

EXECUTIVE SUMMARY

Recommendation of \$500,000 or Greater 19-096E – Internet Service Provider

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the recommendation to award Request for Proposal (RFP) 19-096E to Education Networks of America, Inc. for five (5) years starting July 1, 2019 through June 30, 2024, with an option for two (2) additional one (1) year Renewals Periods. RFP 19-096E will facilitate the District-wide access to the internet.

The previous solicitation Bid 14-061E was awarded as item EE-5 on March 17, 2014 through June 30, 2019, with an approved spending authority of \$16,000,000, but also included the Wide Area Network (WAN) portion, which has been separated and is being presented to the School Board for approval on its own.

Goods/Services Description

Responsible: Information & Technology (I&T)

The School Board of Broward County, Florida (SBBC), considers the Internet Service Provider (ISP) the connection to the public internet that provides access to the World Wide Web (WWW). This is for all SBBC educational applications as well as production tools like email, Office 365, production / financial, security updates, etc. The WWW permits access to advanced research networks and other world-wide-web resources as a major part of its strategy for teaching, learning, and administration. The expiration of the current contract for SBBC ISP services is on June 30, 2019, which provides an opportunity to seek better rates for the next five (5) years and to a service that has become a basic utility service that is used by students, staff, and guests. This request is in line with the Information & Technology Strategic Roadmap presented by Tony Hunter in May 2018.

In the last five (5) years, SBBC's Internet traffic has grown significantly with cloud initiatives and Internet services for the District's students. This increase in bandwidth growth has had a proportional cost increase, (see attached Exhibits one (1) and (2)). SBBC's projected growth in the next five (5) years based on CoSN - Consortium for School Networking guidelines, implemented cloud application, & technology that manages internet traffic will not be as pervasive as SBBC last five (5) years. Implemented high internet bandwidth resources, e.g., Office 365, Email, SharePoint, Single Sign-On are in place and accounted for in SBBC's current Internet utilization.

Procurement Method

Responsible: PWS

The solicitation ran from September 24, 2018 through November 13, 2018. There were two hundred and seventy-four (274) vendors notified, seventeen (17) vendors downloaded the RFP and six (6) bids were received before bid opening. One (1) bid was rejected, and the proposer was found non-responsive for adding terms and conditions contrary to SBBC's.

The award recommendation is based on the highest scoring, responsive and responsible proposer, meeting all specifications, terms, and conditions. The RFP Evaluation Committee performed scoring.

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Financial Impact
Responsible: PWS and I&T

The total spending authority requested is \$3,240,000 which represents the Internet Service Provider (ISP) with gradual increase speed over the term to reflect predicted growth based on historical growth. The funding for this item is the I&T operating budget. The federal E-rate program is anticipated to fund approximately eighty percent eighty (80) percent of the total cost and the out of pocket amount to be paid by SBBC is shown as the post-E-rate column below.

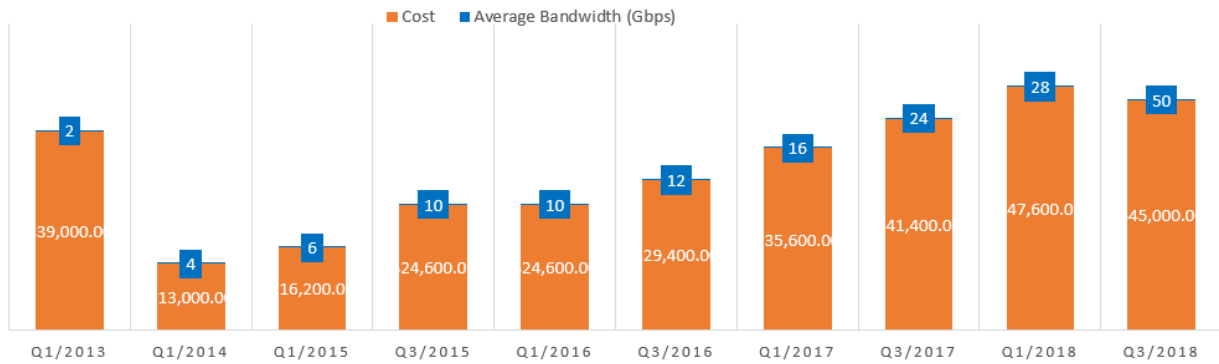
Year	Speed	Monthly Cost	Annual Cost (pre-E-rate)	Annual Cost (post-E-rate)
2019	50 Gbps	\$39,375	\$472,500	\$94,500
2020	50 Gbps	\$39,375	\$472,500	\$94,500
2021	75 Gbps	\$56,250	\$675,000	\$135,000
2022	100 Gbps	\$67,500	\$810,500	\$162,000
2023	10 0Gbps	\$67,500	\$810,500	\$162,000
Total Cost			\$3,240,000	\$648,000

The approval of this recommendation does not mean the authorized amount will be spent.

Exhibit 1 – Five (5) Year Internet Traffic Growth

Date	Average Bandwidth (Gbps)	Cost
Q1/2013	2	\$39,000.00
Q1/2014	4	\$13,000.00
Q1/2015	6	\$16,200.00
Q3/2015	10	\$24,600.00
Q1/2016	10	\$24,600.00
Q3/2016	12	\$29,400.00
Q1/2017	16	\$35,600.00
Q3/2017	24	\$41,400.00
Q1/2018	28	\$47,600.00
Q3/2018	50	\$45,000.00

AVERAGE BANDWIDTH COST



The District’s schools and administration site demand for internet traffic continues to grow as examples in the last six (6) months SBBC’s One Drive utilization and SharePoint files has grown an average of thirty-three point-six (33.6) percent.

- Thirty-two point-five (32.5) percent of One drive utilization
- Thirty-four point-seven (34.7) percent of SharePoint

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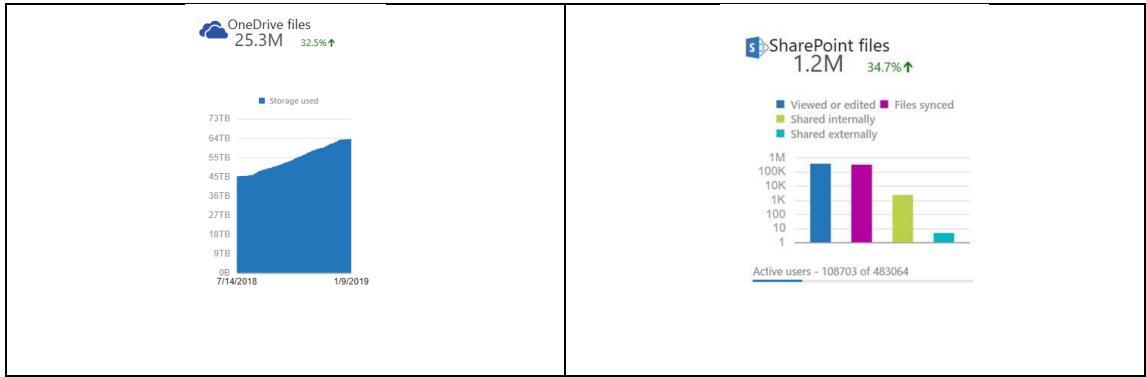


Exhibit 2 – Five (5) Year Internet Traffic Growth

CoSN (the Consortium for School Networking) is the professional association for school system technology leaders. CoSN provides thought leadership resources, best practices and advocacy tools to help leaders succeed in the digital transformation. Based on CoSN Guidance and best practices, they recommend that schools plan on doubling Internet capacity every eighteen (18) months sixty-six (66) percent annualized growth rate). SBBC has taken a more conservative approach based on data and experience with the internet technology and growth patterns to help manage SBBC’s internet access to a forty (40) percent growth.

Broward County Public Schools

Annual growth rate **40%**

Calendar Year	Gbps
2019	42.0
2020	58.8
2021	82.3
2022	115.2
2023	161.3

