**Meeting Date:** March 11, 2020

**Agenda Session:**
- Work Session (Bids, former F&F items, etc.)  
- Regular, Action/Consent
- Regular, Preliminary Items (System Recognitions)  
- Board Items
- Closed

**Title [Subject]:** RFP 20MISC5, Blue Heron Fiber Connectivity

**Access:** Public

**Type:**
- Business Item
- Policy Item
- Strategic Plan Item
- System Recognition
- Action (e.g., bids, action/consent items)
- Consent (e.g., staffing, policies, grants over $25k)
- Information (e.g., grants under $25k)
- Discussion
- Minutes
- Report
- Special Agenda Type
- Procedure

**Aspirational Goals:**
- 1-Student Achievement
- 2-Effective and Engaged Staff
- 3-Resource Allocation
- 4-Family and Community Involvement
- 5-Health and Safety

**Recommended Action:** Board approval of RFP 20MISC5, Blue Heron Fiber Connectivity

**Backup Documents:**
- YES
- If yes, how many? 1
- Submitted: Herewith
- Is one a PowerPoint (PPT): YES
- 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 jeremy.eccard@fcps.org and kelly.gordon@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 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
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: Linganore 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.

---

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.

---

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

<table>
<thead>
<tr>
<th>AB</th>
<th>Approved</th>
<th>Denied</th>
<th>Deferred</th>
<th>Other</th>
<th>BM/avb</th>
</tr>
</thead>
<tbody>
<tr>
<td>03.11.20</td>
<td>Date</td>
<td>Date</td>
<td>Date</td>
<td>Date</td>
<td>BOE Mtg.: 03.11.20</td>
</tr>
<tr>
<td>FIBER CONNECTIVITY SERVICES</td>
<td>TECH SCORE AVERAGE = 60 POINTS MAX</td>
<td>COST SCORE = 40 POINTS MAX</td>
<td>TOTAL SCORE = 100 POINTS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----------------------------</td>
<td>-----------------------------------</td>
<td>-----------------------------</td>
<td>---------------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Comcast</td>
<td>47.3</td>
<td>40.0</td>
<td>87.3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**LEASED – LIT FIBER**

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.

<table>
<thead>
<tr>
<th>Description</th>
<th>Comcast</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Construction and Installation costs for Lit Fiber - Lump Sum of:</td>
<td>$ •</td>
<td>-</td>
</tr>
<tr>
<td>Basic Installation Charges for Lit Fiber - Lump Sum of:</td>
<td>$ 10,000.00</td>
<td></td>
</tr>
<tr>
<td>Lit Fiber Monthly Recurring Charges - Lump Sum of:</td>
<td>$ 4,891.00</td>
<td>36 Month Term</td>
</tr>
</tbody>
</table>

**LEASED – DARK FIBER**

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.

<table>
<thead>
<tr>
<th>Description</th>
<th>Comcast</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Construction and Installation costs for Dark Fiber - Lump Sum of:</td>
<td>$ 95,000.00</td>
<td></td>
</tr>
<tr>
<td>Basic Installation Charges for Dark Fiber - Lump Sum of:</td>
<td>$ -</td>
<td></td>
</tr>
<tr>
<td>Dark Fiber Monthly Recurring Charges - Lump Sum of:</td>
<td>$ 581.05</td>
<td>120 Month Term</td>
</tr>
</tbody>
</table>

**SELF-PROVISIONED – DARK FIBER**

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.

<table>
<thead>
<tr>
<th>Description</th>
<th>Comcast</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Construction and Installation costs for Self-Provisioned Dark Fiber - Lump Sum of:</td>
<td>N/B</td>
<td></td>
</tr>
<tr>
<td>Basic Installation Charges for Self-Provisioned Dark Fiber - Lump Sum of:</td>
<td>N/B</td>
<td></td>
</tr>
<tr>
<td>If needed, Dark Fiber Monthly Recurring Charges - Lump Sum of:</td>
<td>N/B</td>
<td></td>
</tr>
<tr>
<td>Optional – Annual ongoing warranty - Lump Sum of:</td>
<td>N/B</td>
<td></td>
</tr>
</tbody>
</table>