

RFP 20-516: District Wide Wireless Infrastructure Equipment and Services Executive Summary

Purpose

The purpose of solicitation RFP 20-516 is to procure professional services from an experienced, highly qualified and capable provider to supply and install Wireless Access Points for any of the 134 schools and administrative locations within DCSD on its Wide Area Network on an as needed basis. It is expected that the Awarded Offeror will provide services in accordance with the specifications, requirements and terms and conditions stated within the solicitation. Services shall include all equipment, labor, materials, tools, specialized equipment, supplies, trained personnel, insurance, travel and per diem, direct and indirect administrative costs, overhead, any other charges, and all services necessary to provide a complete turn-key solution.

Background and Process

The evaluation team was made up of six staff persons in the Division of Information Technology, with three representing Enterprise Services (Manager, 1-Wireless Engineer, and 2-Information Security Officers) and two representing the Project Management Office (Manager and 1-Project Manager).

The RFP was written and submitted for approval in December 2018 and was published for two weeks in February 2019. Electronic notifications were sent to 44 vendors from the DCSD Vendor Bid List and 1742 vendors through the State of GA Procurement Registry. In March 2019, three vendors responded to the RFP, deemed responsive, and were evaluated.

Evaluation Results

Based on a careful evaluation of how well each of the 3 possible choices could meet the 3 major criteria considered, Integrated Communication Networks, Inc. appears to be the best choice.

The 3 choices considered were:

- Integrated Communication Networks, Inc.
- IntelliSpring Technologies
- Prosys

The criteria used to evaluate the options and their weightings were:

- Cost – 45%
- Ability to Execute – 35%
- Ability to Provide a Complete Solution To DCSD – 20%

Of all of the choices considered, 2 were considered to be leading candidates. These "top options" were:

Integrated Communication Networks, Inc.
IntelliSpring Technologies

Cost was the most significant factor leading to the choice of Integrated Communication Networks, Inc. over IntelliSpring Technologies.

The question of "RFP 20-516" was evaluated by means of a decision table.

	Cost			
		Ability to Execute		
		Ability to Provide a Complete Solution		Summary
Integrated Communication Networks, Inc.	8.44	8.00	7.00	8.00
IntelliSpring Technologies	3.53	5.60	5.67	4.68
Prosys	0.00	6.20	7.00	6.49

Decision Table for RFP 20-516 District Wide Wireless Infrastructure Equipment and Services

Cost Evaluation

RFP 20-516 Cost was evaluated by means of a decision table.

	Access Points					
		On-Guard Licenses (100,000)				
		Aruba Controller			On-Boarding Licenses (10,000)	
				Clear Pass Appliance		
						Summary
Integrated Communication Networks, Inc.	615.00	378000	32868.00	71400.00	23625.00	8.44
Intellispring Technologies	1245.25	787950	62470.75	144500	35700.00	3.53
Prosys	489.65	0.00	0.00	0.00	0.00	9.92

The criteria used to evaluate the choices, and their weightings, were:

- Access Points – 32%
- On-Guard Licenses (100,000) – 27%
- Aruba Controller – 18%
- On-Boarding Licenses (10,000) – 15%
- Clear Pass Appliance – 7%

Weightings were the result of calculations of anticipated spending over the next 5 years. Known future projects and historical data were used as the basis for the projections. Cost entered comes directly from the Cost Tables. Only items expected to represent 2% or greater of anticipated spending were used in the evaluation.

In the area of Cost, Integrated Communication Networks, Inc. was the leading choice by a substantial margin.

Comparisons among Choices

Integrated Communication Networks, Inc. versus Intellispring Technologies

- Integrated Communication Networks, Inc. was considered to be a better choice than Intellispring Technologies in all of the 5 criteria considered. Of these, the critical factor was *Access Points* cost.

After a careful evaluation of each option, Integrated Communication Networks, Inc. appears to be the best choice in the area of *Cost*.

Relative Strengths

Integrated Communication Networks versus Intellispring Technologies

Integrated Communication Networks, Inc. provided pricing significantly below that of Intellispring Technologies

Prosyst

Prosyst proposed Meraki access points by Cisco. While the cost of the access points is favorable, they are not capable of being managed by the existing DCSD Aruba wireless management system. Prosyst failed to provide pricing for Aruba Controllers, Clear Pass Appliances, On-Boarding Licensing and On-Guard Licensing. DCSD has an installed base of over 10,250 Aruba access points. There are no plans to totally replace these Aruba access points over the next 5 years.

The purchase of access points only represents a third of anticipated wireless spending over the next 5 years. The remaining expenditures will be in the areas of managing and securing our existing wireless network. By providing only access point pricing and ignoring the other critical components for which pricing was requested, Prosyst is considered non-responsive.

Ability to Execute Evaluation

RFP 20-516 Ability to Execute was evaluated by means of a decision table.

	Experience with Organizations Comparable to DCSD					Summary
	7.00	Prior Experience with DCSD		10.00	7.00	
		10.00	References			
			Technical Capability			
3.00	7.00	7.00	7.00	Warranty		
Integrated Communication Networks, Inc	7.00	10.00	6.00	10.00	7.00	8.00
Prosyst	3.00	7.00	7.00	7.00	7.00	6.20
IntelliSpring Technologies	3.00	7.00	4.00	7.00	7.00	5.60

The criteria used to evaluate the choices, and their weightings, were:

- Experience with Organizations Comparable to DCSD – 20%
- Prior Experience with DCSD – 20%
- References – 20%

Technical Capability – 20%
Warranty – 20%

Integrated Communication Networks, Inc. was the leading choice by a substantial margin.

Comparisons among Choices

Integrated Communication Networks, Inc. versus Prosys

Integrated Communication Networks, Inc. was considered to be a better choice than Prosys in 3 of the 5 criteria considered. Of these, the critical factor was *Experience with Organizations Comparable to DCSD*.

Prosys versus IntelliSpring Technologies

Prosys was considered to be a better choice than IntelliSpring Technologies in 1 of the 5 criteria considered. Of these, the critical factor was *References*.

After a careful evaluation of each option, Integrated Communication Networks, Inc. appears to be the best choice in the area of *Ability to Execute*.

Discussion of Options

Integrated Communication Networks, Inc.

- Integrated Communication Networks, Inc. was judged Excellent in the matter of *Prior Experience with DCSD*. ICN has been a valuable partner with DCSD for many years.
- Integrated Communication Networks, Inc. was judged Good in the matter of *References*. Only two references were provided instead of the three requested.
- Integrated Communication Networks, Inc. was judged Excellent in the matter of *Technical Capability*. ICN has provided certifications demonstrating their staff's technical capability.

Prosys

- Prosys was judged Poor in the matter of *Experience with Organizations Comparable to DCSD*. References provided by Prosys do not reflect experience with organizations as large as DCSD nor do they include K12 institutions.

IntelliSpring Technologies

- IntelliSpring Technologies was judged Poor in the matter of *Experience with Organizations Comparable to DCSD*. Intellispring Technologies stated they have prior experience with 30 companies comparable to DCSD but they failed to list one. With no way to verify this experience the evaluation committee could not justify more than a minimal score of 3.
- IntelliSpring Technologies was judged Fair in the matter of *References*. Only one reference was provided by IntelliSpring. Three references were required.

Ability to Provide a Complete Solution to DCSD Evaluation

RFP 20-516 Ability to Provide a Complete Solution to DCSD was evaluated by means of a decision table.

	Project Management			
		Concurrent Installations		
			Ordering and Installation	
				Summary
Integrated Communication Networks, Inc	7.00	7.00	7.00	7.00
Prosys	7.00	7.00	7.00	7.00
IntelliSpring Technologies	3.00	7.00	7.00	5.00

The criteria used to evaluate the choices, and their weightings, were:

- Project Management – 50%
- Ordering and Installation – 25%
- Concurrent Installations – 25%

Comparisons among Choices

Integrated Communication Networks, Inc., Prosys and IntelliSpring Technologies
 Integrated Communication Networks, Inc. and Prosys were considered to be better choices than IntelliSpring Technologies in 1 of the 3 criteria considered, *Project Management*.

After a careful evaluation of each option, Integrated Communication Networks, Inc. and Prosys appear to be the best choices in the area of *Ability to Provide a Complete Solution to DCSD*

RFP 20-216 District Wide Wireless Infrastructure Equipment and Services – Final Selection

Integrated Communication Networks, Inc. was the leading choice by a substantial margin.

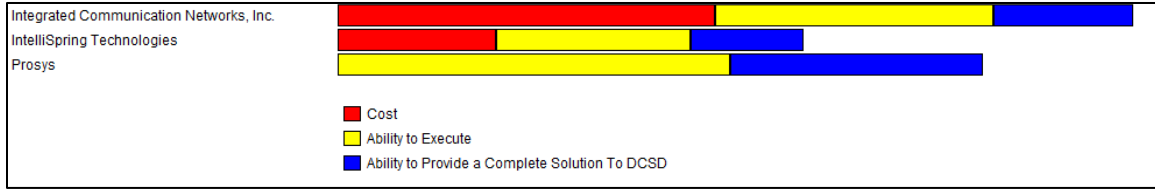
The Top Choices

The decision-making process has identified 2 of the choices as "top options." They were:
 Integrated Communication Networks, Inc.
 IntelliSpring Technologies

Integrated Communication Networks, Inc. was the leading choice by a substantial margin. Prosys would have been considered a "top option" except for a fatal flaw in their cost proposal. Had they not failed in this area, Prosys would have been considered to be among the "top options":

Comparisons among Choices

Relative strengths of the various choices in each of the factors is illustrated in the following graph:



Relative Strengths

Integrated Communication Networks, Inc. versus IntelliSpring Technologies

Integrated Communication Networks, Inc. was considered to be a better choice than IntelliSpring Technologies in 3 of the 3 criteria considered. Of these, the critical factor was *Cost*.

Conclusion

After a careful evaluation of each option, Integrated Communication Networks, Inc. appears to be the best choice for RFP 20-516 District Wide Wireless Infrastructure Equipment and Services.