College Station Independent School District

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

9304 ROCK PRAIRIE ROAD, COLLEGE STATION, TX. 77845
(979) 764-5408 * FAX (979) 694-5636

PURCHASING OFFICE

INTER-DEPARTMENTAL MEMO

DATE: April 30, 2020

TO: Mike Martindale, Superintendent

FROM: Carmella Shafer, Director of Purchasing

SUBJECT: Internal Connections – E-Rate Category 2 Network Equipment Quote 2020-04

As part of the 2015 Bond program, network equipment at eight campuses in the district has been identified for replacement. Request for quote 2020-04, Internal Connections Category 2 Network Equipment was issued via the Universal Service Administrative Company Schools and Library Program, E-Rate portal BEAR form 470 on March 30, 2020, with a due date of April 27, 2020. Eight vendors responded to the request for quotes, which opened April 27, 2020, at 11 a.m. Four vendors responded with complete quotes.

Staff from the Technology and Purchasing Department scored each response and Layer 3 Communications received the highest score on the evaluation matrix and is the lowest proposal for the equipment requested.

Layer 3 Communications quote is based on DIR purchasing cooperative contract DIR-TSO-4231. Department of Information Resources (DIR) is an agency of the State of Texas that has established contracts with vendors for technology-related products and services. DIR contracts have been competitively bid and meet the competitive bid requirements stipulated in Texas Government Code, Section 791.025.

It is the recommendation of Carmella Shafer, Director of Purchasing and David Hutchison, Director of Technology that the district purchases the Aruba Network equipment from Layer 3 Communications for $500,751.09 with 2015 bond funds, pending E-Rate reimbursement approval.

Carmella Shafer, Director of Purchasing

David Hutchison, Director of Technology

Carmella Shafer, RTSBA
Director for Purchasing
(979) 764-5408

9304 Rock Prairie Rd.
College Station, TX 77845
979-764-5400 -- www.csisd.org

Mike Martindale
Superintendent of Schools

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT

REQUEST FOR QUOTE 2020-04 – INTERNAL CONNECTIONS CAT 2 NETWORK EQUIPMENT

Item Evaluated

	Internal Wirless Network Connections Cat 2 Network Equipment	AVINEXT	DICE COMM	LAYER 3	NETRIX
1.0	Price: $500,751.09 / _____ x 50 = **(0-50)**	10.35	7.71	15.00	5.91
	(Lowest Price) (Proposers Price) (Maximum Points)				
2.0	The reputation of the vendor and of the vendor's goods and/or services				
	(0-10) =	28	15	28	15
3.0	Quality of the vendor's goods or services including print devices, supplies, software and service;				
	(0-10)=	28	22	28	28
4.0	Extent to which the goods or services meet the District's needs as defined in this RFP;				
	(0-10)=	29	22	29	29
5.0	The vendor's past relationship with the district				
	(0-10) =	28	15	28	15
6.0	The total long-term cost to the district to acquire the vendor's goods or services;				
	(0-9) =	28	21	28	24
7.0	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses: small, minority owned or labor surplus area firms				
	(0-1) =	3	3	3	3
8.0	For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: A) Has its principal place of business in this state; or B) Employs at least 500 persons in this state;				
	(0-0) =	0	0	0	0
	Sum of Points by Contractor (Sum of above 600 Max.)=	154.35	105.71	159.00	119.91

Recommended Vendor:

LAYER 3

EVALUATORS:

CARMELLA SHAFER, DAVID HUTCHISON, KEITH SLAUGHTER

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT
REQUEST FOR QUOTE 2020-04 – INTERNAL CONNECTIONS CAT 2 NETWORK EQUIPMENT

	Item Evaluated	AVINEXT	DICE COMM	LAYER 3	NETRIX
1.0	Price: $500,751.09 / _____ x 50 = (0-50) (Lowest Price) (Proposers Price) (Maximum Points)	3.45	2.57	5.00	1.97
2.0	The reputation of the vendor and of the vendor's goods and/or services				
	(0-10) =	10	5	10	5
3.0	Quality of the vendor's goods or services including print devices, supplies, software and service;				
	(0-10)=	10	10	10	10
4.0	Extent to which the goods or services meet the District's needs as defined in this RFP;				
	(0-10)=	10	7	10	10
5.0	The vendor's past relationship with the district				
	(0-10) =	10	5	10	5
6.0	The total long-term cost to the district to acquire the vendor's goods or services;				
	(0-9) =	10	7	10	6
7.0	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses: small, minority owned or labor surplus area firms				
	(0-1) =	1	1	1	1
8.0	For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: A) Has its principal place of business in this state; or B) Employs at least 500 persons in this state;				
	(0-0) =	0	0	0	0
	Sum of Points by Vendor (Sum of above 100 Max.)=	54.45	37.57	56.00	38.97

Recommended Vendor:

EVALUATOR:

CARMELLA SHAFER **Date: Tuesday, April 28, 2020**

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT

REQUEST FOR QUOTE 2020-04 – INTERNAL CONNECTIONS CAT 2 NETWORK EQUIPMENT

	Item Evaluated	AVINEXT	DICE COMM	LAYER 3	NETRIX
1.0	Price: $500,751.09 / _____ x 50 = (0-50)	3.45	2.57	5.00	1.97
	(Lowest Price) (Proposers Price) (Maximum Points)				
2.0	The reputation of the vendor and of the vendor's goods and/or services				
	(0-10) =	9	5	9	5
3.0	Quality of the vendor's goods or services including print devices, supplies, software and service;				
	(0-10)=	9	6	9	9
4.0	Extent to which the goods or services meet the District's needs as defined in this RFP;				
	(0-10)=	9	7	9	9
5.0	The vendor's past relationship with the district				
	(0-10) =	9	5	9	5
6.0	The total long-term cost to the district to acquire the vendor's goods or services;				
	(0-9) =	9	7	9	9
7.0	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses: small, minority owned or labor surplus area firms				
	(0-1) =	1	1	1	1
8.0	For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: A) Has its principal place of business in this state; or B) Employs at least 500 persons in this state;				
	(0-0) =	0	0	0	0
	Sum of Points by Vendor (Sum of above 100 Max.)=	49.45	33.57	51.00	39.97

Recommended Vendor:

EVALUATOR:

DAVID HUTCHISON **Date: Tuesday, April 28, 2020**

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT

REQUEST FOR QUOTE 2020-04 – INTERNAL CONNECTIONS CAT 2 NETWORK EQUIPMENT

	Item Evaluated	AVINEXT	DICE COMM	LAYER 3	NETRIX
1.0	Price: $500,751.09 / _____ x 50 = (0-50)	3.45	2.57	5.00	1.97
	(Lowest Price) (Proposers Price) (Maximum Points)				
2.0	The reputation of the vendor and of the vendor's goods and/or services				
	(0-10) =	9	5	9	5
3.0	Quality of the vendor's goods or services including print devices, supplies, software and service;				
	(0-10)=	9	6	9	9
4.0	Extent to which the goods or services meet the District's needs as defined in this RFP;				
	(0-10)=	10	8	10	10
5.0	The vendor's past relationship with the district				
	(0-10) =	9	5	9	5
6.0	The total long-term cost to the district to acquire the vendor's goods or services;				
	(0-9) =	9	7	9	9
7.0	The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses: small, minority owned or labor surplus area firms				
	(0-1) =	1	1	1	1
8.0	For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: A) Has its principal place of business in this state; or B) Employs at least 500 persons in this state;				
	(0-0) =	0	0	0	0
	Sum of Points by Vendor (Sum of above 100 Max.)=	50.45	34.57	52.00	40.97

Recommended Vendor:

EVALUATOR

KEITH SLAUGHTER

Date: Tuesday, April 28, 2020

Co-Op Quote 2020-04-Internal Connections **4/28/2020 BID TABULATION**

Aruba Equipment or **Equivalent** E-Rate Product Bid Sheet

Vendor Name:

***Only Responses in Excel Format Will be Considered

Please provide unit costs per unit when purchasing in different quantities. If unit costs remair

			AVINEXT			DICE COMM.			LAYER 3		NETRIX	
Item Name	Description	Anticipated Qty to Purchase in 2020	UNIT PRICE	EXT PRICE	NOTES	UNIT PRICE	EXT PRICE	NOTES	UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE
J9150D	Aruba 10G SFP+ LC SR 300m MMF Transceiver	56	400.00	$ 22,400.00	Plenty of Stock	50.11	$ 2,806.16	Third Party	270.30	$ 15,136.80	395.00	$ 22,120.00
J9151E	Aruba 10G SFP+ LC LR 10km SMF Transceiver	21	1,125.00	$ 23,625.00	Plenty of Stock	93.05	$ 1,954.05	Third Party	761.50	$ 15,991.50	1,375.00	$ 28,875.00
J9153D	Aruba 10G SFP+ LC ER 40km SMF Transceiver	1	3,627.00	$ 3,627.00	Plenty of Stock	422.31	$ 422.31	Third Party	2,456.00	$ 2,456.00	4,520.00	$ 4,520.00
J9281D	Aruba 10G SFP+ to SFP+ 1m DAC Cable	1	40.00	$ 40.00	Plenty of Stock	48.39	$ 48.39	Third Party	27.29	$ 27.29	56.00	$ 56.00
J9772A#ABA	ARUBA 2530 48G POE+ SWITCH	19	1,289.00	$ 24,491.00	Plenty of Stock	1,835.38	$ 34,872.22		1,367.00	$ 25,973.00	1,595.00	$ 30,305.00
R0X26A	Aruba 6405 Switch w/ 2 Fan Trays and 1 Mgmt Mod	34	5,181.00	$176,154.00	Limited Produc	7,373.75	$ 250,707.50		3,509.00	$119,306.00	9,430.00	$ 320,620.00
R0X27A	Aruba 6410 Switch w/ 4 fan Trays and 1 Mgmt Mod	1	9,020.00	$ 9,020.00	Limited Produc	12,836.19	$ 12,836.19		6,107.50	$ 6,107.50	16,415.00	$ 16,415.00
R0X35A	Aruba 6400 1800W Power Supply with C16 Inlet Adapter	74	959.00	$ 70,966.00	Limited Produc	1,365.06	$ 101,014.44		649.50	$ 48,063.00	1,745.00	$ 129,130.00
R0X35A ABA	INCLUDED: Power Cord - U.S. localization	74	-	$ -	US Power Cord	-	$ -		Incl. ($0.0	$ -	-	$ -
R0X38B	Aruba 6400 48p 1GbE CL4 PoE Module	70	3,454.00	$241,780.00	Limited Produc	4,915.65	$ 344,095.50		2,339.00	$163,730.00	6,285.00	$ 439,950.00
R0X39B	Aruba 6400 48p 1GbE CL4 PoE 4SFP56 Module	40	3,838.00	$153,520.00	Limited Produc	5,641.89	$ 225,675.60		2,599.00	$103,960.00	6,985.00	$ 279,400.00
				$725,623.00			**$ 974,432.36**			**$500,751.09**		**$ 1,271,391.00**