

# District School Board of Pasco County

## Bid Recommendation

|                                |                                  |  |  |                |
|--------------------------------|----------------------------------|--|--|----------------|
| <b>Bid Title</b>               | Wide-Area Network (WAN) Services |  | <b>Number of Vendors Notified</b>          | 187            |
| <b>Bid Number</b>              | 08-061-AZ                        |  | <b>Number of Bids Distributed</b>          | 25             |
| <b>Date Solicited</b>          | November 2, 2007                 |  | <b>Number of Vendors Bidding</b>           | 3              |
| <b>Date Opened</b>             | December 14, 2007                |  | <b>Number of Formal "No Bid" Responses</b> | 1              |
| <b>Date Board Presentation</b> | February 5, 2008                 |  | <b>Funding Source</b>                      | General funds  |
| <b>Total Savings</b>           | N/A                              |  | <b>Grand Total of Bid</b>                  | \$1,365,960.00 |

**Recommendation:** Recommend acceptance of bid from Bright House Networks, LLC, per the attached bid tabulation as lowest and best bid meeting written specifications.

**Term of Contract:** This bid is a turnkey installation for the Information Services Department for 10/100/1000 MBps non-wireless WAN connections to school and other District property sites. These WAN connections will provide reliable high-speed internet services. The term of the bid is three (3) years, renewable annually at the mutual agreement of the parties. Pricing during this term will remain firm, based on unit prices as listed for 10MBps, 100MBps, and 1000MBps systems, for any sites added or upgraded.

**Notations and Exceptions:** Low bidder, Embarq, did not bid on the total of 82 sites required in the bid document. The next lowest bidder, Verizon Business Network Services, also did not bid on the total of 82 sites required. Verizon also verbally confirmed that their bid contained a pricing error, and that they could not honor the bid prices. Recommend award to Bright House Networks LLC as lowest and best bid meeting written specifications.

**Bid Evaluated By:**  
 Bruce Baldwin, Director of Information Services  
 Christopher Jackson, Supervisor of Information Services  
 Dustin Lester, Network Analyst  
 Phillip Snyder, Network Specialist

**Bid Prepared By:**  
 Arlene Zimney, CPPB, C.P.M., Buyer

**Reviewed and Authorized By:**  
 Kendra Goodman, CPPB, Purchasing Agent

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

| DATE OF OPENING: December 14, 2007 @ 2:30pm      |                                 | Bright House Networks LLC<br>700 Carillon Parkway<br>St. Petersburg, FL 33716 |   | Embarq  |   | Verizon Business Network Services Inc. on<br>behalf of Verizon Florida Inc. |   |
|--|---------------------------------|---|---|---|---|---|---|
| BID TITLE: WAN Telecommunication Services        |                                 |   |   | 319 SE Broadway Street                                |   | 3608 Queen Palm Drive   |   |
| BID # 08-061-AZ                                  |                                 |   |   | Ocala, FL 34471                                       |   | Tampa, FL 33619   |   |
| <b>**BOARD MEETING FEBRUARY 5, 2008**</b>        |                                 |   |   |   |   |   |   |
| QTY  | DESCRIPTION                     | TURNKEY<br>MONTHLY PRICE<br>INCLUDING<br>INSTALLATION                         | TURNKEY ANNUAL<br>PRICE INCLUDING<br>INSTALLATION | TURNKEY<br>MONTHLY PRICE<br>INCLUDING<br>INSTALLATION | TURNKEY ANNUAL<br>PRICE INCLUDING<br>INSTALLATION | TURNKEY<br>MONTHLY PRICE<br>INCLUDING<br>INSTALLATION                       | TURNKEY ANNUAL<br>PRICE INCLUDING<br>INSTALLATION |
| 74   | 100Mbps                         | \$1,395.00  | \$103,230.00                                      | \$1,300.00  | \$156,000.00                                      | 1,195.00  | 889,080.00  |
| 7  | 10 Mbps                         | \$800.00  | \$5,600.00  | \$665.00  | \$7,980.00  | 2,105.00  | 151,560.00  |
| 1  | 1000Mbps                        | \$5,000.00  | \$5,000.00  | NB  | NB  | 3,555.00  | 85,320.00   |
| <b>82</b>  | <b>TOTAL ALL OR NONE PRICE:</b> | \$1,365,960.00  |   | \$163,980.00 *  |   | \$1,125,960.00 *  |   |
| <b>* DID NOT QUOTE FULL QUANTITY OF 82 SITES</b> |                                 |   |   |   |   |   |   |