



## BoardDocs Cover Page

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

|  |  |   |
|--|--|---|
| Meeting Date:  | March 11, 2020   |   |
| Agenda Session:<br>(Category)  | <input checked="" type="checkbox"/> Work Session (Bids, former F&F items, etc.)<br><input type="checkbox"/> Closed<br><input type="checkbox"/> Regular, Preliminary Items (System Recognitions)  | <input type="checkbox"/> Regular, Action/Consent<br><input type="checkbox"/> Board Items<br><input type="checkbox"/> Public Hearing   |
| Title (Subject):   | RFP 20MISC5, Blue Heron Fiber Connectivity   |   |
| Access:  | <input type="checkbox"/> Private   | <input checked="" type="checkbox"/> Public  |
| Type:  | <input type="checkbox"/> Business Item<br><input type="checkbox"/> Policy Item<br><input type="checkbox"/> Strategic Plan Item<br><input type="checkbox"/> System Recognition<br><input checked="" type="checkbox"/> Action (e.g., bids, action/consent items)<br><input type="checkbox"/> Consent (e.g., staffing, policies, grants over \$25k) | <input type="checkbox"/> Information (e.g., grants under \$25k)<br><input type="checkbox"/> Discussion<br><input type="checkbox"/> Minutes<br><input type="checkbox"/> Report<br><input type="checkbox"/> Special Agenda Type<br><input type="checkbox"/> Procedure |
| Aspirational Goals:<br>(May select multiple)   | <input type="checkbox"/> 1-Student Achievement<br><input type="checkbox"/> 2-Effective and Engaged Staff<br><input checked="" type="checkbox"/> 3-Resource Allocation  | <input type="checkbox"/> 4-Family and Community Involvement<br><input type="checkbox"/> 5-Health and Safety   |
| Recommended Action:  | Board approval of RFP 20MISC5, Blue Heron Fiber Connectivity   |   |
| Backup Documents:  | <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO If yes, how many? <u>1</u><br>Is one a PowerPoint (PPT): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO<br>Submitted: <input checked="" type="checkbox"/> Herewith <input type="checkbox"/> Later <input type="checkbox"/> Both<br>Comment: _____       |   |
| Immediately following receipt of an email confirmation that this item has been approved by the Superintendent, the person posting this item to BoardDocs is responsible for emailing the approved PPT to <a href="mailto:jeremy.eccard@fcps.org">jeremy.eccard@fcps.org</a> and <a href="mailto:kelly.gordon@fcps.org">kelly.gordon@fcps.org</a> . |  |   |

**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 fiber connectivity to the Blue Heron Elementary School site. FCPS intends to seek E-Rate reimbursements for all E-Rate eligible products and services in this proposal.

**PRESENTER(S) & TITLE(S):**

Bill Meekins CPPB, CPPO, CSBO, CPCP, Purchasing Agent  
 Chris Bohner, Supervisor of IT Infrastructure, Technology Infrastructure

**SUBMITTED BY:**

Kerrie Koopman CPPB, CPPO, Purchasing Manager  
 Leslie R. Pellegrino, Chief Financial Officer

**RFP 20MISC5**  
**BLUE HERON FIBER CONNECTIVITY**

**FACT SHEET**

A. **Overview:** This recommendation is to qualify vendors to provide fiber connectivity to the Blue Heron Elementary School site. Proposals were received on February 26, 2020.

1. **RFP participation:**

75 proposals downloaded  
1 company submitted a proposal

2. **Proposals were received from:**

**Comcast Business Communications, LLC (Philadelphia, PA)**

3. **Other facts:**

- Pricing was received under the following options: leased lit fiber (fully managed), leased dark fiber or self-provisioned fiber. The self-provisioned fiber connection would have been between Blue Heron Elementary School and one of the following locations: Langanore High School, Deer Crossing Elementary School or New Market Elementary School.
- It is anticipated that work may begin on, or around, March 25, 2020. Final construction, with the system fully operational, must be completed no later than June 1, 2021. Failure to meet the completion date will result in the vendor being responsible for reimbursing FCPS all E-rate eligible costs, which currently stand at 50% of special construction costs.
- 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.
- A proposal was received from Cytranet (Mobile, AL), however the proposal was deemed non-responsive. The bid was delivered via email, contained no FCPS bidding documents, and did not address the scope of work.
- Comcast has fiber lines in the area around Blue Heron Elementary School. They have indicated an installation time frame of 60 to 90 days.
- This contract will be administered by Chris Bohner, Supervisor of IT Infrastructure, Technology Infrastructure.

4. **Source of Funding:** FY20 Approved Capital Improvements Projects Budget and contingent upon Board Approval of FY21 Capital Improvements Projects Budget.

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B. **Recommendation:** Staff recommends the contract for 20MISC5, Blue Heron Fiber Connectivity, be awarded to Comcast Business Communications, LLC (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>03.11.20</u> | Date     | <u>          </u> | Date   | <u>          </u> | Date     | <u>          </u> | Date  | BOE Mtg.: 03.11.20 |

**20MISC5, BLUE HERON FIBER CONNECTVITY  
SCORING SUMMARY**

| FIBER CONNECTIVITY SERVICES | TECH SCORE AVERAGE = 60<br>POINTS MAX | COST SCORE = 40<br>POINTS MAX | TOTAL SCORE = 100<br>POINTS |
|-----------------------------|---------------------------------------|-------------------------------|-----------------------------|
| Comcast                     | 47.3                                  | 40.0                          | 87.3                        |

**RFP 20MISC5, BLUE HERON FIBER CONNECTIVITY**  
**TABULATION**

|   | Comcast      | Notes          |
|---|--------------|----------------|
| <b>LEASED – LIT FIBER</b>   |              |                |
| The bidder proposes to furnish all labor, materials, services, and equipment necessary to satisfactorily complete the work described in the accompanying request for proposal documents. Recurring charges incurred post fiber lighting, will be adopted into an agreement effective beyond this RFP.   |              |                |
| Special Construction and Installation costs for Lit Fiber- Lump Sum of:   | \$ • -       |                |
| Basic Installation Charges for Lit Fiber - Lump Sum of:   | \$ 10,000.00 |                |
| Lit Fiber Monthly Recurring Charges - Lump Sum of:  | \$ 4,891.00  | 36 Month Term  |
| <b>LEASED – DARK FIBER</b>  |              |                |
| The bidder proposes to furnish all labor, materials, services, and equipment necessary to satisfactorily complete the work described in the accompanying request for proposal documents. Recurring charges incurred post fiber lighting, will be adopted into an agreement effective beyond this RFP. Leased Dark Fiber Sums shall include all premiums required for proper insurance as specified within this request for quote. Quote rank shall be determined in accordance with the Evaluation Criteria as detailed within this document. |              |                |
| Special Construction and Installation costs for Dark Fiber - Lump Sum of:   | \$ 95,000.00 |                |
| Basic Installation Charges for Dark Fiber - Lump Sum of:  | \$ -         |                |
| Dark Fiber Monthly Recurring Charges - Lump Sum of:   | \$ 581.05    | 120 Month Term |
| <b>SELF-PROVISIONED –DARK FIBER</b>   |              |                |
| The bidder proposes to furnish all labor, materials, services, and equipment necessary to satisfactorily complete the work described in the accompanying request for proposal documents.  |              |                |
| Special Construction and Installation costs for Self-Provisioned Dark Fiber - Lump Sum of:  | N/B          |                |
| Basic Installation Charges for Self-Provisioned Dark Fiber - Lump Sum of:   | N/B          |                |
| If needed, Dark Fiber Monthly Recurring Charges - Lump Sum of:  | N/B          |                |
| Optional – Annual ongoing warranty - Lump Sum of:   | N/B          |                |