

To: Charles Franklin

Assistant Superintendent of Technology and Information Services

From: Kim Bowlin

Assistant Director of Technology Support Services

Date: January 29, 2025

Re: CFISD Uninterruptible Power Supply (UPS) Project E-Rate, Request for Proposal

Contract ID: 25-03-7034R-RFP

Recommendation: Netsync Network Solutions

Funding: Multiple Funding Sources

Estimated Expenditure: \$6,233,008.03

Contract Term: July 1, 2025 to June 30, 2027

Optional Annual Renewals: July 1, 2027 - June 20, 2028 Year 1

 July 1, 2028 - June 20, 2029
 Year 2

 July 1, 2029 - June 20, 2030
 Year 3

 July 1, 2030 - June 20, 2031
 Year 4

 July 1, 2031 - June 20, 2032
 Year 5

The following proposals were received and opened at 12:00 p.m., Friday, January 17, 2025, as advertised and specified in documents concerning proposal #25-03-7034R-RFP CFISD Uninterruptible Power Supply (UPS) Project E-Rate. The proposals received are located on pages 2 - 3.

Bid Evaluation

Factor(s)

The extent to which the goods or services meet the District's needs: a. Compliance with general requirements and detailed information provided

The vendor's past relationship with the District a. Evaluation of experience the vendor has with delivering products or services to

a. Long-Term Costs Points = Lowest Proposed Price / Vendor's Proposal Price 5 (weighted value). This will include

Any other relevant factor specifically listed in the request for bids or proposals

Long Term cost to District

CFISD

ineligible costs.

Total Points

Winning Vendor

RFP Close Date: January 18, 2024 at 11:00 AM

Points

25

n

100

16.51

0.00

4.65

0.00

44.28

19.23

3.00

5.00

0.00

54.03

17.14

0.00

3.38

0.00

47.81

Total

Estimated Base Contract

17.47

0.00

1.74

0.00

45.59

19.55

3.00

4.82

0.00

60.80

19.55

3.00

4.84

0.00

61.83

\$1,780,859.44 Optional Renewal Total

19.71

3.00

3.44

0.00

64.73

19.71

3.00

2.74

0.00

62.40

\$4,452,148.59

14.58

3.00

1.39

0.00

61.97

Service Description: #25-03-7034R-RFP CFISD Uninterruptible Power Supply (UPS) Project - E-Rate

Funding Year Base Contract: 2025 - 2027
Funding Year Optional Renewals: 2027 - 2032
School Name: Cypress-Fairbanks ISD

Netsync Network lvanced Networks o Gruber Power MGT Impact MGT Impact Solution SHI Government Texas Electra Link. In Services Solutions, LLC. LLC. (Alt.) Solutions NWN Corp. Solutions, Inc. SPIN 143036711 143011994 143010187 143033880 143054314 143054314 143028685 143017706 143028315 1/17/2025 1/17/2025 1/17/2025 1/17/2025 1/17/2025 1/17/2025 1/16/2025 1/16/2025 11:51:05 AM 1/17/2025 11:56:15 05:10:30 PM 11:29:47 AM 11:29:47 AM 05:22:16 11:47:49 AM 11:44:09 AM (CT) 11:59:58 AM (CT) AM (CT) (CT) (CT) (CT) PM (CT) (CT) (CT) Date bid was received The purchase price of eligible goods and services
a. Lowest proposal eligible cost / vendor's eligible cost * 30 (maximum points) 30 4 45 3.03 3.95 0.62 4 31 5.33 3.57 1.95 30.00 The reputation of vendor and of the vendor's goods and services: a. Evaluation of feedback from references a. Evaluation of records from references regarding similar products and / or services purchased from vendor.
b. Qualifications and experience c. Experiences in the performance of omparable engagements 5.33 10.00 10 6.00 6.67 8.00 8.00 8.00 10.00 6.33 The quality of the vendor's goods or services: a. Vendor is an authorized reseller of the proposed product.

b. Number of staff and resources available for deployments: Number of deployment c. Experience / Consistency of staff available for deployments (full-time 25 13.33 17.78 16.66 17.78 21.11 21.11 25.00 25.00 6.67 preferred over sub-contractors)

Average Score for Evaluators

Netsync Network Solutions

a - Vendor only proposed installation services and software. There was no UPS equipment proposed by the vendor.

Bid Evaluation

RFP Close Date:

Service Description:

January 18, 2024 at 11:00 AM #25-03-7034R-RFP CFISD Uninterruptible Power Supply (UPS) Project - E-Rate 2025 - 2027 2027 - 2032

Funding Year Base Contract:
Funding Year Optional Renewals:
School Name:

Cypress-Fairbanks ISD

Factor(s)	Points		Point	Explanation fo	or All Vendors					
SPIN		Advanced Networks of Texas 143036711	ConvergeOne 143011994	Electra Link, Inc. 143010187	Gruber Power Services 143033880	MGT Impact Solutions, LLC. 143054314	MGT Impact Solutions, LLC. (Alt.) 143054314	Netsync Network Solutions 143028685	NWN Corp. 143017706	SHI Government Solutions, Inc.
Date bid was received		1/17/2025 11:51:05 AM (CT)	1/17/2025 11:59:58 AM (CT)	1/17/2025 11:56:15 AM (CT)	1/16/2025 05:10:30 PM (CT)	1/17/2025 11:29:47 AM (CT)	1/17/2025 11:29:47 AM (CT)	1/16/2025 05:22:16 PM (CT)	1/17/2025 11:47:49 AM (CT)	1/17/2025 11:44:09 AM (CT)
The purchase price of eligible goods and services Lowest proposal eligible cost / vendor's eligible cost * 30 (maximum points)	30	CFISD used USAC's Open Data Tools to confirm eligible and ineligible items. The Purchase Price of eligible goods and services was calculated from the vendor's BAFO request (Price Points = Lowest Proposed Price of eligible goods and services / Vendor's Proposal Price of eligible goods and services * 30 Points). Vendors who did not submit a BAFO had their original submission used for price point calculation (Advanced Networks of Texas, MGT Impact Solutions, LLC Alt. Proposal, SHI Government Solutions, Inc.).								
the reputation of vendor and of the endor's goods and services: I. Evaluation of feedback from references gearding similar products and / or services urchased from vendor. I. Qualifications and experience I. Experiences in the performance of omparable engagements	10	Scorecards were provided to evaluators. a. Evaluation of feedback from references regarding similar products and/or services purchased from vendor (Maximum 2 points). References were sent out. All vendors received 2 points. b. Qualifications and experience (maximum 4 points) c. Experiences in the performance of comparable engagements (maximum 4 points)								
The quality of the vendor's goods or rervices: N Vendor is an authorized reseller of the proposed product. Number of staff and resources available or deployments; Number of deployment eams Experience / Consistency of staff vailable for deployments (full-time preferred over sub-contractors)	25	a. Vendor is an authorized reseller of the proposed product. (5 Points) b. Number of staff and resources available for deployments; Number of deployment teams (5 Points) c. Experience / Consistency of staff available for deployments (full-time preferred over sub-contractors) (5 Points) Quality Points = sum of a,b,c (above) / 15 (maximum points) * 25 (maximum quality points)								
The extent to which the goods or services neet the District's needs: 1. Compliance with general requirements and detailed information provided	25	Each vendor, in their proposal, completed a requirement page. Vendors provided information if they exceed comply, comply, partially comply, comply with clarification, or do not comply with the requirement. Evaluators scored each requirement as exceeding compliance (4 points), complying (3 points), partially complying (2), complying with clarification (1), or do not comply (0). Total Requirement Points / 52 (maximum requirements points) * 25 (maximum points for the Extent to which the goods or services meet the District's needs)								
he vendor's past relationship with the bistrict . Evaluation of experience the vendor has rith delivering products or services to FFISD	5		given 5 points if th work infrastructure		-				•	
ong Term cost to District Long-Term Costs Points = Lowest roposed Price ' Vendor's Proposal Price ' (weighted value). This will include leligible costs.	5	Long-term cost points were calculated as the Lowest Proposed Price / Vendor's Proposal Price * 5 (weighted value). CFISD found that part numbers (RK2PC, Network-M2, PDU1230, and EAT5120 (Items 2,3,4,5) had USAC FRN line numbers revised, and these part numbers were removed as 100% ineligible costs. CFISD intends to purchase these items and has added them to the Long Term Cost Estimate for evaluation. Pricing calculations included ineligible costs (extended price for items 2,3,4,5), 60 additional UPS equipment (60 x Unit Price item 4 + 60 x unit price of item 5 + 12 x unit price of item 6 + 36 x unit price of item 7 + 12 x unit price of item 8), and any added vendor costs.								
Any other relevant factor specifically listed n the request for bids or proposals	0	No points were a	warded for this sec	tion.						