



BoardDocs Cover Page

(Due to final Cabinet-level approval on Monday at noon, 2+ weeks prior to BOE meeting date)

Meeting Date:	June 14, 2017		
Agenda Session: (Category)	<input type="checkbox"/> Closed <input type="checkbox"/> Public Hearing	<input type="checkbox"/> Regular (Information, Reports, System Recognitions) <input checked="" type="checkbox"/> Work Session (Bids, former F&F items)	
Title (Subject):	Bid 17MISC8, Avaya Voice System Maintenance		
Access:	<input type="checkbox"/> Private <input checked="" type="checkbox"/> Public		
Type:	<input checked="" type="checkbox"/> Action (e.g., bids) <input type="checkbox"/> Action/Consent (e.g., staffing, grants over \$25k) <input type="checkbox"/> Discussion <input type="checkbox"/> Information (e.g., grants under \$25k) <input type="checkbox"/> Report		
Aspirational Goals: (May select multiple)	<input type="checkbox"/> 1-Student Achievement <input type="checkbox"/> 2-Effective and Engaged Staff <input checked="" type="checkbox"/> 3-Resource Allocation <input type="checkbox"/> 4-Family and Community Involvement <input type="checkbox"/> 5-Health and Safety		
Recommended Action:	Board approval of Bid 17MISC8, Avaya Voice System Maintenance		
Backup Documents:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO If yes, how many? <u>1</u> Submitted: <input checked="" type="checkbox"/> Herewith <input type="checkbox"/> Later <input type="checkbox"/> Both Is one a PowerPoint (PPT): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Comment: _____		
Immediately following receipt of an email confirmation that this item has been approved by the Superintendent, the person posting this agenda topic to BoardDocs is responsible for emailing the approved PPT to tim.dean@fcps.org.			

PURPOSE OF PRESENTATION: Staff has reviewed the attached contract and recommends approval by the Board of Education of Frederick County.

BACKGROUND/SUMMARY: This recommendation is to establish a contract for maintenance of the Frederick County Public Schools voice system (Avaya).

PRESENTER(S) & TITLE(S):

Bill Meekins, CPPB, CSBO, CPCP, Purchasing Agent

Chris Bohner, Supervisor of IT Infrastructure, Technology Infrastructure

SUBMITTED BY:

Stephen P. Starmer, C.P.M., CSBA, Purchasing Manager

Leslie R. Pellegrino, Chief Financial Officer

BID 17MISC8
AVAYA VOICE SYSTEM MAINTENANCE

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for the maintenance of the Frederick County Public Schools (FCPS) voice system (Avaya). Bids were opened on April 27, 2017.

1. **Bid participation:**

33 proposals downloaded
4 companies submitted a bid

2. **Bids were received from:**

Carousel Industries of North America, Inc. (Phoenix, MD)
ConvergeOne, Inc. (Eagan, MN)
Optivor Technologies, LLC (Annapolis Junction, MD)
Sharp Communications Services, Inc. (Elkridge, MD)

3. **Other facts:**

- This contract will cover monitoring, technical support and software upgrades.
- The contract term will be effective from July 1, 2017 through June 30, 2022.
- Approximately \$256,000 was spent in FY16.
- Bids were solicited for a three and five year term. All bid vendors acknowledged, after bid opening, that the bid submissions for a five year term with Avaya would need to be prepaid. FCPS asked for revised five year pricing from all vendors on a non-prepaid basis.
- This contract will be administered by Chris Bohner, Supervisor of IT Infrastructure, Technology Infrastructure.

4. **Source of funding:** FY17 Approved Operating Budget and contingent upon Board approval of FY18, FY19, FY21, and FY22 Operating Budget Board approval.

B. **Recommendation:** Staff recommends that Bid 17MISC8, Avaya Voice System Maintenance, be awarded to Optivor Technologies, LLC of Annapolis Junction, MD, at a total cost of \$204,679.78 per year, per the attached bid tabulation.

C. **Action taken by the Board (Purchasing use only):**

<u>AB</u> Approved	_____ Denied	_____ Deferred	_____ Other	BM/ab
<u>6.14.17</u> Date	_____ Date	_____ Date	_____ Date	BOE Mtg.: 06.14.17

BID 17MISC8, AVAYA VOICE SYSTEM MAINTENANCE
BID TABULATION

		<u>CAROUSEL INDUSTRIES</u>			<u>CONVERGEONE, INC.</u>			<u>OPTIVOR TECHNOLOGIES</u>			<u>SHARP COMMUNICATION</u>		
		LUMP SUM (1 YR. - BASED ON A 3 YR. TERM)	LUMP SUM (1 YR. - BASED ON A 5 YR. TERM) {Pre-Paid}	LUMP SUM (5 YR. - BASED ON A 1 YR. TERM)	LUMP SUM (1 YR. - BASED ON A 3 YR. TERM)	LUMP SUM (1 YR. - BASED ON A 5 YR. TERM) {Pre-Paid}	LUMP SUM (5 YR. - BASED ON A 1 YR. TERM)	LUMP SUM (1 YR. - BASED ON A 3 YR. TERM)	LUMP SUM (1 YR. - BASED ON A 5 YR. TERM) {Pre-Paid}	LUMP SUM (5 YR. - BASED ON A 1 YR. TERM)	LUMP SUM (1 YR. - BASED ON A 3 YR. TERM)	LUMP SUM (1 YR. - BASED ON A 5 YR. TERM) {Pre-Paid}	LUMP SUM (5 YR. - BASED ON A 1 YR. TERM)
1.	AVAYA PREFERRED SUPPORT ADVANTAGE (24x7); HARDWARE NEXT BUSINESS DAY WITH UPGRADE ADVANTAGE - MAIN PLATFORM (SEE ATTACHED LIST OF ACCOUNT 2803718)	\$ 245,082.00	\$ 1,102,872.60	\$ 264,677.69	Release 6 \$281,174.80	Release 6 \$1,405,874.00	\$ 274,464.36	\$ 200,295.96	\$ 195,455.88	\$ 197,431.92	\$ 301,294.80	\$ 271,897.08	No Bid
1.	AVAYA PREFERRED SUPPORT ADVANTAGE (24x7); HARDWARE NEXT BUSINESS DAY WITH UPGRADE ADVANTAGE - MAIN PLATFORM (SEE ATTACHED LIST OF ACCOUNT 2803718)				Release 7 \$231,082.00	Release 7 \$1,155,410.00							
1A.	HARDWARE SUPPORT FOR CM SERVERS PER YEAR	\$	\$		Release 6 \$7,296.00	Release 6 \$36,480.00	\$ 3,809.52	\$ 3,119.52	\$ 3,018.96	\$ 3,043.68	\$ 7,296.00	\$ 6,566.40	No Bid
1A.	HARDWARE SUPPORT FOR CM SERVERS PER YEAR	\$	\$		Release 7 \$7,296.00	Release 7 \$36,480.00		\$	\$		\$	\$	
1B.	HARDWARE SUPPORT FOR CM GATEWAY PER YEAR	\$	\$		Release 6 \$3,120.00	Release 6 \$15,600.00		\$	\$		\$	\$	
1B.	HARDWARE SUPPORT FOR CM GATEWAY PER YEAR	\$	\$		Release 7 \$3,120.00	Release 7 \$15,600.00		\$	\$		\$	\$	
2.	AVAYA PREFERRED SUPPORT ADVANTAGE (24x7); HARDWARE NEXT BUSINESS DAY WITH UPGRADE ADVANTAGE - ESS PLATFORM (SEE ATTACHED LIST OF ACCOUNT 3712203)	\$ 1,560.00	\$ 7,020.00		\$ -	\$ -	\$ -	\$ 1,622.16	\$ 1,570.08	\$ 1,594.08	\$ 1,560.00	\$ 1,404.00	No Bid
2A.	HARDWARE SUPPORT FOR CM SERVERS PER YEAR	\$	\$		Release 6 \$2,592.00	Release 6 \$12,960.00	\$ 1,904.76	\$ 2,695.44	\$ 2,608.32	\$ 2,610.10	\$ 6,000.00	\$ 5,400.00	No Bid
2A.	HARDWARE SUPPORT FOR CM SERVERS PER YEAR	\$	\$		Release 7 \$2,592.00	Release 7 \$12,960.00		\$	\$		\$	\$	
2B.	HARDWARE SUPPORT FOR CM GATEWAYS PER YEAR	\$	\$		Release 6 \$1,560.00	Release 6 \$7,800.00		\$	\$		\$	\$	
2B.	HARDWARE SUPPORT FOR CM GATEWAYS PER YEAR	\$	\$		Release 7 \$1,560.00	Release 7 \$7,800.00		\$	\$		\$	\$	
TOTAL:				\$ 264,677.69			\$ 280,178.64			\$ 204,679.78			