

**Erate Response Evaluations for FY2023 - 2024  
USAC Form 470 and DeKalb County School District (DCSD)  
Requirements**

**Executive Summary and Supporting Document**

## **ERATE Award**

### **Category 2: Switch & GBICS Equipment and Maintenance & Technical Support**

#### **Executive Summary**

##### **Purpose**

DeKalb County School District solicited a Request for Proposal (RFP) for the Category 2 Switch & GBICS Equipment and Maintenance & Technical Support while complying with SLD/USAC rules commencing with E-rate Funding Year 2023 - 2024. The purpose of this solicitation is to procure professional services from an experienced, highly qualified, and capable network switches, accessories and services provider for a turnkey hardware, software, installation, maintenance, and technical support solution to provide network switches for the DeKalb County School District's (DCSD) Wide Area Network (WAN) and Local Area Networks (LAN's). All proposed solutions must meet or exceed minimum technical and performance specifications. It was 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 things and services necessary to provide a complete turn-key solution.

##### **Background and Process**

The evaluation team was made up of five staff people in the Division of Information Technology and the district's Erate business partner, EFG Group. There were three representing Network Services and one representing the Project Management Office, and two representatives from EFG Group.

The solicitation was written, published for two weeks, and evaluated during December 2022 through February and will be submitted to the Board of Education for approval in March 2023. The bidding process was facilitated by the district's business partner, EFG Group. On February 10, 2023, the deadline for receiving responses, four vendors responded to the solicitation, deemed responsive, and were evaluated.

##### **Evaluation Results**

Based on a careful evaluation of how well each of the 4 possible choices could meet the 6 major criteria considered, CDW-G LLC appears to be the best choice.

The 4 choices considered were:

CDW-G LLC

Layer 3 Communications

PC Solutions, Inc

AiOS Group

The criteria and point values used to evaluate the options are listed below:

Price – 30 points

Ability to Execute – 25 points

Past Experience/Relationship with Respondent – 20 points

Changeover Costs – 10 points

Work with K12 Districts of Comparable Size of DCSD – 10 points

Willingness to Invoice via SPI – 5 points

*Price* was the most significant factor leading to the choice of CDW-G LLC over Layer 3 Communications.

**Price**

*Price* was rated on a 30-point scale with a 10-point spread, with the minimum score of 2-points. Highest price received the lowest score. The respondent with the best (or lowest price) received 30-points. The second best (or lowest) price received 20-points, then the next received 10-points. The respondent with the highest price received 2-points rather than zero. Pricing was as follows:

Description	CDW-G LLC	PCS, Inc.	Layer 3 Communications	AiOS Group
Equipment (including installation & configuration service)	\$12,378,401.30	\$27,254,592.30	\$36,882,390.50	\$50,884,610.00
Maintenance (and travel)	\$1,186,831.00	\$1,666,000.00	\$1,750,000.00	\$955,500.00
	\$13,565,232.30	\$28,920,592.30	\$38,632,390.50	\$51,840,110.00

*Past Experience/Relationship with Respondent* was the most significant factor leading to the choice of CDW-G LLC over PC Solutions, Inc.

**Past Experience/Relationship with Respondent**

The minimum score was 5-points. *Past Experience and Relationship with Respondent* were given 10-points each. Past experience included purchases, delivery, availability, etc., whereas relationship with respondent included the working relations, such as how the respondent responded to requests, how prompt were they, how they interacted with DCSD’s staff, were they courteous, etc.

**Decision Table**

The evaluation for the Switch and GBICS & Maintenance and Technical Support solicitation was done by means of a decision table.

	Price						
	Ability to Execute						Summary
	Past Experience/Relationship with Respondent				Work with K12 Districts of Comparable Size		
	Changeover Costs		Willingness to Invoice via SPI				
CDW-G LLC	30.00	23.00	20.00	10.00	10.00	5.00	9.80
Layer 3 Communications	10.00	25.00	17.00	10.00	10.00	5.00	7.70
PC Solutions, Inc	20.00	22.00	5.00	10.00	10.00	5.00	7.20
AiOS Group	2.00	24.00	5.00	10.00	8.00	5.00	5.40

Decision Table for Switch and GBICS & Maintenance and Technical Support

The Ability to Execute was evaluated on four factors given a score of 6.25 points each. All factors were responses to requirements in the solicitation. They were:

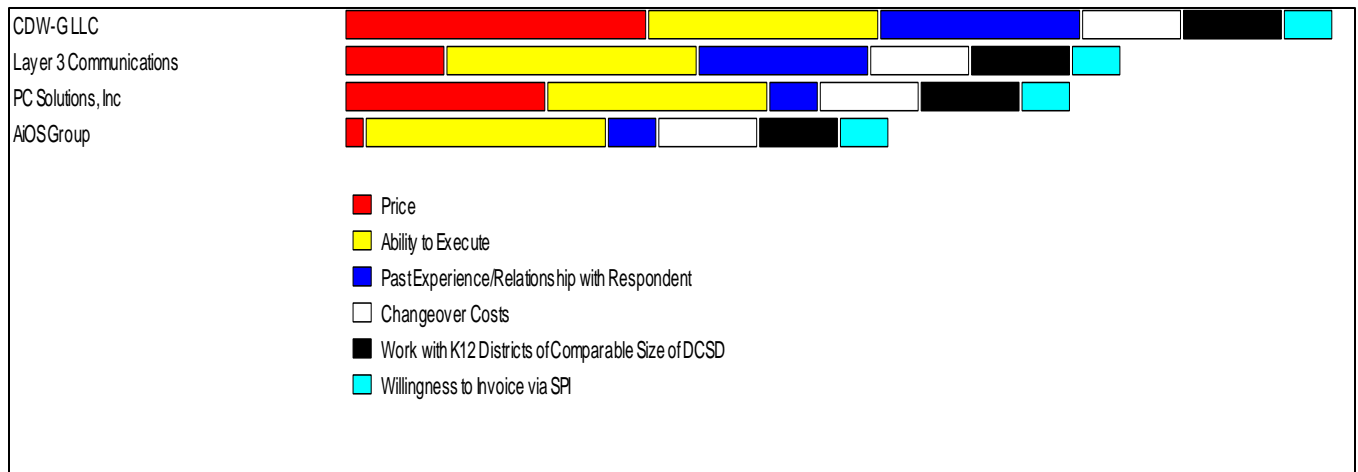
- Technical Capability
- Quality of Work
- Ability to Provide Services Purchased/Turnkey Solution
- Qualified Personnel

As a result, AiOS lost points under qualified personnel because its engineering staff was certified in CISCO, not Aruba. CDW lost points in two areas: 1) under quality of work due to its inability to meet the 20-day delivery after receipt of purchase order, and 2) under qualified personnel because there is evidence of a certified project manager, but no evidence indicated for a certified engineering staff in Juniper technology. Lastly, PCS could not meet the 20-day delivery after receipt of purchase order and did not provide certifications for engineering and project management staff as well.

Finally, for *Work with K12 Districts of Comparable Size of DCSD*, AiOS had K12 references, but lost points because none was comparable in size to DCSD.

### Comparison Among Choices

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



*Relative Strengths*

**CDW-G LLC versus Layer 3 Communications**

CDW-G LLC was considered a better choice than Layer 3 Communications in 2 of the 6 criteria considered. Of these, the critical factor was:

*Price*

**Layer 3 Communications versus PC Solutions, Inc.**

Layer 3 Communications was considered a better choice than PC Solutions, Inc. in 2 of the 6 criteria considered. Of these, the critical factor was:

*Past Experience/Relationship with Respondent*

**Conclusion**

After a careful evaluation of each option, CDW-G LLC appears to be the best choice.