



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	5.24 RFP# 19-16: Wi-Fi Access Upgrades for FY20
Type	Action
Recommended Action	Superintendent's Recommendation: I recommend that the Board of Education of Cecil County reject all proposals and not award RFP 19-16: Wi-Fi Upgrades for FY20 due to limited funding in FY20 for this project and CCPS is unable to pilot test a new product at this time.

Requests for Proposals were opened in the Business Services conference room at the G.W. Carver Center on March 4, 2019, at 3:00 p.m. for RFP# 19-16: Wi-Fi Access Upgrades for FY20. 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.

The intent of this RFP was to establish a contract with one qualified company to replace 1,180 existing access points in 30 physical buildings with 1,357 next generation Wi-Fi access points as specified, or an equivalent product. Two non-mandatory site examinations and pre-proposal meetings were held at three schools representative of our schools. Thirteen (13) persons attended including six CCPS employees. As a result of these site examinations and questions posed, Addendums #2 and #3 were issued, lastly on February 4, 2019, which re-set the 28-day FCC requirement for Form 470 advertisements with proposals due on March 4, 2019.

Nine (9) proposals were received from the following:

1. A Connection
2. Carousel Industries
3. CDW-G
4. Data Networks, Inc.
5. Dysis Solutions
6. IT Direct
7. MPX Solutions
8. Skyline Technology Sol.
9. V6 Networks Solutions

Eight (8) proposals were deemed responsive from qualified firms. These submittals were evaluated by the RFP evaluation team. However, on behalf of the evaluation team and the Technology Services department, the Purchasing department recommends that the Board of Education of Cecil County reject all proposals and not award a contract for this solicitation due to limited funding in FY20 and CCPS is unable to pilot test a new product at this time while meeting the constraints required by the e-rate program.

**Motion & Voting**

Superintendent's Recommendation: I recommend that the Board of Education of Cecil County reject all proposals and not award RFP 19-16: Wi-Fi Upgrades for FY20 due to limited funding in FY20 for this project and CCPS is unable to pilot test a new product at this time.

Motion by Christie L Stephens, 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