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**MEMORANDUM**

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

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

**TITLE: APPROVAL TO AWARD RFP #17-0395 FOR E-RATE NETWORK  
INFRASTRUCTURE EQUIPMENT**

Proposals to provide 'E-Rate Network Infrastructure Equipment' were received from ten vendors on February 7, 2017. The proposal of CDW-Government LLC was the best proposal meeting the advertised specifications. This proposal is for a period of three years with an 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 amount of discount is based on the number of students receiving free and reduced price meals. This amount is estimated to be funded at 60% from USAC and 40% using District Funds in the Local Area Network budget. Approval of this project is contingent upon funding from the USAC Fund's Schools and Libraries Program, otherwise known as E-Rate and future District funding.

**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: 02/28/2017

**Fiscal Impact:**  
\$2,709,282.17 for a three-year period

**Recommended Motion:** That the proposal of CDW-Government LLC for 'E-Rate Network Infrastructure Equipment' in an amount of \$2,709,282.17 for a three-year period, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for E-Rate Network Infrastructure Equipment

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Proposer's Name	Address	Authorized Representative	Telephone #	Fax #	E-mail Address
AIP US LLC	80 SW 8th St. Ste. 2000 Miami, FL 33130	Joseph Kohut	954-648-1059	973-577-4547	<a href="mailto:jkohut@aip-us.com">jkohut@aip-us.com</a>
Avorit	13801 Walsingham Rd. Unit A114 Largo, FL 33774	Christa Setzer	844-428-6748 x1015	844-428-6748	<a href="mailto:Csetzer@avorit.com">Csetzer@avorit.com</a>
<b>CDWG</b>	<b>230 North Milwaukee Ave. Vernon Hills, IL 60061</b>	<b>Jennifer Fabianski</b>	<b>877-424-6269</b>	<b>312-705-9141</b>	<b><a href="mailto:anthmar@cdwg.com">anthmar@cdwg.com</a></b>
Disys Solutions	44670 Cape Court, Suite 100 Ashburn, VA 20147	Vinu Luthra	571-707-3636 or toll free 888-286-3896	800-601-2944	<a href="mailto:bids@DISYSsolutions.com">bids@DISYSsolutions.com</a>
electronaca	16621 Germaine Dr. Del Ray Beach, FL 33446	Jhonattan Navas	954-818-6466	561-282-6403	<a href="mailto:icnavas@electronaca.com">icnavas@electronaca.com</a>
Extensys Inc.	253 Pine Avenue North Oldsmar, FL 34677	Christopher Jordan	813-855-3909	813-855-3922	<a href="mailto:chris.jordan@extensysinc.com">chris.jordan@extensysinc.com</a>
Frontier Florida LLC	610 Zack St. Tampa, FL 33602	Melanie Williams	813-483-1200	813-229-7957	<a href="mailto:melanie.williams@ftr.com">melanie.williams@ftr.com</a>
Prosys	9725 NW 17th Ave., Flaglerr Station Miami, FL 33178	Matthew R. Girardot	561-440-0456	770-300-0486	<a href="mailto:mike.bouis@prosysis.com">mike.bouis@prosysis.com</a>
Step CG LLC	565 S. Mason Rd. # 261 Katy, TX 77450	Robert Davis	281-509-2729		<a href="mailto:rdavis@stepcg.com">rdavis@stepcg.com</a>
Verteks Consulting, Inc.	2102 SW 20th Place #602 Ocala, FL 34471	Matt Nye	352-401-0909	352-401-0903	<a href="mailto:mnye@verteks.com">mnye@verteks.com</a>
Recorded by: Kelly Dreiling			Witnessed by: JoAnn Joyce, Renee Hayes		
A 'No Bid' was received from Troxell Communications					

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	Points Awarded
Proposer	Total
AIP US LLC	36.94
Avorit	72.67
Prosys	70.17
<b>CDWG</b>	<b>73.91</b>
Disys Solutions	47.65
electronaca	40.44
Extensys Inc.	33.45
Frontier Florida LLC	50.17
Step CG LLC	11.32
Verteks Consulting, Inc.	41.94

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POINTS AWARDED FOR FEES BID					
	Fee Eligible		Fee Ineligible		Total Fee Points Awarded:
With the lowest fee for a qualifying bidder of:		With the lowest fee for a qualifying bidder for Fee Eligible:	\$0.00	With the lowest fee for a qualifying bidder for Fee Ineligible:	
Proposer	Proposed Fee	Points Awarded	Proposed Fee	Points Awarded	Total:
AIP US LLC	\$2,935,033.70	11.61	\$122,653.55	1.00	12.61
Avorit *	\$973,207.59	35.00	\$0.00	25.00	60.00
Prosys	\$3,049,658.52	11.17	\$0.00	25.00	36.17
<b>CDWG</b>	<b>\$2,709,282.17</b>	<b>12.57</b>	<b>\$0.00</b>	<b>25.00</b>	<b>37.57</b>
Disys Solutions	\$2,379,089.50	14.32	\$131,204.50	1.00	15.32
electronaca	\$1,639,709.50	20.77	\$79,622.00	1.00	21.77
Extensys Inc.	\$2,889,764.38	11.79	\$30,633.52	1.00	12.79
Frontier Florida LLC	\$2,023,000.70	16.84	\$861,206.75	1.00	17.84
Step CG LLC	\$4,094,217.95	8.32	\$7,991.00	1.00	9.32
Verteks Consulting, Inc.	\$1,653,200.77	20.60	\$230,283.13	1.00	21.60

\* Unable to evaluate whether alternate product bid was an equivalent as Proposer did not provide samples, literature, or detailed specifications as required within RFP which would illustrate the product sufficiently for evaluation. \* Proposer indicated the devices interconnected to create a system, but it is not known if SAN is provided or needed. \* Proposer bid 18 out of the possible 44 items. Not able to evaluate whether items bid complete the required system.

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FINAL EVALUATION							
Evaluator							
Proposer	1	2	3	Average	Overall Fee Eligible	Overall Fee Ineligible	Total
AIP US LLC	28	20	25	24.33	11.61	1.00	36.94
Avorit	13	17	8	12.67	35.00	25.00	72.67
Prosys	34	28	40	34.00	11.17	25.00	70.17
<b>CDWG</b>	<b>39</b>	<b>30</b>	<b>40</b>	<b>36.33</b>	<b>12.57</b>	<b>25.00</b>	<b>73.91</b>
Disys Solutions	37	20	40	32.33	14.32	1.00	47.65
electronaca	32	15	9	18.67	20.77	1.00	40.44
Extensys Inc.	20	17	25	20.67	11.79	1.00	33.45
Frontier Florida LLC	29	28	40	32.33	16.84	1.00	50.17
Step CG LLC	0	6	0	2.00	8.32	1.00	11.32
Verteks Consulting, Inc.	32	20	9	20.33	20.60	1.00	41.94