

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD REQUEST FOR PROPOSALS NO. RFP-17-002-MT –
TELECOM SERVICES**

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

**LINK TO STRATEGIC
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of Information Technology Services and Operations and Energy Management, released the above-referenced solicitation. The purpose of this Request For Proposals (RFP) is to provide Telecommunication Services, which some services may be E-Rate reimbursable, to all district locations and select charter schools that include the following:

- Internet Connectivity (such as ISP Service only, Internet Access & Transport Bundled)
- DDOS Mitigation
- WAN Connectivity Options 1, 2, & 3 (such as Leased Lit & Leased Dark Fiber, Self-Provisioned Networks and Services provided over Third Party Networks)
- Voice Services
- Long Distance Service

This RFP was advertised on the Procurement Management Services website, the DemandStar website, BidNet and Florida Bid, as well as emailed to 51 potential bidders. Additionally, a form 470 was filed with the SLD (FCC) to inform all E-rate eligible service providers.

The initial term of the bid shall be for a five (5) year period, commencing July 1, 2018 through June 30, 2023 and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for one (1) additional one (1) year period.

Strategies were employed to increase SBE/MBE (Small/Micro Business Enterprise) participation. The Goal Setting Committee recommended that this solicitation be open with a 5% SBE/MBE participation rate.

E-147

The following eight (8) vendors responded to this advertised bid: AT&T Corp.; Blackbox Network Services; Birch Communications; Broadvoice; Cogent Communications, Inc.; Comcast Business Communications, LLC.; ENA Services, LLC, a subsidiary of Education Networks of America, Inc.; and Windstream Services, LLC. Broadvoice submitted a no-bid response and Birch was deemed non-responsive during the oral presentation. Based on the criteria listed in the solicitation, oral presentation, best and final pricing, the contract is recommended to be awarded to the following vendors: AT&T – WAN Connectivity and Voice Services; Comcast – Internet Connectivity and DDOS Mitigation; and Windstream – Long Distance Services.

Fund Source

Various

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD REQUEST FOR PROPOSALS NO. RFP-17-002-MT – TELECOM SERVICES**, for telecom services, with an initial effective date of July 1, 2018 through June 30, 2023, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for one (1) additional one (1) year extension period thereto, as follows, with the pricing for each service(s) attached hereto:

AWARD FOR WAN CONNECTIVITY AND VOICE SERVICES

- a. **AT&T CORP.**
600 NW 79TH AVENUE, ROOM 337
MIAMI, FL 33126
OWNER/OFFICER: MARGARITA CASTELLON, ACCOUNT
MANAGER AT&T PUBLIC SECTOR SOLUTIONS

SUB-CONTRACTOR:
INTERACTIVE BLUE COMMUNICATIONS, INC. dba
NIDA CONSULTING GROUP, LLC. **SBE/MWBE**
4150 SW 70 COURT
MIAMI, FL 33155
OWNER/OFFICER: ROBERT MENA, OWNER
HISPANIC MALE

**AWARD FOR INTERNET CONNECTIVITY AND DDOS
MITIGATION**

- b. COMCAST BUSINESS COMMUNICATIONS, LLC
789 INTERNATIONAL PARKWAY
SUNRISE, FL 33325
OWNER/OFFICER: ERIC WELBORN, STRATEGIC
ENTERPRISE ACCOUNT EXECUTIVE

AWARD FOR LONG DISTANCE SERVICES

- c. WINDSTREAM SERVICES, LLC
4001 RODNEY PARHAM
LITTLE ROCK, ARKANSAS 72212
OWNER/OFFICER: CARLOS PADILLA, MAJOR ACCOUNT
EXECUTIVE
2. **AUTHORIZE** Procurement Management Services to award the contract to provide telecom services, subject to the availability of funding, for the initial contract term, and for each subsequent extension period. Board authorization of this recommendation does not guarantee any estimated quantities will be purchased.

RYS/myt

Pricing Table for E-147, AWARD REQUEST FOR PROPOSALS NO. RFP-17-002-MT
TELECOM SERVICES:

a. AT&T Corp.

1. WAN Connectivity Service

Lead Offer: AT&T Switched Ethernet Service™ with Network on Demand

WAN Connectivity Service - Option 2

Service	Quantity	Monthly/Circuit	Total	Installation	BAFO Monthly/Circuit	New Total
Lead Offer				AT&T Switched Ethernet Service with Network on Demand		
Remote Nodes 1G to 10G 10G Port with 1G Business Critical Medium CIR*	500	\$779.12	\$389,560.00	\$ 0	\$740.16	\$370,080.00
10G Port with 2G Business Critical Medium CIR	500	\$779.12	\$389,560.00	\$ 0	\$740.16	\$376,085.00
10G Port with 2.5G Business Critical Medium CIR	500	\$791.76	\$395,880.00	\$ 0	\$752.17	\$382,090.00
10G Port with 4G Business Critical Medium CIR	500	\$804.40	\$402,200.00	\$ 0	\$764.18	\$388,095.00
10G Port with 5G Business Critical Medium CIR	500	\$817.04	\$408,520.00	\$ 0	\$776.19	\$394,100.00
10G Port with 7.5G Business Critical Medium CIR	500	\$829.68	\$414,840.00	\$ 0	\$788.20	\$400,105.00
10G Port with 9.5G Business Critical Medium CIR	500	\$842.32	\$421,160.00	\$ 0	\$800.21	\$406,105.00
10G Port with 10G Business Critical Medium CIR	500	\$854.96	\$427,480.00	\$ 0	\$812.21	\$370,080.00
Aggregation Circuit 100G Port with 60G Business Critical Medium CIR	1	\$5,167.00	\$5,167.00	\$ 0	\$4,908.65	\$2,454,325.00
100G Port with 70G Business Critical Medium CIR	1	\$5,375.25	\$5,375.25	\$ 0	\$5,106.49	\$2,553,245.00
100G Port	1	\$5,583.50	\$5,583.50	\$ 0	\$5,304.33	\$2,652,165.00

with 80G

Business

Critical

Medium CIR

100G Port	1	\$5,791.75	\$5,791.75	\$ 0	\$5,502.17	\$2,751,085.00
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with 90G

Business

Critical

Medium CIR

100G Port	1	\$6,000.00	\$6,000.00	\$ 0	\$5,700.00	\$2,850,000.00
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with 100G

Business

Critical

Medium CIR

Note: * AT&T is providing 2G rate for the same price as the 1G requested, giving you twice the bandwidth for the same price.

2. Voice Services

Lead Offer for Voice Services:	Quantity	Monthly/Circuit	Monthly Total	Install for New Locations	BAFO Monthly/Circuit	New Total	
Integrated Services Digital Network Primary Rate Interface Service							
Lead Offer	Integrated Services Digital Network Primary Rate Interface (PRI)	400	\$ 357	\$ 142,800	\$ 1,545.00	\$ 339.15	\$ 135,660.00
POTS		4000	\$ 18.00	\$ 72,000	\$ -	\$ 18.00	\$ 72,000.00

b. Comcast Business Communications, LLC

1. Internet and DDOS Services

Options	Contract Term	Bandwidth	Monthly Recurring Charge for Internet	Threat Management DDOS	Non Recurring Charge
1	60 months	10 GBPS	\$5,191.38	\$2,142	\$0
2	60 months	40 GBPS	\$10,377.36	\$4,282	\$0
3	60 months	60 GBPS	\$13,840.02	\$5,710.60	\$0
4	60 months	80 GBPS	\$17,302.50	\$7,139.40	\$0
5	60 months	100 GBPS	\$20,765.16	\$8,568	\$0

c. Windstream Services, LLC

1. Long Distance Services

LD RATES

Dedicated 1+	
Dedicated 1+ Interstate	\$0.0200
Dedicated 1+ Intralata	\$0.0200
Dedicated 1+ Intrastate	\$0.0200
Dedicated 800	
Dedicated 800 Interstate	\$0.0200
Dedicated 800 Intralata	\$0.0230
Dedicated 800 Intrastate	\$0.0230