



Board of Education of Cecil County
Elkton, Maryland

Agenda Item Details

Meeting	Mar 11, 2019 - Board of Education of Cecil County Meeting
Category	5. New Business
Subject	5.23 RFP 19-15: Leased Lit Fiber Internet Access for Two Schools
Type	Action
Recommended Action	Superintendent's Recommendation: I recommend that the Board of Education of Cecil County approve the award of RFP #19-15: Leased Lit Fiber Access for Conowingo Elementary to Armstrong Utilities for a total amount of \$59,900 for a five (5) year contract period. Comcast Business is also recommended for award to Elk Neck Elementary for a total amount of \$52,694 for a five (5) year period for leased lit fiber internet access. The total amount for both schools is \$112,594.

Requests for Proposals were opened in the Business Services conference room at the G.W. Carver Center on March 4, 2019, at 2:00 p.m. for RFP# 19-15: Leased Lit Fiber Internet Access for Two Schools. This Notice to Proposers was posted on January 8, 2019, onto the FCC's (E-Rate) Form 470# 190013327 Universal Services Administrative Services (USAC) portal to begin the E-Rate Competitive Bidding Process. The RFP was also posted on the eMaryland Marketplace bidding board and the CCPS website on the same date. Emails were also sent by CCPS to 33 prospective bidders and the Cecil County Chamber of Commerce.

The intent of this RFP is to establish a contract with one or two qualified companies to provide leased lit fiber internet access to Conowingo Elementary and Elk Neck Elementary Schools beginning in FY20 for a five (5) year period. A non-mandatory site examination and pre-proposal meeting was held at Conowingo Elementary School followed immediately by a site visit to Elk Neck Elementary School. Six persons attended, including two CCPS employees. As a result, Addendum #1 was issued on February 4, 2019, which re-set the 28-day FCC requirement for Form 470 advertisements with proposals due on March 4, 2019.

On behalf of the Technology Services department, the Purchasing department recommends the award of two (2) proposals to the low responsive, responsible proposers best meeting the needs of CCPS.

A bandwidth of 200 MB is recommended for each of the two schools for a five (5) year period beginning July 1, 2019. Funding for this initiative will use local operating funds.

Three (3) proposals were received from the following:

1. Armstrong Utilities, Inc.
2. Comcast Business
3. Windstream Enterprise, LLC

Persons in attendance at the RFP opening were:

1. Wally Wills - Cecil County Public Schools
2. Daniela Dunlap - Cecil County Public Schools
3. Rick Raulie - Cecil County Public Schools
4. Wayne Broomell - Cecil County Public Schools
5. Kevin Gaydos - Armstrong Business Solutions

The submitted documents were opened. Submittals were evaluated at a later time by the evaluation team.

Motion & Voting

Superintendent's Recommendation: I recommend that the Board of Education of Cecil County approve the award of RFP #19-15: Leased Lit Fiber Access for Conowingo Elementary to Armstrong Utilities for a total amount of \$59,900 for a five (5) year contract period. Comcast Business is also recommended for award to Elk Neck Elementary for a total amount of \$52,694 for a five (5) year period for leased lit fiber internet access. The total amount for both schools is \$112,594.

Motion by Diana B Hawley, second by James K Fazzino.

Final Resolution: Motion Passed

Aye: James K Fazzino, William H Malesh, William C Manlove, Kayla M Russell, Diana B Hawley, Christie L Stephens