

PHARR - SAN JUAN - ALAMO I.S.D.
REQUEST FOR PROPOSALS (RFP'S) FOR ENHANCEMENT FOR NETWORK INFRASTRUCTURE / ERATE 22 # 18-19-030
RFP OPENING: FEBRUARY 18, 2019 @ 4:00 P.M.

1. Fiber Circuits - E-rate - Monthly Cost (all inclusive) 10 gig

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	\$ 4,916.00	\$ 4,916.00	
Foremost Telecommunications Corporation	1	EA	\$ 2,688.00	\$ 2,688.00	
Insight Public Sector (Sawyers)	1	EA	No Bid	No Bid	
Netsync Network Solutions	1	EA	No Bid	No Bid	
Smartcom Telephone, LLC.	1	EA	\$ 2,392.00	\$ 2,392.00	LOW BID

2. Fiber Circuits - Non E-Rate - Monthly Cost (all inclusive) 10 gig

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	\$ 614.50	\$ 614.50	
Foremost Telecommunications Corporation	1	EA	\$ 336.00	\$ 336.00	
Insight Public Sector (Sawyers)	1	EA	No Bid	No Bid	
Netsync Network Solutions	1	EA	No Bid	No Bid	
Smartcom Telephone, LLC.	1	EA	\$ 299.00	\$ 299.00	LOW BID

3. Internet Service Provider (E-rate) - 6 Gbps

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	12	Months	\$ 10,889.05	\$ 130,668.60	
Foremost Telecommunications Corporation	12	Months	\$ 4,494.60	\$ 53,935.20	LOW BID
Insight Public Sector (Sawyers)	12	Months	No Bid	No Bid	
Netsync Network Solutions	12	Months	No Bid	No Bid	
Smartcom Telephone, LLC.	12	Months	\$ 4,600.00	\$ 55,200.00	

4. Internet Service Provider (E-rate) - 4 Gbps

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	12	Months	\$ 8,506.75	\$ 102,081.00	
Foremost Telecommunications Corporation	12	Months	\$ 3,594.60	\$ 43,135.20	SEE JUSTIFICATION
Insight Public Sector (Sawyers)	12	Months	No Bid	No Bid	
Netsync Network Solutions	12	Months	No Bid	No Bid	
Smartcom Telephone, LLC.	12	Months	\$ 3,800.00	\$ 45,600.00	LOW BID JUSTIFIED

*Foremost Telecommunications Corporation was awarded the 6Gbps connection and the District does not award to the same vendor to ensure diversity of routes and connections.

5. Telecommunications - 6 PRIs

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	12	Months	\$ 0.00	\$ 0.00	
Foremost Telecommunications Corporation	12	Months	\$ 1,344.00	\$ 16,128.00	
Insight Public Sector (Sawyers)	12	Months	No Bid	No Bid	
Netsync Network Solutions	12	Months	No Bid	No Bid	
Smartcom Telephone, LLC.	12	Months	\$ 1,290.00	\$ 15,480.00	LOW BID

6. Telecommunication - SIP Trunking

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	138	SIPs	\$ 180.67	\$ 24,932.46	
Foremost Telecommunications Corporation	138	SIPs	\$ 9.74	\$ 1,344.12	SEE JUSTIFICATION
Insight Public Sector (Sawyers)	138	SIPs	No Bid	No Bid	
Netsync Network Solutions	138	SIPs	No Bid	No Bid	
Smartcom Telephone, LLC.	138	SIPs	\$ 105.00	\$ 14,490.00	LOW BID JUSTIFIED

*Foremost Telecommunications Corporation extended price is the monthly recurring cost (\$16,129.44 yearly).

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7. POTS Telephone Lines (or equivalent)

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	12	Months	\$ 10,425.00	\$ 125,100.00	
Foremost Telecommunications Corporation	12	Months	\$ 6,720.00	\$ 80,640.00	
Insight Public Sector (Sawyers)	12	Months	No Bid	No Bid	
Netsync Network Solutions	12	Months	No Bid	No Bid	
Smartcom Telephone, LLC.	12	Months	\$ 6,250.00	\$ 75,000.00	LOW BID

8. Long Distance (Interstate)

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	12	Months	\$ 0.00	\$ 0.00	
Foremost Telecommunications Corporation	12	Months	\$ 117.00	\$ 1,404.00	
Insight Public Sector (Sawyers)	12	Months	No Bid	No Bid	
Smartcom Telephone, LLC.	12	Months	\$ 104.00	\$ 1,248.00	LOW BID

9. Long Distance (Intrastate)

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	12	Months	\$ 0.00	\$ 0.00	
Foremost Telecommunications Corporation	12	Months	\$ 247.00	\$ 2,964.00	
Insight Public Sector (Sawyers)	12	Months	No Bid	No Bid	
Smartcom Telephone, LLC.	12	Months	\$ 195.00	\$ 2,340.00	LOW BID

10. Internal Connections - Allen & William Arnold Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 9,203.51	\$ 9,203.51	
Netsync Network Solutions	1	EA	\$ 8,632.84	\$ 8,632.84	LOW BID

11. Internal Connections - Arnoldo Cantu Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 4,586.13	\$ 4,586.13	
Netsync Network Solutions	1	EA	\$ 4,316.42	\$ 4,316.42	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

12. Internal Connections - Edith & Ethel Carman Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 4,586.13	\$ 4,586.13	
Netsync Network Solutions	1	EA	\$ 4,316.42	\$ 4,316.42	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

13. Internal Connections - Vida Clover Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 6,894.82	\$ 6,894.82	
Netsync Network Solutions	1	EA	\$ 6,474.58	\$ 6,474.58	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

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14. Internal Connections - John Doedyns Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 4,555.86	\$ 4,555.86	
Netsync Network Solutions	1	EA	\$ 4,385.66	\$ 4,385.66	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

15. Internal Connections - Aida Escobar Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 39,051.27	\$ 39,051.27	
Netsync Network Solutions	1	EA	\$ 36,832.24	\$ 36,832.24	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

16. Internal Connections - Zeferino Farias Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 41,359.96	\$ 41,359.96	
Netsync Network Solutions	1	EA	\$ 38,990.40	\$ 38,990.40	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

17. Internal Connections - Henry Ford Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 49,730.62	\$ 49,730.62	
Netsync Network Solutions	1	EA	\$ 47,111.10	\$ 47,111.10	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

18. Internal Connections - Amanda Garza-Pena Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 46,563.47	\$ 46,563.47	
Netsync Network Solutions	1	EA	\$ 44,066.34	\$ 44,066.34	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

19. Internal Connections - Kelly Pharr Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 4,586.13	\$ 4,586.13	
Netsync Network Solutions	1	EA	\$ 4,316.42	\$ 4,316.42	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

20. Internal Connections - Santos Livas Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 6,894.82	\$ 6,894.82	
Netsync Network Solutions	1	EA	\$ 6,474.58	\$ 6,474.58	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

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21. Internal Connections - Dr. Long Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 6,894.82	\$ 6,894.82	
Netsync Network Solutions	1	EA	\$ 6,474.58	\$ 6,474.58	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

22. Internal Connections - John McKeever Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 25,732.58	\$ 25,732.58	
Netsync Network Solutions	1	EA	\$ 24,403.14	\$ 24,403.14	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

23. Internal Connections - Berta Palacios Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 12,926.29	\$ 12,926.29	
Netsync Network Solutions	1	EA	\$ 12,201.52	\$ 12,201.52	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

24. Internal Connections - Geraldine Palmer Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 11,450.68	\$ 11,450.68	
Netsync Network Solutions	1	EA	\$ 10,860.34	\$ 10,860.34	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

25. Internal Connections - Dan Ramirez Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 14,281.90	\$ 14,281.90	
Netsync Network Solutions	1	EA	\$ 13,542.80	\$ 13,542.80	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

26. Internal Connections - Alfred Sorenson Elementary

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 6,894.82	\$ 6,894.82	
Netsync Network Solutions	1	EA	\$ 6,474.58	\$ 6,474.58	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

27. Internal Connections - Stephen F. Austin Middle School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 26,041.08	\$ 26,041.08	
Netsync Network Solutions	1	EA	\$ 24,756.34	\$ 24,756.34	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

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28. Internal Connections - Jaime Escalante Middle School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 26,006.83	\$ 26,006.83	
Netsync Network Solutions	1	EA	\$ 24,717.14	\$ 24,717.14	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

29. Internal Connections - LBJ Middle School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 42,807.44	\$ 42,807.44	
Netsync Network Solutions	1	EA	\$ 42,201.45	\$ 42,201.45	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

30. Internal Connections - Liberty Middle School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 25,631.55	\$ 25,631.55	
Netsync Network Solutions	1	EA	\$ 24,214.00	\$ 24,214.00	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

31. Internal Connections - Raul Yzaguirre Middle School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 40,059.18	\$ 40,059.18	
Netsync Network Solutions	1	EA	\$ 37,826.04	\$ 37,826.04	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

32. Internal Connections - Buell Central High School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 18,868.03	\$ 18,868.03	
Netsync Network Solutions	1	EA	\$ 17,859.22	\$ 17,859.22	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

33. Internal Connections - Sonia Sotomayor High School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 42,311.93	\$ 42,311.93	
Netsync Network Solutions	1	EA	\$ 39,641.67	\$ 39,641.67	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

34. Internal Connections - PSJA High School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 192,761.25	\$ 192,761.25	
Netsync Network Solutions	1	EA	\$ 182,490.80	\$ 182,490.80	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

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35. Internal Connections - PSJA Memorial High School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 166,037.35	\$ 166,037.35	
Netsync Network Solutions	1	EA	\$ 157,166.40	\$ 157,166.40	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

36. Internal Connections - PSJA North High School

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 229,152.25	\$ 229,152.25	
Netsync Network Solutions	1	EA	\$ 217,113.40	\$ 217,113.40	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

37. Internal Connections - NOC Wireless Controllers

Supplier	QTY	UOM	Price	Extended	Description
AT&T Corp	1	EA	No Bid	No Bid	
Foremost Telecommunications Corporation	1	EA	No Bid	No Bid	
Insight Public Sector (Sawyers)	1	EA	\$ 123,553.28	\$ 123,553.28	
Netsync Network Solutions	1	EA	\$ 105,501.90	\$ 105,501.90	LOW BID
Smartcom Telephone, LLC.	1	EA	No Bid	No Bid	

Recommendation: That the Board of Education award Request for Proposals (RFP's) for Enhancement of Network Infrastructure / E-Rate Round 22 # 18-19-030 to the lowest proposers indicated below:

<u>ITEMS:</u>	<u>PROPOSERS:</u>	<u>TOTAL:</u>
3	Foremost Telecommunications Corporation	\$ 53,935.20
10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36 and 37	Netsync Network Solutions	\$ 1,153,362.32
1, 2, 4, 5, 6, 7, 8 and 9	Smartcom Telephone, LLC.	\$ 156,849.00
	TOTAL:	\$ 1,364,146.52

Emily Garza / Director of Purchasing

Charge Budgeted Account Numbers: For Items # 1 through #9 - 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.
For Items # 10 through # 37 - 85% will be paid from E-Rate Funds and the other 15% will be paid for from "Fund Balance" when the E-Rate application is approved.

PROPOSAL was posted to public e-rate website to download
Sixty-Five (65) were sent invitations
Five (5) vendors submitted proposals
Ten (10) NO PROPOSAL