



BoardDocs Cover Page

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

Meeting Date:	October 10, 2018	
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):	RFP 18MISC16, Dark/Lit Services	
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 RFP 18MISC16, Dark/Lit Services	
Backup Documents:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO If yes, how many? <u>1</u> Is one a PowerPoint (PPT): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	Submitted: <input checked="" type="checkbox"/> Herewith <input type="checkbox"/> Later <input type="checkbox"/> Both 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 qualify vendors to provide Dark Fiber Services (Leased or Indefeasible Right of Use) or fully managed Wide Area Network (WAN) services (Lit Fiber services) to meet the increasing bandwidth requirements of Frederick County Public Schools.

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

RFP 18MISC16
DARK/LIT SERVICES

FACT SHEET

- A. **Overview:** This recommendation is to qualify vendors to provide Dark Fiber Services (Leased or Infeasible Right of Use) or fully managed Wide Area Network (WAN) services (Lit Fiber services) to meet the increasing bandwidth requirements of Frederick County Public Schools (FCPS). Proposals were received on August 28, 2018.
1. **RFP participation:**
 - 54 proposals downloaded
 - 2 companies submitted a proposal
 2. **Proposals were received from:**
 - Comcast Business Communications, LLC (Philadelphia, PA)**
 - Zayo Group, Inc. (Boulder, CO)
 3. **Other facts:**
 - The contract term will be effective from date of award through July 31, 2028, with two one-year renewal options available.
 - All prices are to remain firm through the initial contract period.
 - FCPS intends to seek E-Rate reimbursements for all E-Rate eligible products and services.
 - Selection was based on a total score of each vendor's technical and cost proposals.
 - Staff is recommending the dark fiber solution only, based on the technical and the cost proposal received.
 - This contract will be administered by Chris Bohner, Supervisor of IT Infrastructure, Technology Infrastructure.
 4. **Source of Funding:** FY19 Approved Operating Budget and contingent upon Board Approval of FY20 - FY29 Operating Budgets.
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- B. **Recommendation:** Staff recommends the contract for 18MISC16, Dark/Lit Services, be awarded to Comcast Business Communications (Philadelphia, PA), per the attached Tabulation.
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C. **Action taken by the Board (Purchasing use only):**

<u>AB</u>	Approved	<u> </u>	Denied	<u> </u>	Deferred	<u> </u>	Other	BM/avb
<u>10.10.18</u>	Date	<u> </u>	Date	<u> </u>	Date	<u> </u>	Date	BOE Mtg.: 10.10.18

**BID 18MISC16, DARK LIT SERVICES
SCORING SUMMARY**

<u>DARK SERVICES</u>	TECH SCORE AVERAGE = 60 POINTS MAX	COST SCORE = 40 POINTS MAX	TOTAL SCORE = 100 POINTS
Comcast	43.5	40.0	83.5
Zayo	43.0	17.8	60.8
<u>LIT SERVICES</u>			
Comcast	26.5	0.0	26.5
Zayo	42.0	40.0	82.0

**RFP 18MISC16, DARK/LIT SERVICES
TABULATION**

Comcast			Zayo		
<u>Year</u>	<u>Lit Fiber</u>	<u>Leased Dark Fiber, Operations, and Equipment or Infeasible Right of Use (IRU), Operations and Equipment</u>	<u>Year</u>	<u>Lit Fiber</u>	<u>Leased Dark Fiber, Operations, and Equipment or Infeasible Right of Use (IRU), Operations and Equipment</u>
1	\$ -	\$ 412,020.60	1	\$ 10,794,126.00	\$ 8,053,022.00
2	\$ -	\$ 412,020.60	2	\$ 429,000.00	\$ 132,000.00
3	\$ -	\$ 412,020.60	3	\$ 429,000.00	\$ 132,000.00
4	\$ -	\$ 412,020.60	4	\$ 429,000.00	\$ 132,000.00
5	\$ -	\$ 412,020.60	5	\$ 429,000.00	\$ 132,000.00
6	\$ -	\$ 412,020.60	6	\$ 429,000.00	\$ 132,000.00
7	\$ -	\$ 412,020.60	7	\$ 429,000.00	\$ 132,000.00
8	\$ -	\$ 412,020.60	8	\$ 429,000.00	\$ 132,000.00
9	\$ -	\$ 412,020.60	9	\$ 429,000.00	\$ 132,000.00
10	\$ -	\$ 412,020.60	10	\$ 429,000.00	\$ 132,000.00
11	\$ -	\$ 412,020.60	11	\$ 429,000.00	\$ 132,000.00
12	\$ -	\$ 412,020.60	12	\$ 429,000.00	\$ 132,000.00
		\$ 4,944,247.20		\$ 15,513,126.00	\$ 9,505,022.00