



College Station Independent School District

Success...each life...each day...each hour

MEMORANDUM

To: Amy Drozd, CFO

From: Carmella Shafer, Director of Purchasing

Date: January 4, 2022

Subject: Award RFP 22-003 Internet Access Services (E-Rate)

The Technology Department determined that the district needs to increase the available internet access from the current 4 GBPS (Gigabyte Per Second) to keep up with demand. As a result, a Request for Proposal (RFP) 22-003, Internet Access Services was advertised and posted according to state law and local policy on December 17 and 24. Two suppliers responded to the RFP which opened on January 18, 2022. Staff from the Technology and Purchasing Departments scored each proposal per the evaluation criteria in the Request for Proposal (RFP). The Technology department requested supplier provide information on its ability to offer Internet Redundancy (Get internet redundancy by installing a secondary connection that runs on a different backbone than their primary connection. If there's an internet outage on the primary connection, the secondary one will kick in to keep the district internet running). Of the two providers who responded to the RFP only WireStar Inc. can provide full redundancy from our building at no additional cost. Currently the district pays for a second vendor to supply a back up internet access should the primary access go down. The district can only request an E-Rate discount for a single internet access provider. So, by having one supplier that can provide redundancy the district is able to recoup more of the cost to provide internet access.

The vendors that responded were:

<u>Bidders</u>	<u>Yearly Cost for 15GBPS</u>	<u>E-Rate Disco</u>	<u>Total Cost</u>
WireStar Inc.	\$77,400.00	\$38,700.00	\$38,700.00
Cequel Communications, LLC, dba Suddenlink	\$69,504.00	\$34,752.00	\$34,752.00

WireStar Inc. received the highest score on the evaluation matrix and is the only responding supplier that can provide redundancy from our building. Pricing for additional bandwidth was also provided if the needs of the district change. The WireStar Inc. contract will be partially paid using E-Rate funding.

It is the recommendation of Carmella Shafer, Director of Purchasing and David Hutchison, Director of Technology that the district award the RFP to WireStar Inc. The WireStar Inc. services are being sought in conjunction with Schools & Libraries E-Rate funding program which allows schools to receive a discounted rate on network systems and services. The initial term of the WireStar Inc. agreement shall be one (1) year from July 1, 2022, through June 30, 2023, with the option to extend for four (4) additional one (1) year periods if agreed to by both parties prior to expiration. We are recommending approval to purchase 15 GBPS of internet services from WireStar Inc. for \$77,400.00 per year, starting July 1, 2022, from general funds.

Carmella Shafer, Director of Purchasing

David Hutchison, Director of Technology

Supplier Scoring Summary

22-003 RFCSP - Internet Access Services Category 1 (E-Rate) -
Scoring Round

Supplier		Rank	Score	Evaluation 22-003 Internet Services							
			100	Purchase price; (40%)	Reputation of the vendor and of the vendor's goods or services;(10%)	The quality of the vendor's goods or services; (10%)	The extent to which the goods or services meet the district's needs; (20%)	The vendor's past relationship with the district; (10%)	The impact on the ability of the district to comply with laws and rules relating to HUB's (1%)	The total long-term cost to the district to acquire the vendor's goods or services: (9%)	
WireStar Networks		1	92.25	40	10	10	20	10	1	9	
Cequel Communications, LLC DBA		2	74.50	39	9	9	18	9	0	9	
			83.38	29	8	9	14	9	0	7	
				34.00	8.25	8.75	15.88	8.63	0.00	7.88	

Bid Request Number 22-003 RFCSP-Internet Access Services Category 1 (E-Rate)

Specification Responses		MONTHLY COST						Weighted Price of Evaluation	
		Cequel Communications, LLC DBA Suddenlink (Suddenlink)			WireStar Networks (WireStar, Inc.)				
Line Description	QTY	Unit	Extended	Less E-Rate Disco of 50%	Unit	Extended	Less E-Rate Disco of 50%	Suddenlink	WireStar
2 5.0 Gbps Internet Access Service	1	\$3,299.00	\$3,299.00	\$1,649.50	\$2,900.00	\$2,900.00	\$1,450.00	35	40
3 6.0 Gbps Internet Access Service	1	\$3,793.00	\$3,793.00	\$1,896.50	\$3,360.00	\$3,360.00	\$1,680.00	35	40
4 7.0 Gbps Internet Access Service	1	\$4,218.00	\$4,218.00	\$2,109.00	\$3,780.00	\$3,780.00	\$1,890.00	36	40
5 8.0 Gbps Internet Access Service	1	\$4,481.00	\$4,481.00	\$2,240.50	\$4,160.00	\$4,160.00	\$2,080.00	37	40
6 9.0 Gbps Internet Access Service	1	\$4,778.00	\$4,778.00	\$2,389.00	\$4,500.00	\$4,500.00	\$2,250.00	38	40
7 10.0 Gbps Internet Access Service	1	\$5,013.00	\$5,013.00	\$2,506.50	\$4,800.00	\$4,800.00	\$2,400.00	38	40
8 11.0 Gbps Internet Access Service	1	\$5,149.00	\$5,149.00	\$2,574.50	\$5,170.00	\$5,170.00	\$2,585.00	40	40
9 12.0 Gbps Internet Access Service	1	\$5,266.00	\$5,266.00	\$2,633.00	\$5,520.00	\$5,520.00	\$2,760.00	40	38
10 13.0 Gbps Internet Access Service	1	\$5,472.00	\$5,472.00	\$2,736.00	\$5,850.00	\$5,850.00	\$2,925.00	40	37
11 14.0 Gbps Internet Access Service	1	\$5,646.00	\$5,646.00	\$2,823.00	\$6,160.00	\$6,160.00	\$3,080.00	40	37
12 15.0 Gbps Internet Access Service	1	\$5,792.00	\$5,792.00	\$2,896.00	\$6,450.00	\$6,450.00	\$3,225.00	40	36
13 16.0 Gbps Internet Access Service	1	no bid		\$0.00	\$6,720.00	\$6,720.00	\$3,360.00	0	40
14 17.0 Gbps Internet Access Service	1	no bid		\$0.00	\$6,970.00	\$6,970.00	\$3,485.00	0	40
15 18.0 Gbps Internet Access Service	1	no bid		\$0.00	\$7,200.00	\$7,200.00	\$3,600.00	0	40
16 19.0 Gbps Internet Access Service	1	no bid		\$0.00	\$7,410.00	\$7,410.00	\$3,705.00	0	40
17 20.0 Gbps Internet Access Service	1	\$6,920.00	\$6,920.00	\$3,460.00	\$7,600.00	\$7,600.00	\$3,800.00	40	36

ANNUAL COST										Weighted Price of Evaluation	
Cequel Communications, LLC DBA Suddenlink (Suddenlink)					WireStar Networks (WireStar, Inc.)						
Line Description	MTHS	Unit	Extended	Less E-Rate Disco of 50%	Unit	Extended	Less E-Rate Disco of 50%	SUDDENLINK	WIRESTAR		
2 5.0 Gbps Internet Access Service	12	\$3,299.00	\$39,588.00	\$19,794.00	\$2,900.00	\$34,800.00	\$17,400.00	35	40		
3 6.0 Gbps Internet Access Service	12	\$3,793.00	\$45,516.00	\$22,758.00	\$3,360.00	\$40,320.00	\$20,160.00	35	40		
4 7.0 Gbps Internet Access Service	12	\$4,218.00	\$50,616.00	\$25,308.00	\$3,780.00	\$45,360.00	\$22,680.00	36	40		
5 8.0 Gbps Internet Access Service	12	\$4,481.00	\$53,772.00	\$26,886.00	\$4,160.00	\$49,920.00	\$24,960.00	37	40		
6 9.0 Gbps Internet Access Service	12	\$4,778.00	\$57,336.00	\$28,668.00	\$4,500.00	\$54,000.00	\$27,000.00	38	40		
7 10.0 Gbps Internet Access Service	12	\$5,013.00	\$60,156.00	\$30,078.00	\$4,800.00	\$57,600.00	\$28,800.00	38	40		
8 11.0 Gbps Internet Access Service	12	\$5,149.00	\$61,788.00	\$30,894.00	\$5,170.00	\$62,040.00	\$31,020.00	40	40		
9 12.0 Gbps Internet Access Service	12	\$5,266.00	\$63,192.00	\$31,596.00	\$5,520.00	\$66,240.00	\$33,120.00	40	38		
10 13.0 Gbps Internet Access Service	12	\$5,472.00	\$65,664.00	\$32,832.00	\$5,850.00	\$70,200.00	\$35,100.00	40	37		
11 14.0 Gbps Internet Access Service	12	\$5,646.00	\$67,752.00	\$33,876.00	\$6,160.00	\$73,920.00	\$36,960.00	40	37		
12 15.0 Gbps Internet Access Service	12	\$5,792.00	\$69,504.00	\$34,752.00	\$6,450.00	\$77,400.00	\$38,700.00	40	36		
13 16.0 Gbps Internet Access Service	12	no bid	\$0.00	\$0.00	\$6,720.00	\$80,640.00	\$40,320.00	0	40		
14 17.0 Gbps Internet Access Service	12	no bid	\$0.00	\$0.00	\$6,970.00	\$83,640.00	\$41,820.00	0	40		
15 18.0 Gbps Internet Access Service	12	no bid	\$0.00	\$0.00	\$7,200.00	\$86,400.00	\$43,200.00	0	40		
16 19.0 Gbps Internet Access Service	12	no bid	\$0.00	\$0.00	\$7,410.00	\$88,920.00	\$44,460.00	0	40		
17 20.0 Gbps Internet Access Service	12	\$6,920.00	\$83,040.00	\$41,520.00	\$7,600.00	\$91,200.00	\$45,600.00	40	36		