



**THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA**

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

**MEMORANDUM**

**TO: Members of the School Board  
Lori White, Superintendent  
Mitsi Corcoran, Chief Financial Officer**

**FROM: Pat Black, CPPB, Director of Materials Management**

**TITLE: APPROVAL TO AWARD RFP #13-0225 FOR INTERNET ACCESS  
PROVIDER - E-RATE**

Proposals for 'Internet Access Provider - E-Rate' were received from three vendors on February 22, 2013. The proposal of FPL FiberNet, LLC, was the best proposal meeting the advertised specifications. This proposal is for a period of three years with the option to renew for two additional one-year periods. The funds for these services are contained in the operating budget allocated to the Information Services Department.

**Requested by:**  
Joe Binswanger

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 03-11-2013

**Fiscal Impact:**

Not to exceed  
\$230,000.00

**Recommended Motion:** That the proposal of FPL FiberNet, LLC, for 'Internet Access Provider - E-Rate', in an amount not to exceed \$230,000.00 for a three year period, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Internet Access Provider - E-Rate - RFP #13-0225

Proposal Opening: February 22, 2013 at 1:30 p.m.

| Proposer's Name              | Address   | Authorized Representative | Telephone #               | Fax #               | E-mail Address   | Signed Addendums (2) |
|------------------------------|---|---------------------------|---------------------------|---------------------|--|----------------------|
| <b>FPL FiberNet, LLC</b>     | <b>2220 Hammock Place FN/SS2<br/>Sarasota, FL 34235</b> | <b>Bruce Wuenker</b>      | <b>813-523-0091</b>       | <b>305-229-5820</b> | <a href="mailto:bruce.wuenker@fpl.com">bruce.wuenker@fpl.com</a>   | <b>2</b>             |
| Level 3 Communications       | 5401 W Kennedy Blvd.<br>Tampa, FL 33609                 | Duane Zolnoski            | 813-202-7050              | 720-567-2972        | <a href="mailto:dzolnoski@netscape.net">dzolnoski@netscape.net</a> | 1                    |
| Sago Networks, LLC           | 4465 West Gandy Suite 800<br>Tampa, FL 33611            | Miller Cooper             | 866-366-3640              | 813-464-8146        | <a href="mailto:mcooper@sagonet.com">mcooper@sagonet.com</a>       | 1                    |
| Recorded by: Carol A. Lichon |   |                           | Witnessed by: Joyce Haney |                     |  |                      |

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Tabulation for Internet Access Provider - E-Rate - RFP #13-0225

Proposal Opening: February 22, 2013 at 1:30 p.m.

| <b>POINTS AWARDED FOR FEE BID</b>               |                     |  |
|---|---------------------|--|
| With the lowest fee for a qualifying bidder of: | \$153,000.00        | With the lowest fee for a qualifying bidder for additional work: |
| Proposer  | Proposed Fee        | Points Awarded   |
| <b>FPL FiberNet, LLC</b>                        | <b>\$205,020.00</b> | <b>29.85</b>   |
| Level 3 Communications                          | \$153,000.00        | 40.00  |
| Sago Networks, LLC                              | \$2,525,800.00      | 2.42   |
|   |                     |  |
|   |                     |  |

