSTIFIED

*Foremost Telecommunications Corporation was awarded the 4 Gbps connection and the District does not award to the same vendor to ensure diversity of routes and connections.

*AT&T 6 Gbps-\$2.16 Incremental usage p/Mbps

*Charter Communications Operating, LLC pricing does not include one-time installation fee of \$250 per circuit.

ITEM # 2B: Internet Service Provider (E-Rate) / 4 Gbps

QUANTITY: 12 MONTHS

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 4,545.40	\$ 54,544.80	
Charter Communications Operating, LLC (Spectrum)	\$ 5,175.35	\$ 62,104.20	
Foremost Telecommunications Corporation	\$ 3,944.00	\$ 47,328.00	LOW PROPOSAL
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 4,399.00	\$ 52,788.00	

*AT&T 4 Gbps-\$2.43 Incremental usage p/Mbps

*Charter Communications Operating, LLC pricing does not include one-time installation fee of \$250 per circuit.

ITEM # 3A: 6 PRIs

QUANTITY: 6 PRIs / 12 MONTHS

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 2,410.02	\$ 28,920.24	
AT&T (Alternate Voice Solution)	\$ 1,926.54	\$ 69,355.44	
Charter Communications Operating, LLC (Spectrum)	\$ 2,070.00	\$ 24,840.00	
Foremost Telecommunications Corporation	\$ 1,344.00	\$ 16,128.00	LOW PROPOSAL
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 1,410.00	\$ 16,920.00	

*AT&T is proposing a 36 month term.

*Smartcom Telephone includes DIDs and Caller ID Name at not additional cost.

*Charter Communications Operating, LLC pricing does not include one-time installation fee of \$350 per circuit.

PHARR-SAN JUAN-ALAMO I.S.D.
REQUEST FOR PROPOSALS (RFP'S) FOR ENHANCEMENT OF NETWORK INFRASTRUCTURE / E-RATE ROUND 21 # 17-18-025
RFP OPENED: FEBRUARY 16, 2018 @ 2:30 P.M.

ITEM # 3B: 500 POTS Telephone Lines (or equivalent)

QUANTITY: 500 POTS / 12 MONTHS

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T (Option 1) - Plexar - 2 miles	\$ 11.30	\$ 67,800.00	SEE JUSTIFICATION
AT&T (Option 2) - Plexar + 2 miles	\$ 15.65	\$ 93,900.00	
AT&T (Option 3) Texan single line flat rate	\$ 20.85	\$ 125,100.00	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	\$ 13.44	\$ 80,640.00	LOW PROPOSAL JUSTIFIED
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 7,500.00	\$ 90,000.00	

*AT&T assumes that all of our locations are less than 2 miles from the AT&T hub. This is not the case. Foremost provides a flat rate for all lines.

*Smartcom Telephone includes DIDs and Caller ID Name at not additional cost.

ITEM # 3C: Long Distance Service (Interstate)

QUANTITY: 13,000 MINUTES / 12 MONTHS

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 0.026	\$ 4,056.00	
Charter Communications Operating, LLC (Spectrum)	\$ 0.00	\$ 0.00	
Foremost Telecommunications Corporation	\$ 0.009	\$ 1,404.00	LOW PROPOSAL
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 0.019	\$ 2,964.00	

*AT&T pricing for 1 year term

*Smartcome Telephone additional applicable regulatory fees and surcharges apply.

ITEM # 3D: Long Distance Service (Intrastate)

QUANTITY: 13,000 MINUTES / 12 MONTHS

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 0.026	\$ 4,056.00	
Charter Communications Operating, LLC (Spectrum)	\$ 0.00	\$ 0.00	
Foremost Telecommunications Corporation	\$ 0.019	\$ 2,964.00	LOW PROPOSAL
Insight Public Sector, Inc.	NB	NB	
Intech Southwest Services	NB	NB	
Netsync Network Solutions	NB	NB	
Smartcom Telephone, LLC	\$ 0.028	\$ 4,368.00	

*AT&T pricing for 1 year term

*Smartcome Telephone additional applicable regulatory fees and surcharges apply.

ITEM # 4A: Internal Connections -Trevino Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 145,021.12	\$ 145,021.12	
AT&T (Cisco Equipment Upgrade)	\$ 145,021.12	\$ 145,021.12	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 79,952.89	\$ 79,952.89	SEE JUSTIFICATION
Intech Southwest Services	\$ 85,074.32	\$ 85,074.32	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 115,274.87	\$ 115,274.87	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 114,260.79	\$ 114,260.79	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 114,260.79	\$ 114,260.79	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4B: Internal Connections -Marcia Garza Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 124,247.78	\$ 124,247.78	
AT&T (Cisco Equipment Upgrade)	\$ 124,247.78	\$ 124,247.78	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 69,632.62	\$ 69,632.62	SEE JUSTIFICATION
Intech Southwest Services	\$ 72,336.26	\$ 72,336.26	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 99,056.51	\$ 99,056.51	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 97,997.57	\$ 97,997.57	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 97,997.57	\$ 97,997.57	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

PHARR-SAN JUAN-ALAMO I.S.D.
REQUEST FOR PROPOSALS (RFP'S) FOR ENHANCEMENT OF NETWORK INFRASTRUCTURE / E-RATE ROUND 21 # 17-18-025
RFP OPENED: FEBRUARY 16, 2018 @ 2:30 P.M.

ITEM # 4C: Internal Connections - Audie Murphy Middle School

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 217,132.14	\$ 217,132.14	
AT&T (Cisco Equipment Upgrade)	\$ 217,132.14	\$ 217,132.14	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 123,326.76	\$ 123,326.76	SEE JUSTIFICATION
Intech Southwest Services	\$ 146,726.02	\$ 146,726.02	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 172,091.72	\$ 172,091.72	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 170,629.00	\$ 170,629.00	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 170,629.00	\$ 170,629.00	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4D: Internal Connections - Arnold Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 46,129.34	\$ 46,129.34	
AT&T (Cisco Equipment Upgrade)	\$ 46,129.34	\$ 46,129.34	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 24,944.55	\$ 24,944.55	SEE JUSTIFICATION
Intech Southwest Services	\$ 25,965.60	\$ 25,965.60	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 34,529.40	\$ 34,529.40	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 34,071.86	\$ 34,071.86	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 34,071.86	\$ 34,071.86	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4E: Internal Connections - Escobar Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 47,969.37	\$ 47,969.37	
AT&T (Cisco Equipment Upgrade)	\$ 47,969.37	\$ 47,969.37	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 25,931.65	\$ 25,931.65	SEE JUSTIFICATION
Intech Southwest Services	\$ 26,695.72	\$ 26,695.72	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 34,532.01	\$ 34,532.01	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 34,006.74	\$ 34,006.74	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 34,006.74	\$ 34,006.74	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4F: Internal Connections - Farias Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 47,969.34	\$ 47,969.34	
AT&T (Cisco Equipment Upgrade)	\$ 47,969.34	\$ 47,969.34	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 25,673.65	\$ 25,673.65	SEE JUSTIFICATION
Intech Southwest Services	\$ 26,629.12	\$ 26,629.12	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 34,311.46	\$ 34,311.46	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 33,817.49	\$ 33,817.49	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 33,817.49	\$ 33,817.49	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

PHARR-SAN JUAN-ALAMO I.S.D.
REQUEST FOR PROPOSALS (RFP'S) FOR ENHANCEMENT OF NETWORK INFRASTRUCTURE / E-RATE ROUND 21 # 17-18-025
RFP OPENED: FEBRUARY 16, 2018 @ 2:30 P.M.

ITEM # 4G: Internal Connections - Ford Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 42,170.89	\$ 42,170.89	
AT&T (Cisco Equipment Upgrade)	\$ 42,170.89	\$ 42,170.89	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 22,554.62	\$ 22,554.62	SEE JUSTIFICATION
Intech Southwest Services	\$ 22,371.36	\$ 22,371.36	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 29,512.77	\$ 29,512.77	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 29,032.39	\$ 29,032.39	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 29,032.39	\$ 29,032.39	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

*Intech Southwest Services PROPOSAL equipment that is not standard and will not work with our systems.

ITEM # 4H: Internal Connections - Garza Pena Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 38,650.89	\$ 38,650.89	
AT&T (Cisco Equipment Upgrade)	\$ 38,650.89	\$ 38,650.89	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 21,125.12	\$ 21,125.12	SEE JUSTIFICATION
Intech Southwest Services	\$ 19,511.16	\$ 19,511.16	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 29,887.64	\$ 29,887.64	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 29,270.70	\$ 29,270.70	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 29,270.70	\$ 29,270.70	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4I: Internal Connections - McKeever Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 47,969.34	\$ 47,969.34	
AT&T (Cisco Equipment Upgrade)	\$ 47,969.34	\$ 47,969.34	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 25,673.65	\$ 25,673.65	SEE JUSTIFICATION
Intech Southwest Services	\$ 26,629.12	\$ 26,629.12	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 34,311.46	\$ 34,311.46	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 33,816.11	\$ 33,816.11	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 33,816.11	\$ 33,816.11	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4J: Internal Connections - Sorenson Elementary

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 72,088.67	\$ 72,088.67	
AT&T (Cisco Equipment Upgrade)	\$ 72,088.67	\$ 72,088.67	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 39,627.87	\$ 39,627.87	SEE JUSTIFICATION
Intech Southwest Services	\$ 44,223.04	\$ 44,223.04	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 54,685.11	\$ 54,685.11	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 53,974.30	\$ 53,974.30	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 53,974.30	\$ 53,974.30	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

PHARR-SAN JUAN-ALAMO I.S.D.
REQUEST FOR PROPOSALS (RFP'S) FOR ENHANCEMENT OF NETWORK INFRASTRUCTURE / E-RATE ROUND 21 # 17-18-025
RFP OPENED: FEBRUARY 16, 2018 @ 2:30 P.M.

ITEM # 4K: Internal Connections - Alamo Middle School

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 87,665.56	\$ 87,665.56	
AT&T (Cisco Equipment Upgrade)	\$ 87,665.56	\$ 87,665.56	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 47,656.26	\$ 47,656.26	SEE JUSTIFICATION
Intech Southwest Services	\$ 55,859.62	\$ 55,859.62	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 66,950.51	\$ 66,950.51	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 66,033.22	\$ 66,033.22	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 66,033.22	\$ 66,033.22	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4L: Internal Connections - Austin Middle School

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 106,220.89	\$ 106,220.89	
AT&T (Cisco Equipment Upgrade)	\$ 106,220.89	\$ 106,220.89	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 58,021.78	\$ 58,021.78	SEE JUSTIFICATION
Intech Southwest Services	\$ 70,720.56	\$ 70,720.56	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 82,762.93	\$ 82,762.93	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 81,893.52	\$ 81,893.52	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 81,893.52	\$ 81,893.52	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4M: Internal Connections - Escalante Middle School

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 53,767.78	\$ 53,767.78	
AT&T (Cisco Equipment Upgrade)	\$ 53,767.78	\$ 53,767.78	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 29,179.68	\$ 29,179.68	SEE JUSTIFICATION
Intech Southwest Services	\$ 33,543.92	\$ 33,543.92	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 39,440.98	\$ 39,440.98	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 38,885.79	\$ 38,885.79	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 38,885.79	\$ 38,885.79	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4N: Internal Connections - Liberty Middle School

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 78,907.12	\$ 78,907.12	
AT&T (Cisco Equipment Upgrade)	\$ 78,907.12	\$ 78,907.12	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 43,630.55	\$ 43,630.55	SEE JUSTIFICATION
Intech Southwest Services	\$ 49,074.76	\$ 49,074.76	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 60,586.52	\$ 60,586.52	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 59,821.84	\$ 59,821.84	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 59,821.84	\$ 59,821.84	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

PHARR-SAN JUAN-ALAMO I.S.D.
REQUEST FOR PROPOSALS (RFP'S) FOR ENHANCEMENT OF NETWORK INFRASTRUCTURE / E-RATE ROUND 21 # 17-18-025
RFP OPENED: FEBRUARY 16, 2018 @ 2:30 P.M.

ITEM # 40: Internal Connections - Yzaguirre Middle School

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 41,834.89	\$ 41,834.89	
AT&T (Cisco Equipment Upgrade)	\$ 41,834.89	\$ 41,834.89	
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 21,588.62	\$ 21,588.62	SEE JUSTIFICATION
Intech Southwest Services	\$ 24,095.52	\$ 24,095.52	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 29,399.26	\$ 29,399.26	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 28,928.85	\$ 28,928.85	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 28,698.85	\$ 28,698.85	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. Intech Southwest Services did not provide turn-key solution.

ITEM # 4P: Internal Connections - PSJA ISD Collegiate Academies Campus

PROPOSERS	UNIT PRICE	EXTENSION	DESCRIPTIONS
AT&T	\$ 467,898.23	\$ 467,898.23	SEE JUSTIFICATION
AT&T (Cisco Equipment Upgrade)	\$ 467,898.23	\$ 467,898.23	SEE JUSTIFICATION
Charter Communications Operating, LLC (Spectrum)	NB	NB	
Foremost Telecommunications Corporation	NB	NB	
Insight Public Sector, Inc.	\$ 21,588.62	\$ 591,266.75	SEE JUSTIFICATION
Intech Southwest Services	\$ 24,095.52	\$ 355,288.88	SEE JUSTIFICATION
Netsync Network Solutions (Option 1: Cisco, APC, & Commscope)	\$ 29,399.26	\$ 705,722.04	
Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 28,928.85	\$ 628,369.42	LOW PROPOSAL JUSTIFIED
Netsync Network Solutions (Option 3: Cisco, Tripp Lite, & Panduit)	\$ 620,912.31	\$ 620,912.31	
Smartcom Telephone, LLC	NB	NB	

*Insight Public Sector, Inc. acknowledged on Monday, February 26, 2018 that they could not honor the proposed pricing. AT&T and Intech Southwest Services did not provide turn-key solution.

Recommendation: That the Board of Education award Request for Proposals (RFP's) for Enhancement of Network Infrastructure / E-Rate Round 21 # 17-18-025 to the lowest proposers indicated below:

<u>ITEMS:</u>	<u>PROPOSERS:</u>	<u>TOTALS:</u>
1A, 1B, 2B, 3A, 3B, 3C and 3D	Foremost Telecommunications Corporation	\$ 159,684.00
4A, 4B, 4C, 4D, 4E, 4F, 4G, 4H, 4I, 4J, 4K, 4L, 4M, 4N, 4O and 4P	Netsync Network Solutions (Option 2: Cisco, APC, & Panduit)	\$ 1,534,809.59
2A	Smartcom Telephone, LLC	\$ 59,988.00
	TOTAL: \$	1,754,481.59

 Larry Doepenschmidt / Director of Purchasing

 Emily Garza / Director of Purchasing

Charge Budgeted Account Numbers:

90% will be paid from E-Rate Funds and the other 10% will be paid for from "Fund Balance" when the E-Rate Application is approved

PROPOSAL was posted to public e-rate website to download
 Twenty-One (21) vendors downloaded proposal specifications
 Four (4) vendors submitted proposals
 Zero (0) NO PROPOSAL
 Zero (0) Non-Responsive / Non-Conforming