



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:
EE-14.

MEETING DATE	2020-05-19 10:05 - Regular School Board 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 to Approve Extension of Agreements and Spending Authority Reduction- 15-090E - Network and Telecommunication Goods and Services (E-Rate)

REQUESTED ACTION:
Approve the extension of the above Agreements. New Contract Term: July 1, 2015 through December 28, 2020, Five (5) Years, Six (6) Months; User Department: Information Technology; Original Award Amount: \$144,000,000; Reduction Amount: \$63,000,000; New Contract Award Amount: \$81,000,000; Awarded Vendor(s): AT&T Corp; JDL Technologies Inc.; Universal Cabling Systems, Inc; Small/Minority/Women Business Enterprise(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
This Request for Proposal was developed to provide a consolidated, E-Rate compliant, competitive bid opportunity for a broad scope of network and telecommunications goods and services. A multitude of refresh projects are in progress across the District and connected to this Bid for E-rate funding, therefore, this extension will allow staff the time required to complete and comply with filing requirements.
These Agreements have been reviewed and approved as to form and legal content by the Office of the General Counsel.
A copy of the RFP documents are available online at: [http://www.broward.k12.fl.us/supply/agenda/RFP_15-090E_NetworkandTelecommunicationsGoodsandServices\(E-Rate\).pdf](http://www.broward.k12.fl.us/supply/agenda/RFP_15-090E_NetworkandTelecommunicationsGoodsandServices(E-Rate).pdf)
A copy of the Original Executed Documents are available online at: http://www.broward.k12.fl.us/supply/agenda/OriginalExecutedDocuments_15-090E.pdf

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Safe & Supportive Environment Goal 3: Effective Communication

FINANCIAL IMPACT:
The estimated financial impact reduction to the District will be \$63,000,000. The contract award was for \$144,000,000, bringing the new contract value to \$81,000,000. The funding source is the Information Technology 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) Financial Analysis Worksheet (3) First Amendment Agreement-1 (4) First Amendment Agreement-2 (5) First Amendment Agreement-3 (6) Recommendation Tabulation 3-3-2015 (7) WAN Presentation (8) Extension Letters-3

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

SOURCE OF ADDITIONAL INFORMATION:	
Name: Phillip H. Dunn	Phone: 754-321-2607
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

Signature
Maurice Woods
5/4/2020, 3:27:34 PM

Approved In Open Board Meeting On **MAY 19 2020**
By:
School Board Chair

EXECUTIVE SUMMARY

Recommendation to Approve Extension of Agreements and Spending Authority Reduction 15-090E – Network and Telecommunication Goods and Services (E-Rate)

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the recommendation to extend the award resulting from Request for Proposal (RFP) 15-090E – Network and Telecommunication Goods and Services (E-Rate) to AT&T Corp, JDL Technologies and Universal Cabling Systems, Inc., for one hundred eighty (180) days and reduce the spending authority by \$63,000,000, bringing the new contract award amount to \$81,000,000.

The School Board approved RFP 15-090E on March 3, 2015, as item EE-1 for a term of five (5) years commencing July 1, 2015 through December 30, 2020 with \$144,000,000 in spending authority.

The new contract term will be July 1, 2015 through December 28, 2020 upon approval of the one hundred eighty (180) day extension.

Goods/Services Description

Responsible: Information Technology (IT)

This Bid was developed to procure network equipment utilizing E-rate funds. Extending this Bid facilitates the completion of refresh work in progress in the District schools, ensuring compliance with the E-rate funding application process, which connects work to this Bid.

The network equipment refresh includes cabling, switches, and wireless components for schools, comprising part of the second and third layers, as depicted in the attached presentation for School Switching & Routing and Wireless Access Points.

The network equipment is critical to support the District's students by providing centralized internet access, and real-time video security feeds for Broward Sheriff's Office, on-premise hosted applications, connectivity for security operations between all District sites and access to cloud-based applications such as Parentlink, SAP, and StreamVu IPTV among many others.

Procurement Method

Responsible: PWS

The solicitation ran from November 19, 2014 through December 22, 2014. There were four thousand two hundred thirty-seven (4,237) vendors notified, nineteen (19) vendors downloaded the RFP, and eight (8) bids were received before bid opening. An RFP Evaluation Committee performed scoring, and the RFP was awarded by group to the highest-scoring vendors.

This bid is utilized for E-rate funds, a Federally funded that allows the District to receive approximately eighty (80) percent reimbursement of qualifying expenditures. To comply with the E-rate filing deadlines, Information Technology requests this extension to facilitate E-rate related funding and work.

**Recommendation to Approve Extension of Agreements and Spending Authority Reduction
 15-090E – Network and Telecommunication Goods and Services (E-Rate)
 May 19, 2020 Board Agenda
 Page 2**

Financial Impact

Responsible: PWS and IT

The \$63,000,000 spending authority reduction represents the difference between the \$144,000,000 approved spending authority and the total spending authority calculated utilizing historical expenditures, as shown below:

Historical average monthly expenditures	\$ 1,243,268
Number of months left in the current bid	2
Estimated forecasted spend for the current bid (A)	\$ 2,486,536
Number of months for the extension	6
Estimated forecasted spend extension (B)	\$ 7,459,609
Subtotal forecasted spend (A + B)	\$ 9,946,146
(-) Unused spending authority	\$ 73,133,710
Spending authority reduction	\$ 63,187,564
Spending authority reduction (rounded)	\$ 63,000,000

Financial Impact Table:

Action	Date	Term	Amount
Original award + spending authority request	3/3/2015	Five (5) years	\$ 144,000,000
First amendment + spending authority reduction	5/19/2020	One hundred eighty (180) days	\$ (63,000,000)
New Total Contract Amount		Five (5) years, one hundred eighty (180) days	\$ 81,000,000

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

FIRST AMENDMENT TO AGREEMENT

THIS FIRST AMENDMENT TO AGREEMENT is made and entered into as of this 19th day of May, 2020, 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

JDL TECHNOLOGIES, INC.
(hereinafter referred to as "JDL"),
having its principal place of business at
2900 West Cypress Creek Road, Suite #8, Fort Lauderdale, Florida 33309

WHEREAS, SBBC and JDL entered into an Agreement for network service and equipment dated March 3, 2015 (hereafter "Agreement"); and

WHEREAS, the parties mutually desire to extend the initial term through this First Amendment to Agreement ("First Amendment").

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 are hereby acknowledged, the parties hereby agree as follows:

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

1.02 **Term of Agreement.** Pursuant to Section 2.02 of the Agreement, the term of the Agreement is hereby extended from June 30, 2020 to December 28, 2020, unless terminated earlier pursuant to Section 3.05 of the Agreement.

1.03 **Order of Precedence among Agreement Documents.** In the event of conflict between the provisions of the Agreement and the provisions contained herein, the provisions of the following documents shall take precedence in this order:

- a) this First Amendment; then
- b) the Agreement.

1.04 **Other Provisions Remain in Force.** Except as expressly provided herein, all other portions of the Agreement remain in full force and effect.

1.05 **Authority.** Each person signing this First Amendment on behalf of either party individually warrants that he or she has full legal power to execute this First Amendment 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 First Amendment.

IN WITNESS WHEREOF, the parties hereto have made and executed this First Amendment on the date first above written.

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]

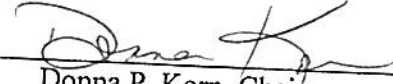
FOR SBBC:

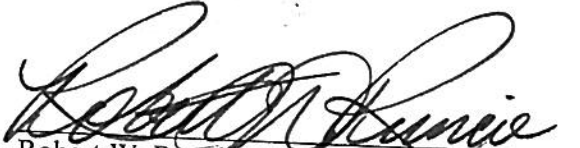
(Corporate Seal)

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

ATTEST:

By


Donna P. Korn, Chair


Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:



Digitally signed by Maya A.
Moore
Reason: JDL Technologies, Inc.
First Amendment
Date: 2020.04.09 15:07:12 -04'00'

Office of the General Counsel

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FOR JDL:

(Corporate Seal)

ATTEST:

JDL TECHNOLOGIES, INC.

By

Signature

Printed Name:

Title:

_____, Secretary

-or-

Daniell Kaye
Witness

[Signature]
Witness

[Signature]
Signature

Scott Fluegge
Printed Name

President & GM
Title

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 Florida

COUNTY OF Broward

The foregoing instrument was acknowledged before me by means of physical presence or online notarization, this _____ (date) by Scott Fluegge (name of officer or agent, title of officer or agent) of JDL Technologies, Inc. (name of corporation acknowledging), a FL (state or place of incorporation) corporation, on behalf of the corporation. He/she is personally known to me or has produced FLA ID (type of identification) as identification and who did / did not first take an oath this _____ day of _____, 2020.

My Commission Expires:

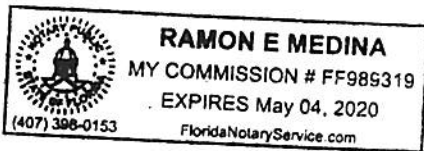
May 4, 2020

(SEAL)

[Signature]
Signature - Notary Public

Ramon Medina
Notary's Printed Name

FF99319
Notary's Commission No.



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THIS FIRST AMENDMENT TO AGREEMENT is made and entered into as of this 19th day of May, 2020, 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

UNIVERSAL CABLING SYSTEMS, INC.
(hereinafter referred to as "UCS"),
having its principal place of business at
914 Fern Street, West Palm Beach, Florida 33401

WHEREAS, SBBC and UCS entered into an Agreement for structure cabling dated March 3, 2015 (hereafter "Agreement"); and

WHEREAS, the parties mutually desire to extend the initial term through this First Amendment to Agreement ("First Amendment").

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 are hereby acknowledged, the parties hereby agree as follows:

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

1.02 **Term of Agreement**. Pursuant to Section 2.02 of the Agreement, the term of the Agreement is hereby extended from June 30, 2020 to December 28, 2020, unless terminated earlier pursuant to Section 3.05 of the Agreement.

1.03 **Order of Precedence among Agreement Documents**. In the event of conflict between the provisions of the Agreement and the provisions contained herein, the provisions of the following documents shall take precedence in this order:

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1.04 **Other Provisions Remain in Force.** Except as expressly provided herein, all other portions of the Agreement remain in full force and effect.

1.05 **Authority.** Each person signing this First Amendment on behalf of either party individually warrants that he or she has full legal power to execute this First Amendment 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 First Amendment.

IN WITNESS WHEREOF, the parties hereto have made and executed this First Amendment on the date first above written.

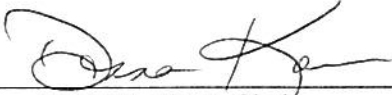
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(Corporate Seal)



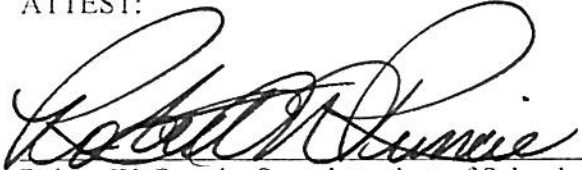
FOR SBBC:

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By 

Donna P. Korn, Chair

ATTEST:



Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:



Digitally signed by Maya A. Moore
Reason: Universal Cabling System,
Inc. First Amendment
Date: 2020.03.31 15:21:40 -04'00'

Office of the General Counsel

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FOR UCS:

(Corporate Seal)

ATTEST:

, Secretary

-or-

Susan Dubeau
Witness – Susan Dubeau

Ryan Vanson
Witness- Ryan Vanson

UNIVERSAL CABLING SYSTEMS, INC.

By [Signature]
Signature

Printed Name: Ronald Dubeau

Title: Vice President

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 Florida

COUNTY OF Palm Beach

The foregoing instrument was acknowledged before me by means of physical presence or online notarization, this 23rd of March, 2020 by Ronald Dubeau – Vice President of Universal Cabling Systems, Inc. a Florida corporation, on behalf of the corporation. He/she is personally known to me or has produced _____ (as identification and who did/ did not first take an oath this 23rd day of March, 2020.

My Commission Expires: 12/14/2022

[Signature]
Signature – Notary Public

Krista McNevin
Notary’s Printed Name

GG249463
Notary’s Commission No.

(SEAL)



FIRST AMENDMENT TO AGREEMENT

THIS FIRST AMENDMENT TO AGREEMENT is made and entered into as of this 19th day of May, 2020, 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

AT&T CORP.
(hereinafter referred to as "AT&T"),
having its principal place of business at
One AT&T Way, Bedminster, New Jersey 07921

WHEREAS, SBBC and AT&T entered into an Agreement for telecommunication service and equipment dated March 3, 2015 ("Agreement"); and

WHEREAS, the parties mutually desire to extend the initial term of the Agreement through this First Amendment to Agreement ("First Amendment").

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 are hereby acknowledged, the parties hereby agree as follows:

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

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1.05 **Authority.** Each person signing this First Amendment on behalf of either party individually warrants that he or she has full legal power to execute this First Amendment 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 First Amendment.

1.06 **Execution.** This First Amendment will be signed by AT&T first and is effective upon SBBC's signature provided that such fully signed First Amendment is returned to AT&T not more than forty-five (45) business days after AT&T's signature date. Any change made to this document renders the First Amendment null and void, except for changes expressly authorized by the terms of this First Amendment.

IN WITNESS WHEREOF, the parties hereto have made and executed this First Amendment on the date first above written.

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]



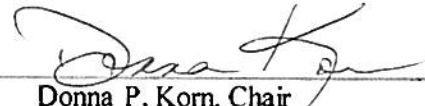
(Corporate Seal)

FOR SBBC:

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

ATTEST:


Robert W. Runcie, Superintendent of Schools

By 
Donna P. Korn, Chair

Approved as to Form and Legal Content:



Digitally signed by Maya A. Moore
Reason: First Amendment AT&T
Corp.
Date: 2020.04.15 11:10:40 -04'00'

Office of the General Counsel

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FOR AT&T:

(Corporate Seal)

AT&T CORP.

ATTEST:

By Linda Ruesch
Signature

, Secretary

Printed Name: Linda Ruesch

Title: Sr. Solutions Architect SS188Y

^{-or-}
Lana Ruesch
Witness

Mary Ruesch
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 New Jersey
COUNTY OF Somerset

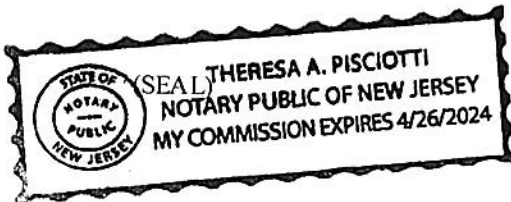
The foregoing instrument was acknowledged before me by means of physical presence or online notarization, this 14 April, 2020 (date) by Linda Ruesch (name of officer or agent, title of officer or agent) of AT&T Corp (name of corporation acknowledging), a New York (state or place of incorporation) corporation, on behalf of the corporation. He/she is personally known to me or has produced _____ (type of identification) as identification and who did/ did not first take an oath this _____ day of _____, 2020.

My Commission Expires:

Theresa A. Piscioti
Signature - Notary Public

Theresa A. Piscioti
Notary's Printed Name

Notary's Commission No.



The School Board of Broward County, Florida
Procurement & Warehousing Services

RFP No.:	<u>15-090E</u>	Tentative Board Meeting Date*:	<u>MARCH 3, 2015</u>
Description:	<u>NETWORK AND TELECOMMUNICATION GOODS AND SERVICES (E-RATE)</u>	Notified:	<u>4237</u>
		Downloaded:	<u>19</u>
	<u>TERM CONTRACT</u>	RFP Rec'd:	<u>8</u>
		No Bids:	<u>8</u>
For:	<u>VARIOUS LOCATIONS</u>	RFP Opening:	<u>DECEMBER 22, 2014</u>
	(School/Department)		
Fund:	<u>VARIOUS FUNDS</u>	Advertised Date:	<u>NOVEMBER 19, 2014</u>
		Award Amount:	<u>\$144,000,000</u>

POSTING OF RFP RECOMMENDATION/TABULATION: RFP Recommendations and Tabulations will be posted in the Procurement & Warehousing Services Department and www.Demandstar.com on January 7, 2015 @ 3:00 PM, and will remain posted for 72 hours. Any person Desiring to protest the bid recommendation/tabulation shall file, in writing, a notice of protest within 72 hours after the time posted as stated herein, and shall file a formal written protest within ten days after filing the notice of protest. Saturdays, Sundays, legal holidays and days during which the school district administration is closed shall be excluded in the computation of the 72- hour time period. Filing shall be at the office of the Director of Procurement & Warehousing Services Department, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. 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." 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 Board estimated value of the contract. Failure to file a protest within the time prescribed by section 120.57(3), Florida statutes, or a failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida statutes.

(*) The Cone of Silence, as stated in the RFP, is in effect until this RFP is approved by SBBC. The School Board meeting date stated above is a tentative date. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

RECOMMENDATION/TABULATION

EIGHT PROPOSALS WERE RECEIVED AND EVALUATED IN RESPONSE TO RFP 15-090E. PROPOSALS WERE EVALUATED BY THE FOLLOWING COMMITTEE MEMBERS:

GROUP 1 EVALUATED GROUPS 1, 2, AND 3	GROUP 2 EVALUATED GROUPS 4, 5, 6, AND 7
CLYDE ARNOLD – DISTRICT NETWORK COORDINATOR	DIANE SHAPIRO – SENIOR TELECOMMUNICATION ANALYST
JASON GREENBERG – SYSTEM ANALYST	CHARLES DREW DEMME – TELECOMMUNICATION ANALYST III
RYAN DIETER – MICRO COMPUTER TECH SPEC, COUNTY	LOWRIE SIMON – SENIOR TELECOMMUNICATION ANALYST
TERRI KINGSLEY – SYSTEM SUPPORT SPECIALIST II	RICK VARGAS – ADMINISTRATOR –CAPITAL BUDGET
TERESA MACRI – MANAGER INFORMATION SECURITY	JOHN BURKE – TEACHER –ATLANTIC TECHNICAL COLLEGE

SUPPORT STAFF: DIRECTOR OF TECHNICAL SUPPORT SERVICES: DOUG PEARCE & M/WBE SPECIALIST: COLLEEN ROBBIS

IN ACCORDANCE WITH SECTION 5.4 OF THE RFP, THE EVALUATION COMMITTEE RECOMMENDS THAT THE GROUPS LISTED BELOW BE AWARDED AS FOLLOWS:

	<u>PRIMARY AWARD</u>	<u>SECONDARY AWARD</u>
GROUP 1: STRUCTURED CABLING	UNIVERSAL CABLING SYSTEM, INC.	UNITED DATA TECHNOLOGIES
GROUP 2: NETWORK EQUIPMENT	JDL TECHNOLOGIES, INC.	UNITED DATA TECHNOLOGIES
GROUP 3: NETWORK EQUIPMENT CORE	JDL TECHNOLOGIES, INC	UNITED DATA TECHNOLOGIES
GROUP 4: VOICE EQUIPMENT	AT&T CORP.	NO RECOMMENDATION
GROUP 5: VOICE – CIRCUIT-SWITCHED	AT&T CORP.	EDUCATION NETWORK OF AMERICA
GROUP 6: VOICE – PACKET – SWITCHED	AT&T CORP.	EDUCATION NETWORK OF AMERICA
GROUP 7: VOICE –CELLULAR VOICE AND DATA	AT&T CORP.	NO RECOMMENDATION

IN ACCORDANCE WITH SECTION 5.4 (AWARD) OF THE RFP, THE DISTRICT MAY ENTER INTO NEGOTIATIONS WITH THE HIGHEST RANKED PROPOSERS, WHO ARE RECOMMENDED FOR AWARD FOR THE COMPLETION OF AN AGREEMENT AND APPROVAL BY THE SCHOOL BOARD. IN THE EVENT THAT MUTUALLY AGREEABLE NEGOTIATIONS CANNOT BE REACHED, THE COMMITTEE AND PROCUREMENT & WAREHOUSING SERVICES DEPARTMENT MAY NEGOTIATE WITH THE NEXT RANKED PROPOSER, AND SO FORTH.

(*) CERTIFIED M/WBE VENDOR: NONE

THIS AWARD IS CONTINGENT UPON SUCCESSFUL COMPLETION OF WRITTEN AGREEMENTS.

CONTRACT PERIOD: JULY 1, 2015 THROUGH JUNE 30, 2020

By: James Wilkinson Date: 2/11/2015
(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.

REVISED: 2/13/14

Group 1 Evaluation Scoring:TCS					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing Company	250	260	250	255	225
Strength of Proposed Solution	250	255	250	230	260
Strength of MWBE	10	10	10	10	10
Strength of Price Offer	245	245	245	245	245
Total Points for Each Evaluator	755	770	755	740	740
Average Point Award	752				

Group 1 Evaluation Scoring: JLS					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing Company	150	110	100	190	145
Strength of Proposed Solution	150	90	100	175	110
Strength of MWBE	50	50	50	50	50
Strength of Price Offer	280	280	280	280	280
Total Points for Each Evaluator	630	530	530	695	585
Average Point Award	594				

Group 1 Evaluation Scoring: UCS					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing Company	250	275	300	270	280
Strength of Proposed Solution	275	280	300	275	285
Strength of MWBE	15	15	15	15	15
Strength of Price Offer	315	315	315	315	315
Total Points for Each Evaluator	855	885	930	875	895
Average Point Award	888				

Group 1 Evaluation Scoring:UDT					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing Company	250	240	200	260	240
Strength of Proposed Solution	150	120	200	175	220
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	350	350	350	350	350
Total Points for Each Evaluator	770	730	770	805	830
Average Point Award	781				

Group 2 Evaluation Scoring: JDL					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing Company	250	285	300	275	280
Strength of Proposed Solution	225	280	300	275	285
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	350	350	350	350	350
Total Points for Each Evaluator	845	935	970	920	935
Average Point Award	921				

Group 2 Evaluation Scoring: ELECTRONICA					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing Company	25	90	100	175	120
Strength of Proposed Solution	100	60	100	125	110
Strength of MWBE	10	10	10	10	10
Strength of Price Offer	245	245	245	245	245
Total Points for Each Evaluator	380	405	455	555	485
Average Point Award	456				

Group 2 Evaluation Scoring:JLS					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing Company	200	110	100	190	110
Strength of Proposed Solution	50	75	100	150	100
Strength of MWBE	50	50	50	50	50
Strength of Price Offer	315	315	315	315	315
Total Points for Each Evaluator	615	550	565	705	575
Average Point Award	602				

Group 2 Evaluation Scoring:UDT					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y /N)	Y	Y	Y	Y	Y
Strength of Proposing	250	240	200	260	220
Strength of Proposed Solution	200	180	200	240	210
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	280	280	280	280	280
Total Points for Each Evaluator	750	720	700	800	730
Average Point Award	740				

Group 3 Evaluation Scoring: ELECTRONICA					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	25	90	100	140	120
Strength of Proposed Solution	100	80	100	175	120
Strength of MWBE	10	10	10	10	10
Strength of Price Offer	280	280	280	280	280
Total Points for Each Evaluator	415	460	490	605	530
Average Point Award	500				

Group 3 Evaluation Scoring:JDL					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	250	285	300	275	285
Strength of Proposed Solution	250	285	300	275	290
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	350	350	350	350	350
Total Points for Each Evaluator	870	940	970	920	945
Average Point Award	929				

Group 3 Evaluation Scoring:UDT					
Evaluator	Jason Greenberg	Terri Kingsley	Teresa Macri	Clyde Arnold	Ryan Dieter
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	250	240	200	260	225
Strength of Proposed Solution	200	110	200	240	220
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	315	315	315	315	315
Total Points for Each Evaluator	785	685	735	835	780
Average Point Award	764				

Group 4 Evaluation Scoring:AT&T

Evaluator	Drew Demme	Diane Shapiro	Lowrie Simon	Rick Vargas	John Burke
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	300	300	300	300	300
Strength of Proposed Solution	300	300	300	300	300
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	350	350	350	350	350
Total Points for Each Evaluator	970	970	970	970	970
Average Point Award	970				

Group 5 Evaluation Scoring: ATT					
Evaluator	Drew Demme	Diane Shapiro	Lowrie Simon	Rick Vargas	John Burke
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	300	300	300	300	300
Strength of Proposed Solution	290	300	300	300	300
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	315	315	315	315	315
Total Points for Each Evaluator	925	935	935	935	935
Average Point Award	933				

Group 5 Evaluation Scoring: ENA					
Evaluator	Drew Demme	Diane Shapiro	Lowrie Simon	Rick Vargas	John Burke
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	300	290	300	300	300
Strength of Proposed Solution	220	200	200	260	285
Strength of MWBE	15	15	15	15	15
Strength of Price Offer	350	350	350	350	350
Total Points for Each Evaluator	885	855	865	925	950
Average Point Award	896				

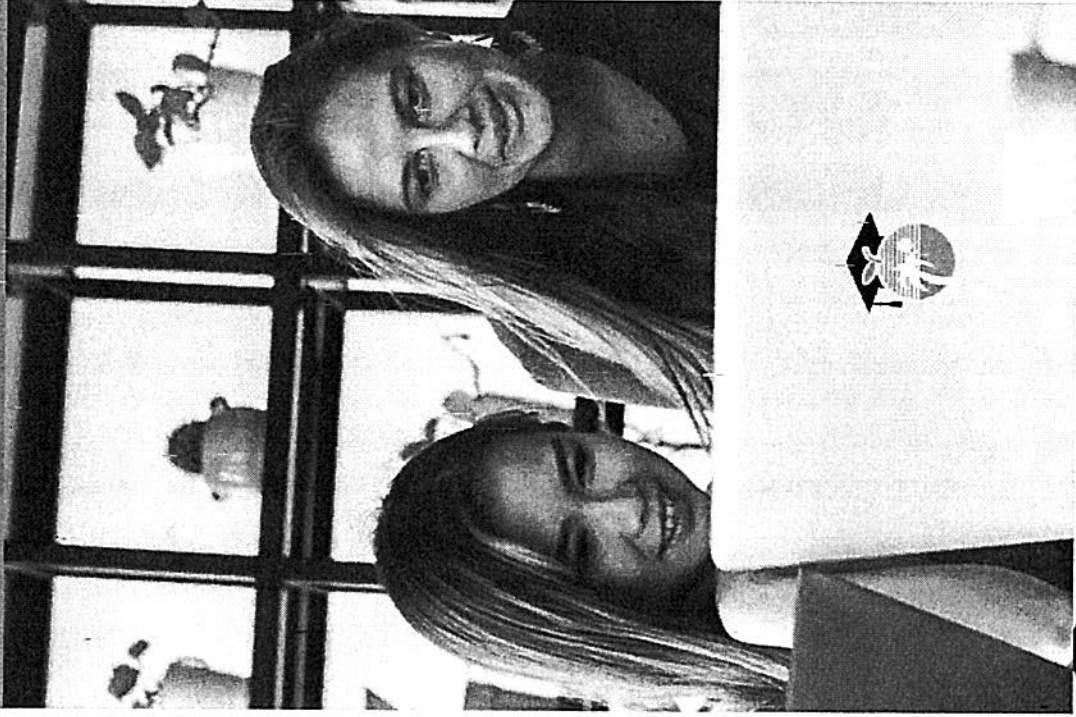
Group 6 Evaluation Scoring:ATT					
Evaluator	Drew Demme	Diane Shapiro	Lowrie Simon	Rick Vargas	John Burke
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	300	300	300	300	300
Strength of Proposed Solution	250	260	250	300	290
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	350	350	350	350	350
Total Points for Each Evaluator	920	930	920	970	960
Average Point Award	940				

Group 6 Evaluation Scoring: ENA					
Evaluator	Drew Demme	Diane Shapiro	Lowrie Simon	Rick Vargas	John Burke
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	300	290	300	300	300
Strength of Proposed Solution	275	250	260	290	285
Strength of MWBE	15	15	15	15	15
Strength of Price Offer	315	315	315	315	315
Total Points for Each Evaluator	905	870	890	920	915
Average Point Award	900				

Group 7 Evaluation Scoring:ATT

Evaluator	Drew Demme	Diane Shapiro	Lowrie Simon	Rick Vargas	John Burke
Minimum Eligibility (Y/N)	Y	Y	Y	Y	Y
Strength of Proposing Company	300	300	300	300	300
Strength of Proposed Solution	300	300	300	300	300
Strength of MWBE	20	20	20	20	20
Strength of Price Offer	350	350	350	350	350
Total Points for Each Evaluator	970	970	970	970	970
Average Point Award	970				

A Strong Network is Part of a Strong BCPS



Digital Learning – Students and teachers can harness the power of technology to personalize learning and differentiate instruction using digital tools

Security – Digital and Physical Security requires a fast, efficient, well-designed network

Engaged Communities – BCPS staff and students use programs everyday on the BCPS network that help them stay connected to each other and their community



A Network is Comprised of Layers

Layer & Specification	Description
<p>Uplink, Firewall & Datacenter</p> <ul style="list-style-type: none"> - <i>Specification:</i> 40Gbps fiber uplinks; 80Gbps firewall capacity 	<p>The uplink is the cabling that connects the District back to its internet service provider (ISP). The firewall is a server (powerful computer) that provides security by inspecting all internet traffic leaving and entering the district. This and other equipment resides in the datacenter.</p>
<p>Wide Area Network (WAN)</p> <ul style="list-style-type: none"> - <i>Specification:</i> Hub and spoke design with 1Gbps at 75% of sites; 10Gbps at 25% 	<p>The wide area network (WAN) is comprised of cables beneath the ground, connecting all schools and facilities back to the datacenter.</p>
<p>School Switching & Routing</p> <ul style="list-style-type: none"> - <i>Specification:</i> 1Gbps switch ports; 2Gbps uplinks within schools 	<p>Equipment at school and office sites used to receive the internet cabling from the street and spread the data connectivity throughout each building in a system of relayed cables.</p>
<p>Wireless Access Points (WAPs)</p> <ul style="list-style-type: none"> - <i>Specification:</i> 17,600 WAPs deployed district wide - 802.11 ac/n 5GHz 	<p>Wireless Access Points are typically attached to ceilings and provide wireless internet access to students, staff, and members of the public in BCPS facilities. In schools, one WAP per classroom is usually placed with more devices used in dense areas such as media centers and cafeterias.</p>



The Vision: Utility-Like Internet

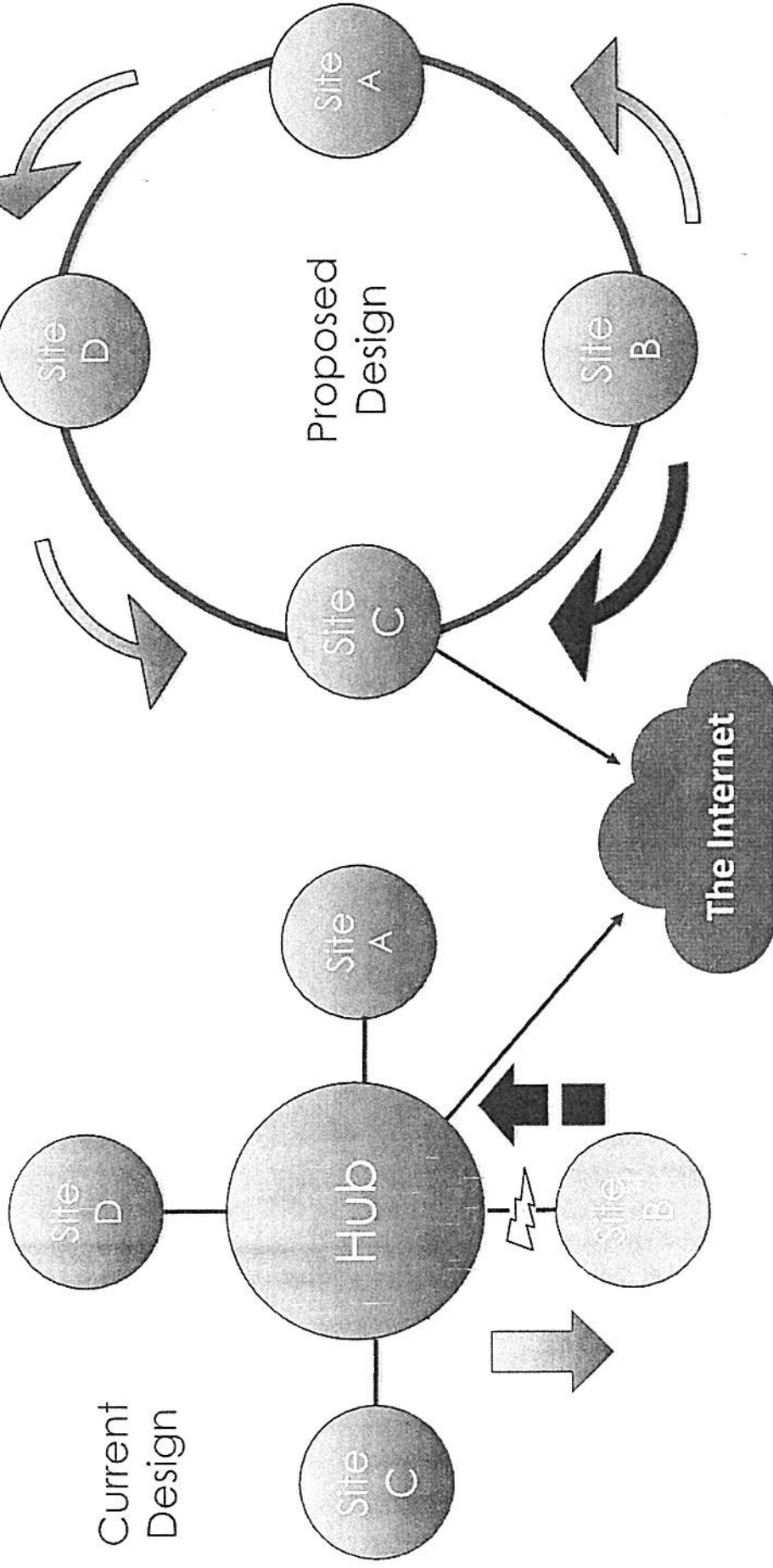
Equipment & Spec	Today's Challenges	Future Steps
<p>Uplink, Firewall & Datacenter</p> <ul style="list-style-type: none"> - Performance: Firewall 99% avg. uptime vs. 99.9% industry standard¹; Firewall CPU utilization 75% 	<p>Bond funds were used to upgrade firewall, load balancing, routing and District switching, as well as DNS/DHCP, but funds need to be identified to sustain assets</p> <p>Speeds are good, but there is only one path back to internet provider</p>	<p>Identify funds to refresh District network equipment (SY20 Cat 2 Equipment E-Rate bid)</p> <p>Add 2nd path to Internet (SY21)</p> <p>Outsource firewall management to experts (SY22³)</p>
<p>Wide Area Network (WAN)</p> <ul style="list-style-type: none"> - Performance: Currently 98.31% avg.² availability vs. 99.9% industry standard¹ 	<p>WAN capacity is dramatically lower than SETDA/FCC recommendation (e.g., 10 Gbps vs. 40Gbps needed for Cypress Bay)</p> <p>WAN design lacks resiliency, resulting in frequent schoolwide outages.</p>	<p>Transition from hub & spoke to ring design (SY20)</p>
<p>School Switching & Routing</p> <ul style="list-style-type: none"> - Performance: 98.3 avg. uptime vs. 99.9% uptime industry standard¹ 	<p>No statistics available on within-school data performance due to lack of tools (e.g., SolarWinds)</p> <p>No refresh cycle defined; equipment replaced on ad-hoc basis</p>	<p>Develop plan to annually refresh E-Rate eligible network equipment (SY20)</p>
<p>Wireless Access Points (WAPs)</p> <ul style="list-style-type: none"> - Performance: 60Mbps to 160Mbps 	<p>WAPs currently running under heavy load (avg. 70% CPU utilization)</p> <p>Currently expecting increased laptop density and BYOD to add 3 additional devices per secondary student.</p>	<p>Identify funding to increase number of WAPs deployed to support classroom</p>



¹ = 99% allows for 88 hours of downtime annually; NB - Fulton County Schools manages to 99.98% uptime; ² = Reported by AT&T based on 1457 Fibers; FCC approval of firewall features for E-Rate

WAN Upgrade – Improving Resiliency

A Ring Provides Another Path for Traffic if a Line Goes Down



High Level Timeline – Wide Area Network

Project Plan

- RFP Solicitation Sept 2018 - Nov 2018
- Posted the Recommendation Tabulation with the RFP Evaluation Committee's official Award Recommendation - Dec 2018
- Negotiations and contract work - 2019
- Board Approval & Award Mar 2020 – Pending
- Submit for Erate March for Erate Approval - March 15 2020
- Vendor to start legwork on building Fiber Network - July 2020
- Begin Site cutover from Hub & Spoke to Ring Design - Jan 2021
- Complete site migration Aug - Sept 2022

Governance

- Office Of Safety, Security, Emergency Preparedness
- Office Of Information & Technology





THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
 7720 WEST OAKLAND PARK BOULEVARD, SUITE 323, SUNRISE, FLORIDA 33351 · TEL 754-321-0505 · FAX 754-321-0936

PROCUREMENT & WAREHOUSING SERVICES
MARY CATHERINE COKER, DIRECTOR
www.BrowardSchools.com/PWS

The School Board of
 Broward County, Florida

Donna P. Korn, Chair
 Dr. Rosalind Osgood, Vice Chair

Lori Alhadef
 Robin Bartleman
 Patricia Good
 Heather P. Brinkworth
 Laurie Rich Levinson
 Ann Murray
 Nora Rupert

Robert W. Runcie
 Superintendent of Schools

3/3/2020
 Lizmary Whyte, Strategic Account Lead
 AT&T Corp.
 2001 NW 64 Street, Suite 100
 Fort Lauderdale FL 33309

Reference: 15-090E – Network and Telecommunication Goods and Services (E-Rate)
 Subject: Request for Additional Information

Dear: Ms. Whyte,

The above-referenced contract expires on 6/30/2020. In accordance with Section 2.02 of the Agreement, this contract may, by mutual agreement and upon School Board approval, be extended for 180 days from 7/1/2020 through 12/28/2020. This letter does not constitute the actual extension of a contract offer. Indicate below your willingness to extend this Agreement, which shall be considered by the school district for extension of your award premised upon your continued agreement to all terms and conditions of the awarded bid and your agreement to maintain (or reduce) the current awarded prices for: Group 4 (Voice Equipment), Group 5 (Voice – Circuit-Switched), Group 6 (Voice – Packet-Switched) and Group 7 (Voice – Cellular Voice and Data).

- Yes, I offer to extend the current contract award at the current awarded prices.
- Yes, I offer to extend the current contract award at lower pricing (included with this letter).
- No, I do not wish to extend the current contract award.

Please complete the section titled Vendor Response and return this document (and any additional attachments) to my attention no later than 3/11/2020

Sincerely,

Harmoni Clealand
 Harmoni Clealand
 Purchasing Agent IV

VENDOR RESPONSE	
<i>[Signature]</i>	4/7/2020
Signature/Date - Authorized Representative	
<i>Erik W. Lindborg</i>	
Printed Name - Authorized Representative	





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Ann Murray
Nora Rupert

Robert W. Runcie
Superintendent of Schools

3/2/2020

Kevin Yoder, Project/Account Manager
JDL Technologies
2900 W Cypress Creek Road, Suite 8
Fort Lauderdale FL 33309

Reference: 15-090E – Network and Telecommunication Goods and Services (E-Rate)
Subject: Request for Additional Information

Dear: Mr. Yoder,

The above-referenced contract expires on 6/30/2020. In accordance with Section 2.02 of the Agreement, this contract may, by mutual agreement and upon School Board approval, be extended for 180 days from 7/1/2020 through 12/28/2020. This letter does not constitute the actual extension of a contract offer. Indicate below your willingness to extend this Agreement, which shall be considered by the school district for extension of your award premised upon your continued agreement to all terms and conditions of the awarded bid and your agreement to maintain (or reduce) the current awarded prices for: Group 2 (Network Equipment) and Group 3 (Network Equipment Core).


- Yes, I offer to extend the current contract award at the current awarded prices.
- Yes, I offer to extend the current contract award at lower pricing (included with this letter).
- No, I do not wish to extend the current contract award.

Please complete the section titled Vendor Response and return this document (and any additional attachments) to my attention no later than 3/11/2020

Sincerely,

Harmoni Clealand

Harmoni Clealand
Purchasing Agent IV

VENDOR RESPONSE	
	3/2/2020
Signature/Date - Authorized Representative	
Scott Fluegge	
Printed Name - Authorized Representative	



THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

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Laurie Rich Levinson
Ann Murray
Nora Rupert

Robert W. Runcie
Superintendent of Schools

3/2/2020
Ron Dubeau, Vice President
Universal Cabling Systems, Inc.
914 Fern Street
West Palm Beach FL 33401

Reference: 15-090E – Network and Telecommunication Goods and Services (E-Rate)
Subject: Request for Additional Information

Dear: Mr. Dubeau

The above-referenced contract expires on 6/30/2020. In accordance with Section 2.02 of the Agreement, this contract may, by mutual agreement and upon School Board approval, be extended for 180 days from 7/1/2020 through 12/28/2020. This letter does not constitute the actual extension of a contract offer. Indicate below your willingness to extend this Agreement, which shall be considered by the school district for extension of your award premised upon your continued agreement to all terms and conditions of the awarded bid and your agreement to maintain (or reduce) the current awarded prices for: Group 1 (Structured Cabling).

- Yes, I offer to extend the current contract award at the current awarded prices.
- Yes, I offer to extend the current contract award at lower pricing (included with this letter).
- No, I do not wish to extend the current contract award.

Please complete the section titled Vendor Response and return this document (and any additional attachments) to my attention no later than 3/11/2020

Sincerely,

Harmoni
Harmoni Clealand
Purchasing Agent IV

<p>VENDOR RESPONSE</p> <p><i>Ronald Dubeau</i> 3/2/2020</p> <p>Signature/Date - Authorized Representative</p> <p>Ronald Dubeau - Vice President</p> <p>Printed Name - Authorized Representative</p>
--