

# **Chronology RFP 26-703 Districtwide Cabling and Services**

The Department of Information and Instructional Technology (DIIT) requests approval for the award of RFP #26-703, District Wide Cabling and Equipment Services to Integrated Communication Networks, Inc. (ICN) . This will provide the structured cabling and wireless infrastructure required to support teaching, learning, and operations across more than 138 schools and administrative sites. Reliable connectivity is critical to sustaining instruction, enabling district operations, and supporting future construction and renovation projects.

## **Background**

In 2019, the Board awarded RFP #20-07 to ICN as the preferred vendor for district-wide cabling. That five-year agreement delivered comprehensive support for network cabling, moves, adds, and changes, as well as new construction projects. The procurement aligned with federal E-Rate regulations and ensured the District had secure, scalable infrastructure.

With the expiration of this contract, DCSD issued RFP #26-703 August 2025 to continue these essential services. The new scope requires a full turn-key solution, including installation and testing of Category 6/6a cabling, fiber infrastructure, patch panels, network cabinets, and the installation and maintenance of wireless access points.

The project directly supports the infrastructure needed for:

- 3,000 desktop computers
- 98,000 student Chromebooks
- 11,500 staff laptops
- 14,000 IP telephones
- 7,900 IP cameras
- 8,100 wireless access points

RFP #26-703 was published in August 2025 through IonWave, the Champion Newspaper, and the Georgia Procurement Registry. Notifications were distributed to 24 vendors on the DCSD Vendor Bid List, 626 vendors through the state registry, and 468 vendors through IonWave. The deadline for responses was September 16, 2025.

DCSD received nine proposals, of which eight were deemed responsive and evaluated. An evaluation team of four DIIT staff—representing the Deputy CIO, Network, Telecommunications, and the Project Management Office—reviewed and scored each proposal.

### **Criteria:**

- Scope of Services – 140 points
- Firm’s Overview – 80 points
- Relevant Experience and Expertise – 80 points
- Professional References – 40 points
- Cost Proposal – 60 points

## **Vendors Evaluated:**

1. Integrated Communication Networks, Inc. (ICN)
2. SG Network Services, Inc.
3. Layer 3 Communications, LLC
4. Electrical Contractor Incorporated
5. Next Link Communications
6. Computacenter United States, Inc.
7. Risk Response Team, Inc.
8. Smart Choice Technologies

Following this comprehensive review, **Integrated Communication Networks, Inc. (ICN)** emerged as the top-ranked vendor and is recommended for the award.

## **Scope of Services**

ICN will deliver a complete solution for the supply, installation, configuration, and maintenance of structured cabling systems and wireless access points across DCSD facilities. Services include all labor, equipment, materials, tools, trained personnel, insurance, and administrative costs necessary to provide fully operational systems.

### **Key Services**

- Cabling Infrastructure – Installation, re-termination, and testing of Category 6/6a cabling, patch panels, network cabinets, and fiber optic systems.
- Wireless Access Points – Installation, replacement, and maintenance of wireless access points district-wide.
- Moves, Adds, and Changes (MACs) – Ongoing support for new schools, renovations, and repairs.
- Compliance & Standards – Adherence to ANSI/TIA, NEC, and other applicable industry standards.
- Testing & Documentation – Comprehensive testing, VoIP readiness certification, and as-built documentation.
- E-Rate Compliance – The vendor must maintain (or obtain) a SPIN number and follow all federal E-Rate rules.

This award will ensure DCSD continues to maintain a secure, scalable network infrastructure that supports student learning and operational continuity.

## **Cost Analysis**

For the 2025–2026 school year, the new project cost will not exceed \$350,000. This amount reflects new funding based on an analysis of historical service ticket data, upcoming building renovations, and current infrastructure needs.

In addition to this new funding request, the continuation of two previously approved SPLOST projects will carry forward under this RFP. The appropriated funds for these projects have been dispersed as the work has progressed, with the balances below scheduled for disbursement through spring 2026, at which time the projects will be completed.

- SPLOST Cabling Project (originally approved in March 2023): \$1,196,430.75, representing the balance of the \$9,450,000 Board-approved amount after deducting purchase orders already issued (\$8,253,569.25).
- SPLOST Wireless Access Point (WAP) Project: \$4,147,286.08, calculated as the difference between the \$8,553,600 Board-approved amount and purchase orders issued to date (\$4,606,313.92).

The total continuation funding required to complete these SPLOST projects is therefore \$5,492,716.83. In summary, the financial impact for the current year is \$5,842,716.83, which includes \$350,000 in new funding and \$5,492,716.83 to continue and complete previously awarded SPLOST projects through this RFP.

### Financial Impact

Year	Cost
2022-23	\$9,450,000 (SPLOST Cabling Project) \$8,553,600 (SPLOST Wireless Access Project) <b>TOTAL= \$18,003,600</b>
2023-24	No Additional Funds Requested
2024-25	No Additional Funds Requested
2025-26	\$350,000 (New Funding Request) \$5,492,716.83 (Amount remaining from previously awarded funds in 2022-23) <b>TOTAL= \$5,842,716.83</b>