



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:
EE-11.

MEETING DATE	2019-03-05 10:05 - School Board Operational Meeting
AGENDA ITEM	ITEMS
CATEGORY	EE. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
Time
Open Agenda <input checked="" type="radio"/> Yes <input type="radio"/> No

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

REQUESTED ACTION:
Approve the recommendation to award the above Request for Proposal (RFP). Contract Term: July 1, 2019 through June 30, 2024, 5 Years with an option for two (2) additional one (1) year renewal periods; User Department: Information & Technology; Award Amount: \$3,240,000; Awarded Vendor(s): Education Networks of America, Inc.; Small/Minority/Women Business Enterprise Vendor(s): Structured Cabling Solutions, Inc. (Education Networks of Americas' business partner).

SUMMARY EXPLANATION AND BACKGROUND:
The Internet Service Provider Agreement is the result of a competitive solicitation and will allow the District to accommodate the ever-growing need for internet bandwidth. The District will leverage the federal E-rate program, which has the potential of funding approximately eighty (80) percent of the internet access cost. This Agreement has been reviewed and approved as to form and legal content by the Office of the General Counsel. A copy of the bid documents are available online at: http://www.broward.k12.fl.us/supply/agenda/19-096E_ISPRFP.pdf

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Continuous Improvement Goal 3: Effective Communication

FINANCIAL IMPACT:
The estimated financial impact to the District will be \$3,240,000. The funding source will come from Information & Technology's operating budget. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.

EXHIBITS: (List)
(1) Executive Summary (2) Agreement (3) Recommendation Tabulation (4) Financial Analysis Worksheet

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:

Name: Matthew Bradford	Phone: 754-321-0395
Name: Mary C. Coker	Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
Senior Leader & Title
Maurice L. Woods - Chief Strategy & Operations Officer

Approved In Open Board Meeting On: **MAR 05 2019**
By: *Heather P. Burkwood*
School Board Chair

Signature
Maurice Woods
2/25/2019, 11:05:56 AM

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 (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.

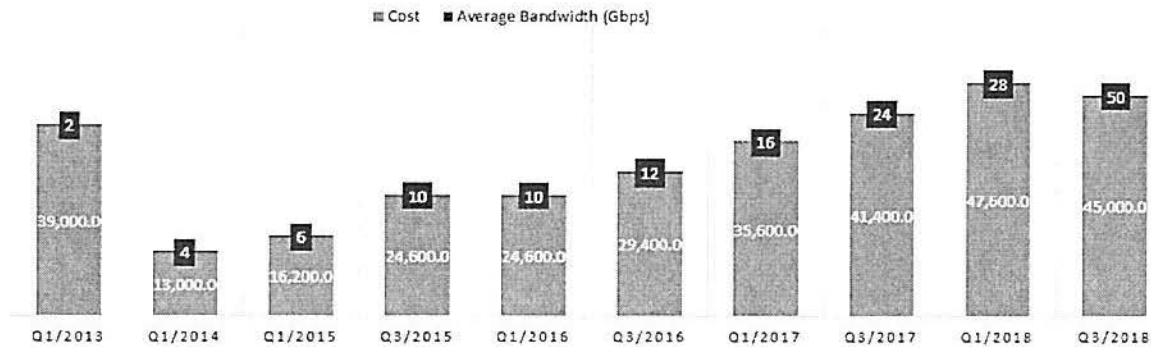
Year	Speed	Monthly Cost	Annual Cost (pre-E-rate)	Annual Cost (post-E-rate)
2019	50 Gbps	\$39,375	\$472,500	\$94,500
2020	50 Gbps	\$39,375	\$472,500	\$94,500
2021	75 Gbps	\$56,250	\$675,000	\$135,000
2022	100 Gbps	\$67,500	\$810,500	\$162,000
2023	100 Gbps	\$67,500	\$810,500	\$162,000
Total Cost			\$3,240,000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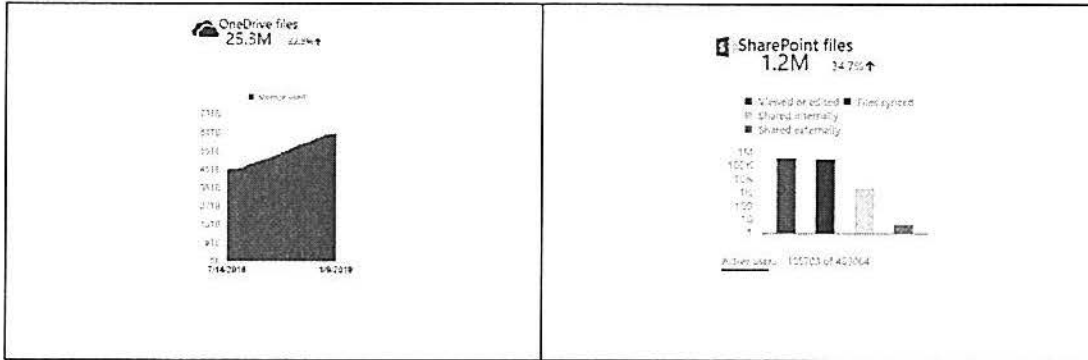


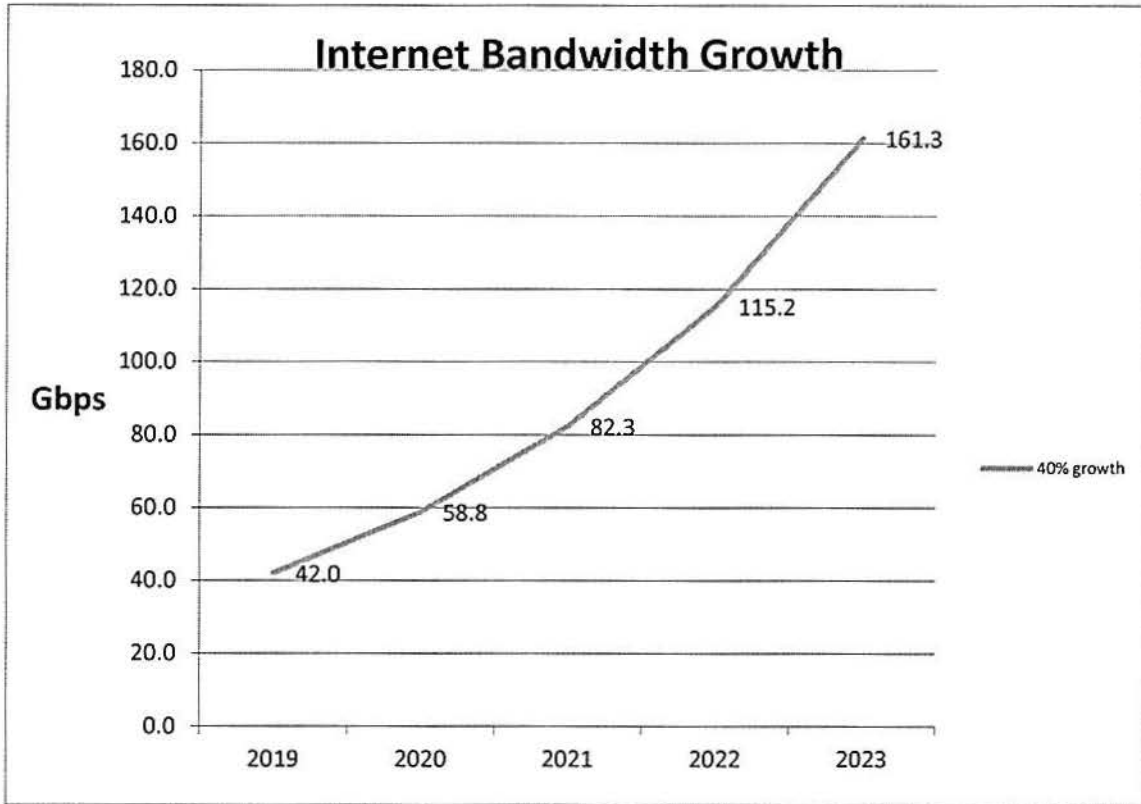
Exhibit 2 – Five (5) Year Internet Traffic Growth

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



AGREEMENT

THIS AGREEMENT is made and entered into as of this 5th day of March, 2019, by and between

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
(hereinafter referred to as "SBBC"),
a body corporate and political subdivision of the State of Florida,
whose principal place of business is
600 Southeast Third Avenue, Fort Lauderdale, Florida 33301

and

EDUCATION NETWORKS OF AMERICA, INC.
(hereinafter referred to as "VENDOR"),
whose principal place of business is
618 Grassmere Park Drive, Suite 12, Nashville, Tennessee 37211

WHEREAS, SBBC is in need of an Internet Service Provider (ISP) and has selected the VENDOR to provide such services; and

WHEREAS, VENDOR is willing to provide such internet service to the SBBC; and

WHEREAS, SBBC issued a Request for Proposal identified as RFP 19-096E, Internet Service Provider (hereinafter referred to as "RFP"), dated September 24, 2018, and amended by Addendum No. 1 dated October 15, 2018, each of which is incorporated by reference herein, for the purpose of receiving proposals for an ISP; and

WHEREAS, VENDOR offered a proposal in response to the RFP (hereinafter referred to as "Proposal") and which is incorporated herein by reference whereby VENDOR proposed to provide internet services to SBBC.

NOW, THEREFORE, in consideration of the premises and of the mutual covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

ARTICLE 1 - RECITALS

1.01 **Recitals.** The parties agree that the foregoing recitals are true and correct and that such recitals are incorporated herein by reference.

ARTICLE 2 – SPECIAL CONDITIONS

2.01 **Term of Agreement.** Unless terminated earlier pursuant to Section 3.05 of this Agreement, the term of this Agreement shall commence on July 1, 2019 and shall conclude on June 30, 2024. The term of the Agreement may, by mutual agreement between SBBC and

VENDOR, be extended for two (2) additional one-year periods and, if needed, 180 days beyond the expiration date of the renewal period.

2.02 Description of Goods or Services Provided.

VENDOR will provide a total of 50 Gbps (Gigabits per second) of Bundled Internet Access and Basic Firewall capacity to SBBC. VENDOR's Internet Access Services are bundled with Basic Firewall Services, which the VENDOR brands and which may be referred to in this and other documents as ENA NETSHIELD.

(a) VENDOR's Responsibilities. VENDOR will provide, as part of its bundled Internet Access and Basic Firewall Services described herein:

- 1) 50 Gbps of total Internet Access, to be delivered at SBBC's TSSC Building located at 7720 WEST OAKLAND PARK BLVD, SUNRISE, FL via a minimum of two total connections to two distinct VENDOR network Points of Presence (POPs) and therefore to the Internet at large.
- 2) Two (2) rate-limited 100 Gbps or 40 Gbps Full Duplex handoffs, depending on SBBC preference, from two (2) VENDOR-owned and -maintained network routers (one handoff per router) installed as part of VENDOR's Bundled Internet Access and Basic Firewall service, for network connectivity from the Internet Access Service to SBBC local area network (LAN).
- 3) The ability to decrease Internet Access Capacity from standard, contracted capacity to 10 Gbps for no more than two consecutive months during any calendar year.
- 4) Rule-based traffic management using standard Access Control Lists (ACLs) or similar basic firewall technologies.
- 5) Basic Distributed Denial of Service (DDoS) Mitigation using VENDOR's custom analytics for determining the presence of a DDoS attack as well as open standard protocols, such as RTBH (remotely triggered blackhole), for preventing traffic from reaching SBBC's network.
- 6) Dedicated one-call support for all support, troubleshooting, rule changes, additions, and configuration modifications with ENA's CTAC.
- 7) Periodic rule audits to guard against security vulnerabilities.
- 8) Continual performance monitoring with proactive support from our 24x7x365 CTAC.
- 9) Best practice guidance from VENDOR's engineers for maintaining IP traffic security and limiting exposure to threats.

(b) VENDOR's bundled Internet Access and Basic Firewall Services DO NOT include:

- 1) Co-management
- 2) Logging and analytics
- 3) SSL inspection of traffic
- 4) User authentication (Active Directory integration)
- 5) VPN (remote access or LAN-to-LAN)
- 6) Data leak prevention (DLP)
- 7) Antivirus, IPS, malware protection, application control
- 8) Packet capture abilities

2.03 **Cost of Goods or Services.** For 50 Gbps Bundled Internet Access and Basic Firewall Services, VENDOR shall invoice SBBC in the amount of Thirty-Five Thousand Dollars and 00/100 Cents per month with net thirty (30) day payment terms. For 10 Gbps Bundled Internet Access and Basic Firewall Services, which is available to SBBC for no more than two (2) consecutive months per calendar year, VENDOR shall invoice SBBC in the amount of Thirty Thousand Dollars and 00/100 Cents per month with net thirty (30) day payment terms.

2.04 **Priority of Documents.** In the event of a conflict between documents, the following priority of documents shall govern.

- | | |
|---------|---|
| First: | This Agreement, then; |
| Second: | Addendum No. 1 to RFP 19-096E, then; |
| Third: | RFP 19-096E – Internet Service Provider, then; |
| Fourth: | Proposal submitted by VENDOR in response to RFP 19-096E |

2.05 **Disclosure of Education Records.** Although no student education records shall be disclosed pursuant to this Agreement, should VENDOR come into contact with education records during the course of contracted responsibilities, these records are confidential and protected by the Family Educational Rights and Privacy Act (FERPA) and state laws, and may not be used or re-disclosed. Any use or re-disclosure may violate applicable federal and state laws.

2.06 **Rider for E-Rate.** SBBC may seek funding through the Federal Universal Service Fund program known as "E- Rate" for some or all of the Services or Service Components purchased under the Agreement. E- Rate is administered by the Schools and Libraries Division ("SLD") of the Universal Service Fund Administrative Company ("USAC") (sometimes collectively or individually referred to herein as "USAC/SLD" and/or "E-Rate Program"). The Federal Communications Commission ("FCC") has promulgated regulations that govern the participation in the E-Rate Program. Both Parties agree to adhere to FCC regulations as well as the rules established by SLD and USAC regarding participation in the E- Rate Program. The Parties further agree that eligibility or ineligibility of products or services for E-Rate funding is solely the responsibility of the SBBC, USAC/SLD and/or the FCC. VENDOR makes no representations or warranties regarding such eligibility.

(a) SBBC Elections. SBBC acknowledges its obligation to designate the method by which it will receive E-Rate discounts for each such Service.

(b) Billed Entity Application Reimbursement ("BEAR") - Form 472. SBBC agrees to submit to VENDOR complete and accurate BEAR - Form 472 requests for certification at least five (5) business days prior to the FCC Invoice Deadline date for the Funding Request Number(s) ("FRN") being submitted on that Form 472. Upon receipt of USAC/SLD check in the amount of the certified Form 472, VENDOR will remit payment to SBBC within twenty (20) business days after receipt of payment from USAC/SLD. It is solely SBBC's responsibility to ensure the accuracy of this submission and the amounts sought to be recovered through the E-Rate program. In the event SLD denies payment, SBBC will be responsible for repayment of all funds provided to SBBC by VENDOR associated with this process.

(c) Service Provider Invoice form - ("SPI") - Form 474. After VENDOR has received notification of approved funding, an approved Form 486, and SBBC has confirmed the appropriate Billed Accounts to be discounted per Funding Request Number, VENDOR will then provide E-Rate program discounts and will file a Form 474 SPI. SBBC agrees to promptly submit any VENDOR or USAC/SLD Forms needed to support requests for reimbursement of Services rendered.

(d) Reimbursement of USAC/SLD. If USAC/SLD seeks reimbursement from VENDOR of E-Rate funds as a result of SBBC's failure to comply with the E-Rate rules or regulations, including SBBC delays in submitting required forms or contracts; or, if USAC/SLD determines that Service(s) that it had previously approved for discounts are not eligible and funds must be returned (a "ComAd") (other than as the result of VENDOR's failure to comply with the E-Rate requirements), then SBBC shall reimburse VENDOR for any such funds VENDOR must return to USAC/SLD within ninety (90) days of notice from USAC/SLD seeking reimbursement. In addition, SBBC agrees and acknowledges that a determination of ineligibility does not affect the obligations set forth in the Agreement, including those obligations related to payments, fees and early termination fees.

(e) Requested Information. If requested, SBBC will promptly provide VENDOR with final copies of the following E-Rate-related materials (including all attachments) prepared by or for SBBC: (i) Form 471 and Item 21 Attachment; if appropriate, (ii) Form 486; (iii) Form 500; (iv) Service Substitution Request; (v) Service Certification Form; and, (vi) Form 472-BEAR. If the SBBC issues purchase orders, SBBC shall clearly delineate between eligible and non-eligible Services on those orders.

(f) Representations, Warranties and Breaches of the Agreement. Each Party represents, warrants and agrees that it is, as specified in the Agreement, contractually obligated to comply with all laws and the requirements applicable to the E-Rate Program. In addition to any contractual obligations set forth in the Agreement and to the extent permitted by law, each Party agrees that it is required by the Agreement to pay to the other Party (its employees, officers, directors and agents, and its parents and affiliates under common control) as consideration for the Service(s) any payments made to third parties (including FCC or USAC/SLD claims) and related loss, liability, damage and expense (including reasonable attorney's fees) arising out of the

breaching Party's violation of the requirements of the E-Rate Program or other breaches of the Agreement and the representations, warranties contained in it.

(g) SBBC Designation of Conditions to Service. As a condition to the provision of the Service(s), SBBC directs VENDOR to commence or continue services even if funding commitment decision letter ("FCDL") has not been received from USAC/SLD. SBBC acknowledges its obligation to pay for the service if funding is denied or USAC/SLD commitment is not received.

(1) Scope: SBBC desires that Services commence on or about July 1, 2019. SBBC intends to seek funding from the USAC/SLD, but acknowledges that it may not receive an FCDL prior to this date and that it is possible that USAC/SLD may not approve funding or may delay its decision.

(2) Funding Denial Agreement Termination: SBBC acknowledges that there is no right to terminate early the services or service components provided on the basis of this attachment if E-Rate funding is delayed or denied.

SBBC will refer to the E-Rate Rules and Regulations regarding USAC/SLD payments for eligible services delivered after the beginning of the E-Rate year (July 1st) but before receipt of a FCDL.

Client directs ENA to Commence or Continue Services even if Funding Commitment Decision Letter ("FCDL") has not been received from USAC/SLD. Client acknowledges its obligation to pay for the service if funding is denied or USAC/SLD Commitment is not received. Client desires that Services commence on or about 7/01/2019. Client intends to seek funding from the USAC/SLD but acknowledges that it may not receive an FCDL prior to this date and that it is possible that USAC/SLD may not approve funding or may delay its decision. CLIENT ACKNOWLEDGES THAT THERE IS NO RIGHT TO TERMINATE EARLY THE SERVICES OR SERVICE COMPONENTS PROVIDED ON THE BASIS OF THIS ATTACHMENT IF E-RATE FUNDING IS LATE OR DENIED. CLIENT should refer to the E-Rate Rules and Regulations regarding USAC/SLC payments for eligible services delivered after the beginning of the E-Rate year (July 1st) but before receipt of an FCDL.

(h) Service Substitutions and Suspension of Payments. VENDOR will provide Services and Service Components only as approved by the SLD and may suspend activities pending approval of service substitution requests. Insofar as ENA services are being reimbursed with E-Rate funds and VENDOR becomes aware that USAC/SLD has suspended payment resulting from a possible program rule violation or breach of the Agreement by SBBC and, accordingly, suspension of services, VENDOR may continue Services upon execution of an agreement mutually satisfactory to both parties.

(i) Non-Appropriations. By executing the Agreement and ordering Services, SBBC warrants that SBBC has funds appropriated and available to pay all amounts due hereunder through the end of SBBC's current fiscal period.

2.07 **Inspection of VENDOR's Records by SBBC.** VENDOR shall establish and maintain books, records and documents (including electronic storage media) sufficient to reflect all income and expenditures of funds provided by SBBC under this Agreement. All VENDOR's applicable records, regardless of the form in which they are kept, shall be open to inspection and subject to audit, inspection, examination, evaluation and/or reproduction, during normal working hours, by SBBC's agent or its authorized representative to permit SBBC to evaluate, analyze and verify the satisfactory performance of the terms and conditions of this Agreement and to evaluate, analyze and verify the applicable business records of VENDOR directly relating to this Agreement in order to verify the accuracy of invoices provided to SBBC. Such audit shall be no more than one (1) time per calendar year.

(a) **Duration of Right to Inspect.** For the purpose of such audits, inspections, examinations, evaluations and/or reproductions, SBBC's agent or authorized representative shall have access to VENDOR's records from the effective date of this Agreement, for the duration of the term of this Agreement, and until the later of five (5) years after the termination of this Agreement or five (5) years after the date of final payment by SBBC to VENDOR pursuant to this Agreement.

(b) **Notice of Inspection.** SBBC's agent or its authorized representative shall provide VENDOR reasonable advance written notice (not to exceed two (2) weeks) of any intended audit, inspection, examination, evaluation and or reproduction.

(c) **Audit Site Conditions.** SBBC's agent or its authorized representative shall have access to VENDOR's facilities and to any and all records related to this Agreement, and shall be provided adequate and appropriate work space in order to exercise the rights permitted under this section.

(d) **Failure to Permit Inspection.** Failure by VENDOR to permit audit, inspection, examination, evaluation and/or reproduction as permitted under this section shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for SBBC's denial of some or all of any VENDOR's claims for payment.

(e) **Overcharges and Unauthorized Charges.** If an audit conducted in accordance with this section discloses overcharges or unauthorized charges to SBBC by VENDOR in excess of two percent (2%) of the total billings under this Agreement, the actual cost of SBBC's audit shall be paid by VENDOR. If the audit discloses billings or charges to which VENDOR is not contractually entitled, VENDOR shall pay said sum to SBBC within twenty (20) calendar days of receipt of written demand unless otherwise agreed to in writing by both parties.

(f) **Inspection of Subcontractor's Records.** If applicable, VENDOR shall require any and all subcontractors, insurance agents and material suppliers (hereafter referred to as "Payees") providing services or goods with regard to this Agreement to comply with the requirements of this section by insertion of such requirements in any written subcontract. Failure by VENDOR to include such requirements in any subcontract shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for the exclusion of some or all of any Payees'

costs from amounts payable by SBBC to VENDOR pursuant to this Agreement and such excluded costs shall become the liability of VENDOR.

(g) Inspector General Audits. VENDOR shall comply and cooperate immediately with any inspections, reviews, investigations, or audits deemed necessary by the Florida Office of the Inspector General or by any other state or federal officials.

2.08 Notice. When any of the parties desire to give notice to the other, such notice must be in writing, sent by U.S. Mail, postage prepaid, addressed to the party for whom it is intended at the place last specified; the place for giving notice shall remain such until it is changed by written notice in compliance with the provisions of this paragraph. For the present, the Parties designate the following as the respective places for giving notice:

To SBBC: Superintendent of Schools
The School Board of Broward County, Florida
600 Southeast Third Avenue
Fort Lauderdale, Florida 33301

With a Copy to: Chief Information Officer
The School Board of Broward County, Florida
600 Southeast Third Avenue
Fort Lauderdale, Florida 33301

To VENDDOR: Gayle Nelson
Education Networks of America
618 Grassmere Park Drive, Suite 12
Nashville, Tennessee 37221

With a Copy to: Kitty Ganier, General Counsel ENA
Same as above

2.09 Background Screening. VENDOR shall comply with all requirements of Sections 1012.32, 1012.465, 1012.467 and 1012.468 Florida Statutes, and all of its personnel who (1) are to be permitted access to school grounds when students are present, (2) will have direct contact with students, or (3) have access or control of school funds, will successfully complete the background screening required by the referenced statutes and meet the standards established by the statutes. This background screening will be conducted by SBBC in advance of VENDOR or its personnel providing any services under the conditions described in the previous sentence. VENDOR shall bear the cost of acquiring the background screening required by Section 1012.32, Florida Statutes, and any fee imposed by the Florida Department of Law Enforcement to maintain the fingerprints provided with respect to VENDOR and its personnel. The parties agree that the failure of VENDOR to perform any of the duties described in this section shall constitute a material breach of this Agreement entitling SBBC to terminate immediately with no further responsibilities or duties to perform under this Agreement. VENDOR agrees to indemnify and hold harmless SBBC, its officers and employees from any liability in the form of physical or mental injury, death

or property damage resulting from VENDOR's failure to comply with the requirements of this section or with Sections 1012.32, 1012.465, 1012.467 and 1012.468 Florida Statutes.

2.10 **Public Records.** The following provisions are required by Section 119.0701, Florida Statutes, and may not be amended. VENDOR shall keep and maintain public records required by SBBC to perform the services required under this Agreement. Upon request from SBBC's custodian of public records, VENDOR shall provide SBBC with a copy of any requested public records or to allow the requested public records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law. VENDOR shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement's term and following completion of the Agreement if VENDOR does not transfer the public records to SBBC. Upon completion of the Agreement, VENDOR shall transfer, at no cost, to SBBC all public records in possession of VENDOR or keep and maintain public records required by SBBC to perform the services required under the Agreement. If VENDOR transfers all public records to SBBC upon completion of the Agreement, VENDOR shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If VENDOR keeps and maintains public records upon completion of the Agreement, VENDOR shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to SBBC, upon request from SBBC's custodian of public records, in a format that is compatible with SBBC's information technology systems.

IF A PARTY TO THIS AGREEMENT HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THE AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT 754-321-1900, RECORDREQUESTS@BROWARDSCHOOLS.COM, RISK MANAGEMENT DEPARTMENT, PUBLIC RECORDS DIVISION, 600 SOUTHEAST THIRD AVENUE, FORT LAUDERDALE, FLORIDA 33301.

2.11 **Liability.** This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

(a) By SBBC: SBBC agrees to be fully responsible up to the limits of Section 768.28, Florida Statutes, for its acts of negligence, or its employees' acts of negligence when acting within the scope of their employment and agrees to be liable for any damages resulting from said negligence.

(b) By VENDOR: VENDOR agrees to indemnify, hold harmless and defend SBBC, its agents, servants and employees from any and all claims, judgments, costs, and expenses including, but not limited to, reasonable attorney's fees, reasonable investigative and discovery costs, court costs and all other sums which SBBC, its agents, servants and employees may pay or become obligated to pay on account of any, all and every claim or demand, or assertion of liability,

or any claim or action founded thereon, arising or alleged to have arisen out of the products, goods or services furnished by VENDOR, its agents, servants or employees; the equipment of VENDOR, its agents, servants or employees while such equipment is on premises owned or controlled by SBBC; or the negligence of VENDOR or the negligence of VENDOR's agents when acting within the scope of their employment, whether such claims, judgments, costs and expenses be for damages, damage to property including SBBC's property, and injury or death of any person whether employed by VENDOR, SBBC or otherwise.

2.12 **Insurance Requirements.** VENDOR shall comply with the following insurance requirements throughout the term of this Agreement:

(a) **General Liability.** VENDOR shall maintain General Liability insurance during the term of this Agreement with limits not less than \$1,000,000 per occurrence for Bodily Injury/Property Damage; \$1,000,000 General Aggregate; and limits not less than \$1,000,000 for Products/Completed Operations Aggregate.

(b) **Professional Liability/Errors & Omissions.** VENDOR shall maintain Professional Liability/Errors & Omissions insurance during the term of this Agreement with a limit of not less than \$1,000,000 per occurrence covering services provided under this Agreement.

(c) **Workers' Compensation.** VENDOR shall maintain Workers' Compensation insurance during the term of this Agreement in compliance with the limits specified in Chapter 440, Florida Statutes, and Employer's Liability limits shall not be less than \$100,000/\$100,000/\$500,000 (each accident/disease-each employee/disease-policy limit).

(d) **Auto Liability.** VENDOR shall maintain Owned, Non-Owned and Hired Auto Liability insurance with Bodily Injury and Property Damage limits of not less than \$1,000,000 Combined Single Limit.

(e) **Acceptability of Insurance Carriers.** The insurance policies required under this Agreement shall be issued by companies qualified to do business in the State of Florida and having a rating of at least A- VI by AM Best or Aa3 by Moody's Investor Service.

(f) **Verification of Coverage.** Proof of the required insurance must be furnished by VENDOR to SBBC's Risk Management Department by Certificate of Insurance within fifteen (15) calendar days of the date of this Agreement. To streamline this process, SBBC has partnered with EXIGIS Risk Management Services to collect and verify insurance documentation. All certificates (and any required documents) must be received and approved by SBBC's Risk Management Department before any work commences to permit VENDOR to remedy any deficiencies. VENDOR must verify its account information and provide contact details for its Insurance Agent via the link provided to it by email.

(g) **Required Conditions.** Liability policies must include the following terms on the Certificate of Insurance:

- 1) The School Board of Broward County, Florida, its members, officers, employees and agents are added as additional insured.
- 2) All liability policies are primary of all other valid and collectable coverage maintained by The School Board of Broward County, Florida.
- 3) Certificate Holder: The School Board of Broward County, Florida, c/o EXIGIS Risk Management Services, P.O. Box 4668-ECM, New York, New York 10163-4668.

(h) Cancellation of Insurance. VENDOR is prohibited from providing services under this Agreement with SBBC without the minimum required insurance coverage and must notify SBBC within two (2) business days if required insurance is cancelled.

(i) SBBC reserves the right to review, reject or accept any required policies of insurance, including limits, coverage or endorsements, herein throughout the term of this Agreement.

2.13 Nondiscrimination.

(a) As a condition of entering into this Agreement, VENDOR represents and warrants that it will comply with the SBBC's Commercial Nondiscrimination Policy, as described under, Section D.1 of SBBC's Policy No. 3330 – Supplier Diversity Outreach Program.

(b) As part of such compliance, VENDOR shall not discriminate on the basis of race, color, religion, ancestry or national origin, sex, age, marital status, sexual orientation, or on the basis of disability or other unlawful forms of discrimination in the solicitation, selection, hiring, or commercial treatment of subcontractors, vendors, suppliers, or commercial customers, nor shall VENDOR retaliate against any person for reporting instances of such discrimination. VENDOR shall provide equal opportunity for subcontractors, vendors, and suppliers to participate in all of its public sector and private sector subcontracting and supply opportunities, provided that nothing contained in this clause shall prohibit or limit otherwise lawful efforts to remedy the effects of marketplace discrimination that have occurred or are occurring in the SBBC's relevant marketplace. VENDOR understands and agrees that a material violation of this clause shall be considered a material breach of this Agreement and may result in termination of this Agreement, disqualification of the company from participating in SBBC Agreements, or other sanctions. This clause is not enforceable by or for the benefit of, and creates no obligation to, any third party.

2.14 Annual Appropriation. The performance and obligations of SBBC under this Agreement shall be contingent upon an annual budgetary appropriation by its governing body. If SBBC does not allocate funds for the payment of services or products to be provided under this Agreement, this Agreement may be terminated by SBBC at the end of the period for which funds have been allocated. SBBC shall notify the other party at the earliest possible time before such termination. No penalty shall accrue to SBBC in the event this provision is exercised, and SBBC shall not be obligated or liable for any future payments due or any damages as a result of termination under this section.

2.15 **Excess Funds.** Any party receiving funds paid by SBBC under this Agreement agrees to promptly notify SBBC of any funds erroneously received from SBBC upon the discovery of such erroneous payment or overpayment. Any such excess funds shall be refunded to SBBC.

ARTICLE 3 – GENERAL CONDITIONS

3.01 **No Waiver of Sovereign Immunity.** Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision to which sovereign immunity may be applicable or of any rights or limits to liability existing under Section 768.28, Florida Statutes. This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

3.02 **No Third Party Beneficiaries.** The parties expressly acknowledge that it is not their intent to create or confer any rights or obligations in or upon any third person or entity under this Agreement. None of the parties intend to directly or substantially benefit a third party by this Agreement. The parties agree that there are no third party beneficiaries to this Agreement and that no third party shall be entitled to assert a claim against any of the parties based upon this Agreement. Nothing herein shall be construed as consent by an agency or political subdivision of the State of Florida to be sued by third parties in any matter arising out of any Agreement.

3.03 **Independent Contractor.** The parties to this Agreement shall at all times be acting in the capacity of independent contractors and not as an officer, employee or agent of one another. Neither party or its respective agents, employees, subcontractors or assignees shall represent to others that it has the authority to bind the other party unless specifically authorized in writing to do so. No right to SBBC retirement, leave benefits or any other benefits of SBBC employees shall exist as a result of the performance of any duties or responsibilities under this Agreement. SBBC shall not be responsible for social security, withholding taxes, contributions to unemployment compensation funds or insurance for the other party or the other party's officers, employees, agents, subcontractors or assignees.

3.04 **Default.** The parties agree that, in the event that either party is in default of its obligations under this Agreement, the non-defaulting party shall provide to the defaulting party (30) calendar days written notice to cure the default. However, in the event said default cannot be cured within said thirty (30) calendar day period and the defaulting party is diligently attempting in good faith to cure same, the time period shall be reasonably extended to allow the defaulting party additional cure time. Upon the occurrence of a default that is not cured during the applicable cure period, this Agreement may be terminated by the non-defaulting party upon thirty (30) calendar days notice. This remedy is not intended to be exclusive of any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law or in equity or by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy hereunder shall preclude any other or future exercise thereof. Nothing in this section shall be construed to preclude termination for convenience pursuant to Section 3.05.

3.05 **Termination.** This Agreement may be canceled with or without cause by SBBC during the term hereof upon thirty (30) calendar days written notice to the other parties of its desire to terminate this Agreement. In the event of such termination, SBBC shall be entitled to a *pro rata* refund of any pre-paid amounts for any services scheduled to be delivered after the effective date of such termination. SBBC shall have no liability for any property left on SBBC's property by any party to this Agreement after the termination of this Agreement. Any party contracting with SBBC under this Agreement agrees that any of its property placed upon SBBC's facilities pursuant to this Agreement shall be removed within ten (10) business days following the termination, conclusion or cancellation of this Agreement and that any such property remaining upon SBBC's facilities after that time shall be deemed to be abandoned, title to such property shall pass to SBBC, and SBBC may use or dispose of such property as SBBC deems fit and appropriate.

3.06 **Compliance with Laws.** Each party shall comply with all applicable federal, state and local laws, SBBC policies, codes, rules and regulations in performing its duties, responsibilities and obligations pursuant to this Agreement.

3.07 **Place of Performance.** All obligations of SBBC under the terms of this Agreement are reasonably susceptible of being performed in Broward County, Florida and shall be payable and performable in Broward County, Florida.

3.08 **Governing Law and Venue.** This Agreement shall be interpreted and construed in accordance with and governed by the laws of the State of Florida. Any controversies or legal problems arising out of this Agreement and any action involving the enforcement or interpretation of any rights hereunder shall be submitted exclusively to the jurisdiction of the State courts of the Seventeenth Judicial Circuit of Broward County, Florida or to the jurisdiction of the United States District Court for the Southern District of Florida. Each party agrees and admits that the state courts of the Seventeenth Judicial Circuit of Broward County, Florida or the United States District Court for the Southern District of Florida shall have jurisdiction over it for any dispute arising under this Agreement.

3.09 **Entirety of Agreement.** This document incorporates and includes all prior negotiations, correspondence, conversations, agreements and understandings applicable to the matters contained herein and the parties agree that there are no commitments, agreements or understandings concerning the subject matter of this Agreement that are not contained in this document. Accordingly, the parties agree that no deviation from the terms hereof shall be predicated upon any prior representations or agreements, whether oral or written.

3.10 **Binding Effect.** This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

3.11 **Assignment.** Neither this Agreement nor any interest herein may be assigned, transferred or encumbered by any party without the prior written consent of the other party. There shall be no partial assignments of this Agreement including, without limitation, the partial assignment of any right to receive payments from SBBC.

3.12 **Captions.** The captions, section designations, section numbers, article numbers, titles and headings appearing in this Agreement are inserted only as a matter of convenience, have no substantive meaning, and in no way define, limit, construe or describe the scope or intent of such articles or sections of this Agreement, nor in any way affect this Agreement and shall not be construed to create a conflict with the provisions of this Agreement.

3.13 **Severability.** In the event that any one or more of the sections, paragraphs, sentences, clauses or provisions contained in this Agreement is held by a court of competent jurisdiction to be invalid, illegal, unlawful, unenforceable or void in any respect, such shall not affect the remaining portions of this Agreement and the same shall remain in full force and effect as if such invalid, illegal, unlawful, unenforceable or void sections, paragraphs, sentences, clauses or provisions had never been included herein.

3.14 **Preparation of Agreement.** The parties acknowledge that they have sought and obtained whatever competent advice and counsel as was necessary for them to form a full and complete understanding of all rights and obligations herein and that the preparation of this Agreement has been their joint effort. The language agreed to herein expresses their mutual intent and the resulting document shall not, solely as a matter of judicial construction, be construed more severely against one of the parties than the other.

3.15 **Amendments.** No modification, amendment, or alteration in the terms or conditions contained herein shall be effective unless contained in a written document prepared with the same or similar formality as this Agreement and executed by each party hereto.

3.16 **Waiver.** The parties agree that each requirement, duty and obligation set forth herein is substantial and important to the formation of this Agreement and, therefore, is a material term hereof. Any party's failure to enforce any provision of this Agreement shall not be deemed a waiver of such provision or modification of this Agreement unless the waiver is in writing and signed by the party waiving such provision. A written waiver shall only be effective as to the specific instance for which it is obtained and shall not be deemed a continuing or future waiver.

3.17 **Force Majeure.** Neither party shall be obligated to perform any duty, requirement or obligation under this Agreement if such performance is prevented by fire, hurricane, earthquake, explosion, wars, sabotage, accident, flood, acts of God, strikes, or other labor disputes, riot or civil commotions, or by reason of any other matter or condition beyond the control of either party, and which cannot be overcome by reasonable diligence and without unusual expense ("Force Majeure"). In no event shall a lack of funds on the part of either party be deemed Force Majeure.

3.18 **Survival.** All representations and warranties made herein, indemnification obligations, obligations to reimburse SBBC, obligations to maintain and allow inspection and audit of records and property, obligations to maintain the confidentiality of records, reporting requirements, and obligations to return public funds shall survive the termination of this Agreement.

3.19 **Agreement Administration.** SBBC has delegated authority to the Superintendent of Schools or his/her designee to take any actions necessary to implement and administer this Agreement.

3.20 **Counterparts and Multiple Originals.** This Agreement may be executed in multiple originals, and may be executed in counterparts, each of which shall be deemed to be an original, but all of which, taken together, shall constitute one and the same Agreement.

3.21 **Authority.** Each person signing this Agreement on behalf of either party individually warrants that he or she has full legal power to execute this Agreement on behalf of the party for whom he or she is signing, and to bind and obligate such party with respect to all provisions contained in this Agreement.

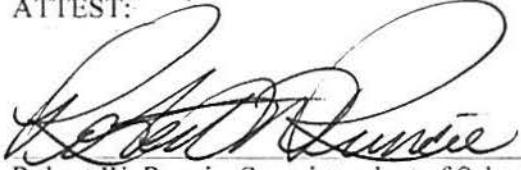
IN WITNESS WHEREOF, the Parties hereto have made and executed this Agreement on the date first above written.

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]



(Corporate Seal)

ATTEST:

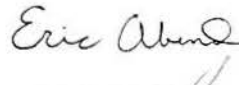

Robert W. Runcie, Superintendent of Schools

FOR SBBC:

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By 
Heather P. Brinkworth, Chair

Approved as to Form and Legal Content:


Digitally signed by Eric
Abend
Reason: ENA 2019 ISP
Date: 2019.02.22 13:53:33
-05'00'
Office of the General Counsel

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE FOLLOWS]

FOR VENDOR:

(Corporate Seal)

EDUCATION NETWORKS OF AMERICA, INC.

ATTEST:

By *Kitty Ganiel*
Kitty Ganiel, General Counsel

_____, Secretary

Ami Rains
-OF-
Witness

Eboni Sullivan
Witness

The Following Notarization is Required for Every Agreement Without Regard to Whether the Party Chose to Use a Secretary's Attestation or Two (2) Witnesses.

STATE OF Tennessee

COUNTY OF DAVIDSON

The foregoing instrument was acknowledged before me this 21st day of February, 2019 by Ami Rains, Eboni Sullivan & Kitty Ganiel
Name of Person
Education Networks of America, Inc. on behalf of the corporation/agency.
Name of Corporation or Agency

He/She is personally known to me or produced _____ as
identification and did/did not first take an oath. Type of Identification

My Commission Expires: May 6, 2019

Vickie L Noltkamper
Signature – Notary Public

Vickie L Noltkamper
Printed Name of Notary

(SEAL)



Notary's Commission No.



RFP #:	<u>19-096E</u>	Tentative Board Meeting Date*:	<u>MARCH 2019</u>	
RFP Title:	<u>INTERNET SERVICE PROVIDER</u>	# Notified:	<u>274</u>	# Downloaded: <u>17</u>
		# of Responses Rec'd:	<u>6</u>	# of "No Bids": <u>0</u>
For:	<u>INFORMATION & TECHNOLOGY DEPARTMENT</u>	RFP Opening Date :	<u>11/13/18</u>	
	(School/Department)			
Fund:	<u>I & T'S OPERATING BUDGET</u>	Advertised Date:	<u>9/24/18</u>	

POSTING OF Select One RECOMMENDATION/TABULATION: Select One Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and www.Demandstar.com @ 3:00 pm and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the District is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Procurement & Warehousing Services, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(* The Cone of Silence, as stated in the ITB / RFP / RFQ / HARD BID, is in effect until it is approved by SBBC. The Board meeting date stated above is tentative. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

RECOMMENDATION TABULATION

FIVE PROPOSALS WERE RECEIVED IN RESPONSE TO RFP 19-096E. PROPOSALS WERE EVALUATED BY THE FOLLOWING COMMITTEE MEMBERS CONSISTING OF:

- DIANE SHAPIRO – INFORMATION & TECHNOLOGY DEPARTMENT – SR. TELECOM ANALYST
- JASON GREENBERG – INFORMATION & TECHNOLOGY DEPARTMENT – SYSTEM ANALYST
- RICK REYNOLDS – BECON (BROWARD EDUCATION COMMUNICATIONS NETWORK) – DIRECTOR
- RUSSELL KAUFMAN – MIAMI DADE COLLEGE – CAMPUS CHIEF INFORMATION OFFICER
- TERESA MACRI – INFORMATION & TECHNOLOGY DEPARTMENT – DIRECTOR, IT SECURITY

M/WBE ADVISOR – ANNE-MARIE RICHARDS

IN ACCORDANCE WITH SECTION 5.1. EVALUATION OF PROPOSALS AND THE EVALUATION COMMITTEE, IT IS RECOMMENDED THAT THE FOLLOWING PROPOSER BE RECOMMENDED FOR APPROVAL BY THE SCHOOL BOARD:

❖ ENA SERVICES, LLC

CONTRACT PERIOD: JULY 1, 2019 THROUGH JUNE 30, 2024 WITH THE OPTION TO RENEWAL FOR TWO ADDITIONAL ONE-YEAR PERIODS.

By:  Date: December 3, 2019
(Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.



19-051E
BID REJECTION

REJECT BID FROM COMCAST BUSINESS COMMUNICATIONS, LLC

PURSUANT TO SECTION 1, THE PROPOSER REFUSED TO AGREE TO SBBC'S TERMS AND CONDITIONS BY ADDING A CONDITION ON THE REQUIRED RESPONSE FORM STATING: "THE COMCAST ENTERPRISE MASTER SERVICES AGREEMENT, ATTACHED TO THE RESPONSE SHALL GOVERN ANY AGREEMENT FOR SERVICES BETWEEN THE PARTIES. NO PART OF THE RFP OR RESPONSE SHALL BE DEEMED A CONTRACTUAL TERM UNLESS INCLUDED IN SAID AGREEMENT."

AS STATED IN SECTION 1:

"PROPOSER AGREES TO UNCONDITIONAL ACCEPTANCE OF THE CONTENTS OF ALL PAGES IN THIS RFP, AND ALL APPENDICES, AND THE CONTENTS OF ANY ADDENDA RELEASED HERETO; PROPOSER AGREES TO BE BOUND TO ANY AND ALL SPECIFICATIONS, TERMS AND CONDITIONS CONTAINED IN THE RFP, AND ANY RELEASED ADDENDA AND UNDERSTAND THAT THE FOLLOWING ARE REQUIREMENTS OF THIS RFP AND FAILURE TO COMPLY WILL RESULT IN DISQUALIFICATION OF PROPOSAL SUBMITTED."

PROPOSER FAILED TO ANSWER MINIMUM ELIGIBILITY REQUIREMENTS IN SECTION 4.2.

AS STATED IN SECTION 2.7:

"EVALUATION AND AWARD: ALL PROPOSALS RECEIVED MUST MEET THE MINIMUM ELIGIBILITY REQUIREMENTS AS STATED IN SECTION 4.2 OF THE RFP IN ORDER TO BE FURTHER CONSIDERED FOR EVALUATION. FAILURE TO MEET THE MINIMUM ELIGIBILITY REQUIREMENTS SHALL RESULT IN DISQUALIFICATION OF ENTIRE PROPOSAL AND SHALL NOT BE CONSIDERED FOR FURTHER EVALUATION."

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.



FINAL SCORE TABULATION SHEET

Bid No:	19-096E
Title of Bid:	Internet Services Provider
Purchasing Agent Name:	Harmoni Clealand
Bid Opening Date:	November 13, 2013
Evaluation Meeting:	November 28, 2018

Proposer's Name	Total Score	Recommended for Award
AT&T Corp.	68.2	
ENA Services, LLC	84.9	✓
Granite Telecommunications LLC	63.4	
Hotwire Communications	48.7	
Zayo Group, LLC	80.8	



SCORE DETAILS

Bid No: 19-096E						
Title of Bid: Internet Services Provider						
Evaluators	Diane	Jason	Rick	Russell	Teresa	Average Points
Qualifications & Experience - Maximum Points: 30						
AT&T Corp.	30.00	27.00	29.00	26.00	30.00	28.4
ENA Services, LLC	29.00	30.00	29.50	24.00	30.00	28.5
Granite Telecommunications LLC	5.50	4.50	5.50	12.00	5.50	6.6
Hotwire Communications	17.00	23.00	24.00	22.00	21.00	21.4
Zayo Group, LLC	20.50	21.50	26.00	24.00	29.00	24.2
Technical Specifications - Maximum Points: 10						
AT&T Corp.	10.00	10.00	10.00	9.00	10.00	9.8
ENA Services, LLC	10.00	10.00	10.00	7.00	10.00	9.4
Granite Telecommunications LLC	0.00	10.00	10.00	4.00	10.00	6.8
Hotwire Communications	0.00	10.00	10.00	8.00	10.00	7.6
Zayo Group, LLC	10.00	10.00	10.00	7.00	10.00	9.4
Cost of Services - Maximum Points: 50						
AT&T Corp.	<i>Per RFP, this section scored by PWS. See PWS Evaluation Score Worksheet for more details.</i>					20
ENA Services, LLC						37
Granite Telecommunications LLC						50
Hotwire Communications						20
Zayo Group, LLC						47
S/M/WBE - Maximum Points: 10						
AT&T Corp.	<i>Per RFP, this section scored by Supplier Diversity Dept (SDOP). See PWS Evaluation Score Worksheet for more details.</i>					10
ENA Services, LLC						10
Granite Telecommunications LLC						0
Hotwire Communications						0
Zayo Group, LLC						0
GRAND TOTAL - Maximum Points: 100						
AT&T Corp.						68.2
ENA Services, LLC						84.9
Granite Telecommunications LLC						63.4
Hotwire Communications						48.7
Zayo Group, LLC						80.8



PWS EVALUATION SCORE WORKSHEET

Note: ALL Sections below scored by Procurement & Warehousing Services (PWS)

Bid No:	19-096E
Title of Bid:	Internet Services Provider
Cost Scored by:	Harmoni Clealand
Cost Max Points:	50
S/M/WBE Scored by:	Anne-Marie
S/M/W/BE Max Points:	10

From all Proposers, the LOWEST total cost is: \$2,886,234.60

Proposer's Name	S/M/WBE Evaluation Points	Proposer's Total Cost	Cost Evaluation Points
AT&T Corp.	10	\$ 7,201,167.60	20
ENA Services, LLC	10	\$ 3,900,000.00	37
Granite Telecommunications LLC	0	\$ 2,886,234.60	50
Hotwire Communications	0	\$ 7,327,200.00	20
Zayo Group, LLC	0	\$ 3,060,000.00	47

