

**RFP 16MISC5**  
**INSTALLATION OF DATA NETWORK CABLING TO: FREDERICK COUNTY PUBLIC SCHOOLS AND**  
**FREDERICK COMMUNITY COLLEGE**

**FACT SHEET**

- A. **Overview:** This recommendation is to establish contracts with qualified contractors to furnish all labor, supervision, materials, and incidentals necessary for low voltage installations of data network cabling for a complete and finished project for Frederick County Public Schools (FCPS) and Frederick Community College (FCC).

1. **Request for Proposals participation:**

40 companies notified  
17 companies submitted Request for Proposals

2. **Request for Proposals were received from:**

24/7 Computer Doctors, LLC (Glen Burnie, MD)  
Advantage Telecom, Inc. (Emmitsburg, MD)  
Caton Communications Group, Inc. (Baltimore, MD)  
CDW Government, LLC (Herndon, VA)  
Communication Technologies & Consulting, LLC (Germantown, MD)  
Compudata Systems, Inc. (Bowie, MD)  
Decisive Communications, Inc. (Ijamsville, MD)  
FiberPlus, Inc. (Jessup, MD)  
Harbor City Corporation dba: ACC Telecom (Columbia, MD)  
**High Performance Cabling Corporation (Hagerstown, MD)**  
KSC Consultant Services, LLC (Olney, MD)  
Madlex Communications, Inc. (Baltimore, MD)  
**SCD Information Technology, LLC (Columbia, MD)**  
Systems Application & Technologies, Inc. dba: SA-TECH (Largo, MD)  
Technical Specialties, Inc. (Lanham, MD)  
**Tissa Enterprises, Inc. dba: TEI Construction/Electrical (Frederick, MD)**  
T.L. Garden & Associates, Inc. dba: Life Safety Solutions Integrators (Manassas, VA)

3. **Other Facts:**

- The contract term will be effective from the date of award through December 31, 2017. FCPS and FCC retain the right and option to renew this contract for two additional two-year renewal periods. Renewal of this contract will be invoked at the discretion and separate approval of each governing Board.
- Pricing was requested in terms of flat hourly rate for labor and a percentage mark-up over cost for materials. Flat hourly rates and discounts will remain fixed for the life of the contract.
- Work will be performed on an "indefinite quantity" basis. No guarantee of any work is expressed or implied. Orders will be placed only as the needs arise throughout the contract period.
- The contract will be administered by Chris Bohner, Supervisor of IT Infrastructure, Technology Infrastructure for FCPS and Joe Marshall, Executive Director, Network Services Information Technology for FCC.

4. **Source of Funding:** FY16 Approved Operating Budget and contingent upon Board approval of FY17.

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- B. **Recommendation:** Staff recommends that contracts be awarded to High Performance Cabling Corporation (Hagerstown, MD), SCD Information Technology, LLC (Columbia, MD) and Tissa Enterprise, Inc. dba: TEI Construction/Electrical (Frederick, MD), in accordance with the attached request for proposal tabulation.
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C. **Action taken by the Board (Purchasing use only):**

AB	Approved	Denied	Deferred	Other	KM/ab
3/9/16	Date	Date	Date	Date	BOE Meeting: 03.09.16

**RFP 16MISC5, Installation of Data Network Cabling to: FCPS and FCC**

**Scoring Summary**

Vendor	Reviewer 1			Reviewer 2			Reviewer 3			Reviewer 4			Overall Score
	Technical Score	Cost Score	Total Score	Technical Score	Cost Score	Total Score	Technical Score	Cost Score	Total Score	Technical Score	Cost Score	Total Score	
<b>SCD Information</b>	<b>80</b>	<b>13</b>	<b>93</b>	<b>80</b>	<b>18</b>	<b>98</b>	<b>80</b>	<b>19</b>	<b>99</b>	<b>80</b>	<b>17</b>	<b>97</b>	<b>96.75</b>
<b>High Performance Cabling</b>	<b>80</b>	<b>14</b>	<b>94</b>	<b>80</b>	<b>17</b>	<b>97</b>	<b>80</b>	<b>16</b>	<b>96</b>	<b>80</b>	<b>16</b>	<b>96</b>	<b>95.75</b>
<b>Tissa Enterprises</b>	<b>80</b>	<b>10</b>	<b>90</b>	<b>80</b>	<b>13</b>	<b>93</b>	<b>80</b>	<b>13</b>	<b>93</b>	<b>80</b>	<b>13</b>	<b>93</b>	<b>92.25</b>
FiberPlus, Inc.	60	10	70	80	12	92	80	13	93	80	12	92	86.75
Computata Systems	65	20	85	60	20	80	60	20	80	60	19.5	79.5	81.125
Technical Specialties	75	10	85	60	16	76	60	17	77	70	16.5	86.5	81.125
Systems Applications & Tech	40	11	51	70	14	84	80	15	95	70	15	85	78.75
Communication Technologies & Consulting	80	12	92	60	12	72	60	13	73	65	10.5	75.5	78.125
CDW Government	55	7	62	80	3	83	80	3	83	80	4	84	78
Decisive Communications	60	8	68	60	6	66	60	6	66	60	6	66	66.5
Advantage Telecom	20	12	32	20	14	34	20	14	34	20	12	32	33
Caton Communications	70	15	85	0	15	15	0	15	15	0	15	15	32.5
Harbor City dba ACC Telecom	20	4	24	10	6	16	0	7	7	50	5	55	25.5
Madiex Comm.	15	10	25	10	10	20	10	11	21	20	11	31	24.25
24/7 Computer Doctors	40	4	44	10	4	14	10	5	15	14	3.5	17.5	22.625
KSC Consultant Services	20	6	26	10	7	17	10	8	18	10	8	18	19.75

Technical Score = 80 Points

Cost Score = 20 Points

Minimum Qualifications:
maintain a permanent place of business within Maryland or the surrounding states of Virginia, West Virginia, Pennsylvania or the District of Columbia;
be certified to do business in Maryland as evidenced by a state of Maryland License;
have been in the low voltage cable installation (of data and video equipment) business for at least five years;
have the ability to provide computerized design documents;
have a minimum bonding capacity of \$500,000 dollars;
meet and maintain FCPS minimum insurance requirements;
have successfully completed at least five cable installation projects within the last three years that were 150 drops or more.
have experience with school systems in Maryland or the surrounding states of Virginia, West Virginia, Pennsylvania or the District of Columbia;
demonstrate to the satisfaction of FCPS that employees who will be used on any FCPS project are properly trained, certified and experienced in low voltage network cable installation and inspection services;
submit to FCPS and receive approval of the General Application and W-9 document prior to award

Additional criteria:
Business Operations
Policies/Procedures for quality Workmanship
Financial
Submission of Requested Documents and Completeness of Responses
References
Other information requested in the Contractor's Questionnaire

**RFP 16MISC5, INSTALLATION OF DATA NETWORK CABLING TO: FCPS FCC**  
**RFP TABULATION**

	<u>24/7 Computer Doctors, LLC</u>	<u>Advantage Telecom, Inc.</u>	<u>Caton Communicat ions</u>	<u>CDW Government, LLC</u>	<u>Communication Technolgies &amp; Consulting</u>	<u>Compudata Systems, Inc.</u>	<u>Decisive Comm., Inc.</u>	<u>FiberPlus , Inc.</u>	<u>Harbor City dba: ACC Telecom</u>	<u>High Performance Cabling Corp.</u>	<u>KSC Consultant Services, LLC</u>	<u>Madlex Comm., Inc.</u>	<u>SCD Information Tech., LLC</u>	<u>Systems Application &amp; Tech., Inc. dba SA-TECH</u>	<u>Technical Specialties, Inc.</u>	<u>Tissa Enterprises, Inc. dba TEI Construction</u>
<b>I. FEE STRUCTURE FOR SERVICES:</b>																
Regular Hourly Labor Rate per person:	\$ 145.00	\$ 43.50	\$ 33.00	\$ 89.65	\$ 40.00	\$ 29.00	\$ 69.95	\$ 53.42	\$ 150.00	\$ 40.00	\$ 75.00	\$ 55.00	\$ 38.00	\$ 55.00	\$ 50.00	\$ 52.00
Regular Hourly Labor Rate - Off Hours:	\$ 185.00	\$ 65.25	\$ 49.50	\$ 89.65	\$ 60.00	\$ 33.00	\$ 94.95	\$ 72.36	\$ 200.00	\$ 50.00	\$ 150.00	\$ 82.50	\$ 57.00	\$ 58.00	\$ 75.00	\$ 78.00
Materials Cost Plus Mark-up for other materials not specified:	5%	12%	2%	\$ -	20%	3%	10.50%	14.47%	1.05%	15%	15%	\$ -	5%	6%	5%	15%
<b>II. UNIT PRICES:</b>																
CAT 5e Cable - Plenum (per LF):	\$ 1.86	\$ 0.20	\$ 0.67	SEE BID	\$ 0.18	\$ 0.13	\$ 2.20	\$ 0.20	\$200.00 (per	\$ 0.19	\$ 0.28	\$ 0.20	\$ 0.19	\$ 0.42	\$ 0.14	\$ 0.18
CAT 5e Cable - Non-Plenum (per LF):	\$ 1.46	\$ 0.12	\$ 0.60	\$ -	\$ 0.14	\$ 0.09	\$ 1.10	\$ 0.14	\$175.00 (per	\$ 0.13	\$ 0.28	\$ 0.14	\$ 0.13	\$ 0.30	\$ 0.09	\$ 0.15
CAT 5e Cable - Plenum (per LF):	\$ 2.09	\$ 0.28	\$ 0.75	\$ -	\$ 0.33	\$ 0.26	\$ 2.65	\$ 0.28	\$315.00 (per	\$ 0.24	\$ 0.48	\$ 0.30	\$ 0.28	\$ 0.46	\$ 0.21	\$ 0.25
CAT 5e Cable - Non-Plenum (per LF):	\$ 1.96	\$ 0.18	\$ 0.65	\$ -	\$ 0.27	\$ 0.12	\$ 1.52	\$ 0.22	\$300.00 (per	\$ 0.17	\$ 0.48	\$ 0.19	\$ 0.21	\$ 0.38	\$ 0.13	\$ 0.19
Patch Panels:	\$ 880.00	(CAT5e) \$176.17 (CAT6)	\$ 127.05	\$ -	\$10.46 (see bid)	\$ 16.00	\$ 258.42	\$ 178.36	\$ 75.00	\$ 112.00	Pricing per job - SEE BID	SEE BID	\$71.40 (CAT5e) \$111.83(CAT	\$ 284.84	\$ 191.51	\$ 362.25
Hangers	\$ 3.00	\$ 3.30	\$ 1.11	\$ -	\$ 3.48	\$ 1.10	\$ 9.99	\$ 5.03	\$ 100.00	\$ 1.18	job - SEE BID	\$ 3.98	\$ 2.37	\$ 1.53	\$ 2.19	\$ 2.25
Racks:	\$ 1,418.00	\$ 171.37	\$ 210.02	\$ -	\$ 138.00	\$ 89.00	\$ 149.49	\$ 316.71	\$ 225.00	\$ 147.00	job - SEE BID	\$ 159.00	\$ 126.00	\$ 151.12	\$ 130.36	\$ 138.00
Trays:	\$ 158.00	\$ 10.94	\$ 9.48	\$ -	\$ 85.20	\$ 9.00	\$ 185.99	\$ 113.94	\$ 85.00	\$ 90.00	job - SEE BID	SEE BID	\$ 73.50	\$ 23.02	\$ 78.23	\$ 105.00
Fire Patching:	\$ 56.00	\$ 19.00	\$ 23.00	\$ -	\$ 30.00	\$ 2.00	\$ 16.07	\$ 31.56	\$ 41.00	\$ 8.50	Pricing per job - SEE BID	\$ 26.50	\$ 25.00	\$ 26.56	\$ 61.24	\$ 25.00
Wire Management:	\$ 189.00	\$ 39.59	\$ 33.02	\$ -	\$ 33.60	\$ 2.00	\$ 42.40	\$ 85.28	\$ 61.00	\$ 42.00	Pricing per job - SEE BID	SEE BID	\$ 38.00	\$ 61.12	\$ 37.68	\$ 41.50
Grounding and Bonding Equipment:	\$ 195.00	\$ 3.14	\$ 134.10	\$ -	\$ 145.00	\$ 12.00	\$ 24.95	\$ 184.91	\$ 175.00	\$ 1.35	Pricing per job - SEE BID	\$ 2.57	\$ 50.00	\$ 26.89	\$ 12.60	\$ 30.00