

RFP 22MISC12
INSTALLATION OF DATA NETWORK CABLING

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). Proposals were opened on May 31, 2022.

1. **Proposal participation:**

19 proposals downloaded
4 companies submitted a proposal

2. **Proposals were received from:**

High Performance Cabling, Inc. (Hagerstown, MD)
IT-SEC Networking Consultants LLC dba: iQue Technology (Waldorf, MD)
SCD Information Technology (Columbia, MD)
SYSTCOM, Inc. (Baltimore, MD)

3. **Other Facts:**

- The contract term will be effective from the date of award through June 30, 2024. FCPS retains 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.

4. **Source of Funding:** FY23 Approved Operating Budget and contingent upon FY24 Operating Budget approval.

B. **Recommendation:** Staff recommends that RFP 22MISC12, Installation of Data Network Cabling, be awarded to vendors on the attached bid tabulation sheet, at the indicated rates.

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

<input checked="" type="checkbox"/> Approved	<input type="checkbox"/> Denied	<input type="checkbox"/> Deferred	<input type="checkbox"/> Other	KM/sg
09.28.22 Date	<input type="checkbox"/> Date	<input type="checkbox"/> Date	<input type="checkbox"/> Date	BOE Meeting: 09.28.22

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Scoring Summary

Firm	Technical Score (80 Points Maximum)	Fee Score (20 Points Maximum)	Total Score
SYSTCOM, Inc.	76.67	19.19	95.86
SCD Information Technology	73.00	20.00	93.00
IT-SEC Networking Consultants LLC dba iQue Technology	68.00	12.55	80.55
High Performance Cabling	37.67		

Scoring Criteria

Business Structure	Legal Issues
Experience and Capabilities	Financials
Licensing, Insurance and Bonding	References

Bid Tabulation

	<u>SYSTCOM, Inc.</u>	<u>IT-SEC Networking dba iQue Technology</u>	<u>SCD Information Tech., LLC</u>
I. FEE STRUCTURE FOR SERVICES:			
Regular Hourly Labor Rate per person:	\$ 45.00	\$ 44.40	\$ 59.00
Regular Hourly Labor Rate - Off Hours:	\$ 67.50	\$ 111.00	\$ 89.00
Architectural (Hourly Rate):			
Materials Cost Plus Mark-up for other materials not specified:	16%	2.78%	5%
II. UNIT PRICES:			
CAT 5e Cable - Plenum (per LF):	\$ 0.26	\$ 0.332	\$ 0.28
CAT 5e Cable - Non-Plenum (per LF):	\$ 0.18	\$ 0.208	\$ 0.16
CAT 6e Cable - Plenum (per LF):	\$ 0.33	\$ 0.307	\$ 0.33
CAT 6e Cable - Non-Plenum (per LF):	\$ 0.21	\$ 0.274	\$ 0.20
Patch Panels:		\$ 130.48	\$ 160.00
	\$79.00 24 Port Cat 5E		
	\$144.00 48-Port Cat 5E		
	\$111.00 24-Port Cat 6		
	\$241.00 48-Port Cat 6		
Hangers	\$ 3.63	\$ 2.87	\$ 4.26
Racks:	\$ 195.00	\$ 345.08	\$ 203.00
Trays:	\$ 156.00	\$ 64.78	\$ 139.00
Fire Patching:	\$ 35.00	\$ 327.85	\$ 19.92
Wire Management:	\$ 49.00	\$ 69.67	\$ 79.80
Grounding and Bonding Equipment:	\$ 125.00	\$ 131.10	\$ 50.00