

TO: DR. WANDA BAMBERG, SUPERINTENDENT OF SCHOOLS

FROM: ANNE HAZZAN, ASSISTANT SUPERINTENDENT OF FINANCE
MARDEE BARNETT, EXECUTIVE DIRECTOR OF
TECHNOLOGY SERVICES

RE: RECAP FOR ERATE YEAR 15 (7/1/12 – 6/30/13) PROJECTS

The “E-Rate” program of the Schools and Libraries Division (SLD) of the Universal Service Support Mechanism --provides discounts to assist most schools and libraries in the United States to obtain affordable Telecommunications and Internet Access. Four service categories are funded: Telecommunications Services, Internet Access, Internal Connections and Internal Connections for Basic Maintenance. Discounts range from 20% to 90% of the cost of eligible services, depending on the level of poverty, defined by the SLD as students eligible to receive Free and Reduced Lunch and the urban/rural status of the population served. Aldine ISD’s eligibility is at 89% district-wide. This means Aldine pays 11% of the total cost of awarded projects and services if funded by the Schools and Libraries Division (SLD).

Applying for funding through E-Rate is similar to applying for a competitive grant. These monies are not guaranteed. In case Aldine does not receive funding, we budget local funds for essential services. The total grant value potential is \$ **2,414,957.94**. If all projects are awarded, Aldine’s estimated matching funds would be \$ **265,645.37**.

Requests for proposals (RFP) were sent to over 650 vendors on October 31, 2011 by mail and over 450 by e-mail and a newspaper ad was listed in the Houston Chronicle on January 2nd and 9th for the following projects:

- Internet Access (current provider NTT Communications)
- Local Phone Service (current provider AT&T)
- Long Distance Service (current provider AT&T)
- High-Speed Data Line Lease (current provider AT&T)
- Direct Connect/Cellular Service (current provider Sprint)
- Basic Maintenance for Existing Network Equipment (current provider Solid IT Networks)

The following proposal contracts will begin a three year contract to begin July 1, 2012 through June 30, 2015.

- Internet Access
- Local Phone Service
- Long Distance Service
- High-Speed Data Line Lease
- Direct Connect/Cellular Service

The following proposal contract for Year 15 E-Rate will begin July 1, 2012 through June 30, 2013 unless funding is delayed. In this case, the contract will commence when funding is approved.

- Basic Maintenance for Existing Network Equipment

All proposals received were evaluated by School Technology Specialists and/or the Technology Services Department. Each proposal was evaluated by six individuals with a scoring range of 0 – 100 and a total possible score of 600 with price weighing higher than any other single factor.

Attached is a list of the selected vendors for Year 15 E-Rate.

Summary of Year 15 E-Rate - Vendor Selection

RFP Description	Team Evaluation Score	Company	Reason for Selection, Lose, and/or Disqualification	Disc. %	SLD's Portion (estimate portion)	Aldine's Portion (estimate portion)	Total Project Cost	
Internet Access IN-01-Y15		AT&T	High Bid	89%	\$ 112,491.16	\$ 13,903.40	\$ 126,394.56	
		ASAP Security Services	Attended pre-bid meeting; did not bid	89%			No Bid	
		CDW-G	Attended pre-bid meeting; did not bid	89%			No Bid	
		CGI Technology Solutions, Inc.	Submitted a no-bid	89%			No Bid	
		Clark Serurity Products	Attended pre-bid meeting; did not bid	89%			No Bid	
		Comcast	2nd lowest and chooses as our secondary provider	89%	\$ 50,196.00	\$ 6,204.00	\$ 56,400.00	*2
		EDI Contract	Attended pre-bid meeting; did not bid	89%			No Bid	
		Insight	Attended pre-bid meeting; did not bid	89%			No Bid	
		Lab Resources	Attended pre-bid meeting; did not bid	89%			No Bid	
		Netsync Network Solutions	Submitted a no-bid	89%			No Bid	
		NTT Communications	Lowest price & current provider	89%	\$ 48,370.68	\$ 5,978.40	\$ 54,349.08	*1
		NW Radio	Attended pre-bid meeting; did not bid	89%			No Bid	
		Phonoscope/Lightware	High Bid	89%	\$ 76,095.00	\$ 9,405.00	\$ 85,500.00	
		Renaissance Learning, Inc.	Submitted a no-bid	89%			No Bid	
		SecureNet	Attended pre-bid meeting; did not bid	89%			No Bid	
Local Phone Service TC-01-Y15		AT&T	Single Bid & current provider	89%	\$ 606,415.85	\$ 74,950.27	\$ 681,366.12	*
		ASAP Security Services	Attended pre-bid meeting; did not bid	89%			No Bid	
		CDW-G	Attended pre-bid meeting; did not bid	89%			No Bid	
		CGI Technology Solutions, Inc.	Submitted a no-bid	89%			No Bid	
		Clark Serurity Products	Attended pre-bid meeting; did not bid	89%			No Bid	
		EDI Contract	Attended pre-bid meeting; did not bid	89%			No Bid	
		Insight	Attended pre-bid meeting; did not bid	89%			No Bid	
		Lab Resources	Attended pre-bid meeting; did not bid	89%			No Bid	
		Netsync Network Solutions	Submitted a no-bid	89%			No Bid	
		NW Radio	Attended pre-bid meeting; did not bid	89%			No Bid	
		Renaissance Learning, Inc.	Submitted a no-bid	89%			No Bid	
		SecureNet	Attended pre-bid meeting; did not bid	89%			No Bid	

RFP Description	Team Evaluation Score	Company	Reason for Selection, Lose, and/or Disqualification	Disc. %	SLD's Portion (estimate portion)	Aldine's Portion (estimate portion)	Total Project Cost	
Long Distance Service TC-02-Y15		AT&T	Single Bid & current provider	89%	\$ 11,755.58	\$ 1,452.94	\$ 13,208.52	*
		ASAP Security Services	Attended pre-bid meeting; did not bid	89%			No Bid	
		CDW-G	Attended pre-bid meeting; did not bid	89%			No Bid	
		CGI Technology Solutions, Inc.	Submitted a no-bid	89%			No Bid	
		Clark Serurity Products	Attended pre-bid meeting; did not bid	89%			No Bid	
		EDI Contract	Attended pre-bid meeting; did not bid	89%			No Bid	
		Insight	Attended pre-bid meeting; did not bid	89%			No Bid	
		Lab Resources	Attended pre-bid meeting; did not bid	89%			No Bid	
		Netsync Network Solutions	Submitted a no-bid	89%			No Bid	
		NW Radio	Attended pre-bid meeting; did not bid	89%			No Bid	
		Renaissance Learning, Inc.	Submitted a no-bid	89%			No Bid	
		SecureNet	Attended pre-bid meeting; did not bid	89%			No Bid	
High-Speed Data Line Lease TC-03-Y15		AT&T	complete bid & current provider	89%	\$ 25,803.84	\$ 3,189.24	\$ 28,993.08	*
		ASAP Security Services	Attended pre-bid meeting; did not bid	89%			No Bid	
		CDW-G	Attended pre-bid meeting; did not bid	89%			No Bid	
		CGI Technology Solutions, Inc.	Submitted a no-bid	89%			No Bid	
		Clark Serurity Products	Attended pre-bid meeting; did not bid	89%			No Bid	
		Comcast	Incomplete Bid; did not quote 2nd link	89%	\$ 26,166.00	\$ 3,234.00	\$ 29,400.00	**
		EDI Contract	Attended pre-bid meeting; did not bid	89%			No Bid	
		Insight	Attended pre-bid meeting; did not bid	89%			No Bid	
		Lab Resources	Attended pre-bid meeting; did not bid	89%			No Bid	
		Netsync Network Solutions	Submitted a no-bid	89%			No Bid	
		NW Radio	Attended pre-bid meeting; did not bid	89%			No Bid	
		Renaissance Learning, Inc.	Submitted a no-bid	89%			No Bid	
		SecureNet	Attended pre-bid meeting; did not bid	89%			No Bid	
	Unite Private Networks	Submitted Form I70 - Intent to Apply; Did not bid	89%			No Bid		
		AT&T	High Bid	89%	\$ 362,532.60	\$ 44,807.40	\$ 407,340.00	

RFP Description	Team Evaluation Score	Company	Reason for Selection, Lose, and/or Disqualification	Disc. %	SLD's Portion (estimate portion)	Aldine's Portion (estimate portion)	Total Project Cost	
Direct Connect/ Cellular Service TC-04-Y15		ASAP Security Services	Attended pre-bid meeting; did not bid	89%			No Bid	
		CDW-G	Attended pre-bid meeting; did not bid	89%			No Bid	
		CGI Technology Solutions, Inc.	Submitted a no-bid	89%			No Bid	
		Clark Serurity Products	Attended pre-bid meeting; did not bid	89%			No Bid	
		EDI Contract	Attended pre-bid meeting; did not bid	89%			No Bid	
		Insight	Attended pre-bid meeting; did not bid	89%			No Bid	
		Lab Resources	Attended pre-bid meeting; did not bid	89%			No Bid	
		Netsync Network Solutions	Submitted a no-bid	89%			No Bid	
		NW Radio	Attended pre-bid meeting; did not bid	89%			No Bid	
		Renaissance Learning, Inc.	Submitted a no-bid	89%			No Bid	
		SecureNet	Attended pre-bid meeting; did not bid	89%			No Bid	
		Sprint	Complete, lowest, & current provider	89%	\$ 342,285.67	\$ 42,304.97	\$ 384,590.64	*
		Verizon Wireless	High Bid	89%	\$ 347,734.82	\$ 42,978.46	\$ 390,713.28	
Basic Maintenance IC(M)-01-Y15		ASAP Security Services	Attended pre-bid meeting; did not bid	89%			No Bid	
		CDW-G	Attended pre-bid meeting; did not bid	89%			No Bid	
		CGI Technology Solutions, Inc.	Submitted a no-bid	89%			No Bid	
		Clark Serurity Products	Attended pre-bid meeting; did not bid	89%			No Bid	
		EDI Contract	Attended pre-bid meeting; did not bid	89%			No Bid	
		Insight	Attended pre-bid meeting; did not bid	89%			No Bid	
		Genesis	Did not meet bid specs; incomplete proposal, did not quote for all equipment, did not submit the required excel form, no price breakdown	89%	\$ 983,450.00	\$ 121,550.00	\$ 1,105,000.00	**
		Lab Resources	Attended pre-bid meeting; did not bid	89%			No Bid	
		Netsync Network Solutions	Submitted a no-bid	89%			No Bid	
		NW Radio	Attended pre-bid meeting; did not bid	89%			No Bid	
		Renaissance Learning, Inc.	Submitted a no-bid	89%			No Bid	
		SecureNet	Attended pre-bid meeting; did not bid	89%			No Bid	
		Solid IT Networks	complete bid & current provider	89%	\$ 1,064,484.95	\$ 131,565.56	\$ 1,196,050.50	*
					\$ 2,149,312.57	\$ 265,645.37	\$ 2,414,957.94	

RFP Description	Team Evaluation Score	Company	Reason for Selection, Lose, and/or Disqualification	Disc. %	SLD's Portion (estimate portion)	Aldine's Portion (estimate portion)	Total Project Cost
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AWARDED VENDOR SUMMARY (Estimated)

Awarded Vendor	Project	SLD Portion	Aldine's Portion	Total Project Cost	Vendor Total
AT&T	Local Phones	\$ 606,415.85	89% \$ 74,950.27	\$ 681,366.12	
	Long Distance	\$ 11,755.58	89% \$ 1,452.94	\$ 13,208.52	
	High-Speed Data Lines	\$ 25,803.84	89% \$ 3,189.24	\$ 28,993.08	\$ 723,567.72
Comcast	Internet Access (Secondary)	\$ 50,196.00	89% \$ 6,204.00	\$ 56,400.00	\$ 56,400.00
NTT/Verio	Internet Access (Primary)	\$ 48,370.68	89% \$ 5,978.40	\$ 54,349.08	\$ 54,349.08
Sprint	DC/Cellular	\$ 342,285.67	89% \$ 42,304.97	\$ 384,590.64	\$ 384,590.64
Solid IT Networks	Basic Maintenance	\$ 1,064,484.95	89% \$ 131,565.56	\$ 1,196,050.50	\$ 1,196,050.50

Total Aldine's portion	\$ 265,645.37	Grand Total \$ 2,414,957.94
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*1 I recommend NTT Communications as our primary Internet Access provider. By awarding two internet providers, Aldine can provide load-balanced access to the internet and this will ensure the accessibility to online testing/application even in the event of a failure of an awarded internet service provider.

*2 I recommend Comcast as our secondary Internet Access provider. By awarding two internet providers, Aldine can provide load-balanced access to the internet and this will ensure the accessibility to online testing/application even in the event of a failure of an awarded internet service provider.

*3 I recommend AT&T for Local Phones, AT&T for Long Distance, AT&T for High-Speed Data Lines, Sprint for Direct Connect/Cellular and Solid IT Networks for Basic Maintenance.

** Did not meet bid specifications.

Recommendation: I join Mrs. Anne Hazzan and Mrs. Mardee Barnett in recommending the proposals for Year 15 E-Rate be awarded as outlined above.