

RFP 26-703
District Wide Cabling and Equipment Services
Executive Summary

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Purpose

The DeKalb County School District (DCSD) sought written proposals from experienced and highly qualified providers to deliver a comprehensive, turnkey solution for structured cabling systems and Wireless Access Points across more than 138 schools and administrative sites within its Wide Area Network. A turnkey solution requires the selected vendor to manage all aspects of staging, configuration, delivery, installation, setup, and testing at designated DCSD locations, in alignment with DCSD's scheduling requirements.

Additionally, the provider will be responsible for ongoing maintenance of the cabling infrastructure and the installation or replacement of Wireless Access Points on an as-needed basis. The awarded vendor must ensure that the delivered cabling system is fully operational and meets all DCSD specifications prior to final approval and sign-off. This award requires the winning provider to support the infrastructure for the following devices district wide:

- 3000 Desktop Computers
- 98000 Student Chromebooks
- 11500 Staff Laptops
- 14,000 IP Telephones
- 7900 IP Cameras
- 8100 Wireless Access Points

Background and Process

The evaluation team was made up of four staff members in the Division of Information and Instructional Technology (DIIT): the Deputy CIO, one represented the Network, one represented Telecommunications Office, and one represented the Project Management Office (PMO)--RFP process facilitator.

The solicitation was written in July 2025, published in August 2025 for two weeks, evaluated in September 2025, and submitted to the Board of Education for approval in November 2025. September 16, 2025, was the deadline for receiving responses. There were nine responses and eight were deemed responsive to the requirements and were evaluated. Finance posted RFP 26-703 on IonWave and Champion Newspaper on August 14, 2025. Electronic notifications were sent to 24 vendors from the DCSD Vendor Bid List, 626 vendors through the State of GA Procurement Registry, and 468 vendors through IonWave.

Evaluation Results

Following a thorough evaluation of how effectively each of the eight offerors met the five key criteria, Integrated Communications Networks (ICN) emerged as the top choice. The offerors were ranked based on total points received, in the following order:

1. Integrated Communications Networks
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

The criteria and point values used to evaluate the options are listed below. The overall total point value for the evaluation was 400 points.

Firm's Overview – 80 points

Scope of Services – 140 points

Firm's Relevant Experience and Expertise – 80 points

Professional References – 40 points

Cost Proposal – 60 points

Decision Table

A decision table was created showing total scores for each criterion. This table gives a complete view of all criteria used in evaluating each response.

District Wide Cabling Equipment and Services Final Evaluation Form - RFP No. 26-703

District Wide Cabling Equipment and Services RFP 26-703		EVALUATION						TOTAL EVALUATION SCORE	EVALUATION RANKING
		FIRM'S OVERVIEW/COMPANY PROFILE	SCOPE OF SERVICES	FIRM'S RELEVANT EXPERIENCE AND EXPERTISE	PROFESSIONAL REFERENCES	COST OF SERVICES			
APPLICANTS	POINTS AVAILABLE	80	140	80	40	60	400		
1. Computacenter United States Inc.	Score	68	63	44	34	24	233	6th	
2. Electrical Contractor Incorporated	Score	72	98	48	8	48	274	4th	
3. ICN Integrated Communications Networks	Score	80	119	68	40	50	357	1st	
4. Layer 3 Communications, LLC	Score	64	91	64	36	27	282	3rd	
5. Next Link Communications	Score	60	98	40	12	41	251	5th	
6. Risk Response Team, Inc.	Score	48	98	48	8	18	220	7th	
7. SG Network Services, Inc.	Score	72	119	44	40	25	300	2nd	
8. Smart Choice Technologies	Score	36	63	56	8	34	197	8th	
9. Engen Global	Score								

Conclusion

After a careful evaluation of each option, Integrated Communications Networks appears to be the best choice.