



MEMORANDUM

**TO: Members of the School Board
Dr. Todd Bowden, Superintendent
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer**

FROM: Carol A. Lichon, CPPO, Director of Materials Management

**TITLE: APPROVAL TO AWARD RFP #18-0225 FOR INTERNET ACCESS
PROVIDER E-RATE**

Proposals for 'Internet Access Provider E-Rate' were received from three vendors on January 24, 2018. The proposal of Fibernet Direct Florida, 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 Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-Rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connections products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The funds for these services are contained in the 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: 02/27/2018

Financial Impact:
Not to exceed
\$550,000.00
For a three-year period

Recommended Motion: That the proposal of Fibernet Direct Florida, LLC, for 'Internet Access Provider E-Rate' in an amount not to exceed \$550,000.00 for a three-year period, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Internet Access Provider - E-Rate - RFP #18-0225

Opened January 24, 2018 at 2:00 p.m.

Proposer's Name	Address	Authorized Representative	Telephone #	Fax #	E-mail Address
Comcast Business Communications, LLC	1701 JFK Boulevard Philadelphia PA, 19103	Terrence J. Connell	412-747-6489	215-286-1040	William_eubanks@comcast.com
Fibernet Direct Florida, LLC	2000 Corporate Drive Canonsburg, PA 15317	William G. Barnett	239-8268875		Ashley.Mason@crowncastle.com
Windstream Services, LLC	655 N Franklin Street, Suite 900 Tampa, FL 33602	Frank Micallef	813-731-0601	704-409-6401	Frank.Micallef@windstream.com
Recorded by: Vanessa Vidal			Witnessed by: Renee Hayes		

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Proposer	Points Awarded
	Total
Comcast Business Communications, LLC	90.67
Fibernet Direct Florida, LLC	80.75
Windstream Services, LLC	77.67
Entered into negotiations with Comcast Business Communications, LLC regarding terms and conditions but could not reach a mutual agreement within required period for Board approval and E-rate application.	

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FINAL EVALUATION						
Proposer	Evaluator 1	Evaluator 2	Evaluator 3	Average Points	Fee Points	Total Points
Comcast Business Communications, LLC	53.00	54.00	45.00	50.67	40.00	90.67
Fibernet Direct Florida, LLC	54.00	55.00	47.00	52.00	28.75	80.75
Windstream Services, LLC	46.00	52.00	40.00	46.00	31.67	77.67

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POINTS AWARDED FOR FEE BID					
	Eligible Services		Non-Eligible Services		
With the lowest monthly average of proposed fee options for a qualifying proposer of:	\$6,534.00	Points	\$3,331.80	Points	Total Points
Proposer	Proposed Average Fee (Eligible Portion)	Max 30 Points Awarded	Proposed Average Fee (Non-Eligible Portion)	Max 10 Points Awarded	Total Points Awarded
Comcast Business Communications, LLC	\$6,534.00	30.00	\$3,331.80	10.00	40.00
Fibernet Direct Florida, LLC	\$8,140.00	24.08	\$7,135.00	4.67	28.75
Windstream Services, LLC	\$7,610.33	25.76	\$5,633.33	5.91	31.67