

OAKLAND UNIFIED SCHOOL DISTRICT
Office of the State Administrator
February 9, 2005

To: Randolph E. Ward, Ed.D.
State Administrator
Board of Education

From: Oswaldo Galarza
Technology Information Officer

Subject: SCHOOLS AND LIBRARIES DIVISION
**E-RATE INTERNAL CONNECTIONS DISCOUNTS
FUNDING YEAR 07/01/2005-06/30/2006
APPLICATION AND BID AWARD RECOMMENDATIONS
YEAR SEVEN SCHOOLS (2004-2005 FUNDING CYCLE)**

CRITICAL INFORMATION

OUSD submitted applications for the enclosed projects and received funding approval from the Schools and Libraries Division (SLD). OUSD is in the process of initiating the implementation of these approved e-rate projects. However, under the rules of the SLD, should OUSD be unable to complete these projects by September 30, 2005, the SLD may deny appeals for extension thus resulting in the lost of funds already awarded to OUSD. The enclosed proposal is a contingency measure to avoid the loss of funds in the event that the projects are not completed by the specified time.

RECOMMENDATION

Approval of and authorization by State Administrator to submit to the Federal Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC) the District's Year 8 application seeking approximately **\$7,312,432.51** in E-Rate funds for Fiscal Year 2005-2006; further authorizing and appropriating a separate required District match of up to **\$731,243.25** from non-General Purpose Funds; further authorizing Award of Bids and Agreements with the following vendors: **SBC** for Groups 1 and 2 for a cumulative amount not to exceed \$6,047,287.88 plus estimated taxes of \$250,813.21. **Digital Design** for group 3 for a cumulative amount not to exceed \$971,881.00 plus estimated taxed of \$42,450.42.

These awards are subject to approval of all or a portion of the funding application by SLD and a further determination that the projects do not conflict with the interests of the District; Furthermore, these awards will only be activated in the event that the SLD denies OUSD any needed extensions to complete year seven e-rate approved contracts. And further authorizing acceptance of and execution of Grant Agreement and any amendments thereto with SLD for Fiscal Year 2005-2006; each and all documents referenced herein, subject to form and content approval by the General Counsel.

BACKGROUND

The Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC) provides affordable access to telecommunications services for all eligible schools and libraries in the United States. Funded at up to \$2.25 billion annually, the Program provides discounts on telecommunications services, Internet access and internal connections.

To: Randolph E. Ward, Board of Education

From: Oswaldo Galarza

Subject: SCHOOLS AND LIBRARIES DIVISION, E-RATE INTERNAL CONNECTIONS DISCOUNTS FUNDING YEAR 07/01/2005-06/30/2006 YEAR SEVEN (2004-2005 FUNDING CYCLE) APPLICATION AND BID AWARD RECOMMENDATIONS

February 9, 2005

Page 2 of 4

Oakland USD staff filed an application with the SLD for internal connections for all schools likely to receive funding. In accordance with SLD procedures, OUSD published a Bid for Proposal on the District Website (Internet) for a minimum period of 28 days. The SLD also publishes the OUSD application on their Internet website for the purpose of encouraging and fostering competitive bids. The schools selected for this process qualify for E-rate funded at the 90% level; they were clustered as follows:

Group and School Definition Table 1		
Group	Group Description	Affected Schools
Group 1	Install LAN cabling and equipment as specified in the district standard, including Category 6 cabling, fiber optic cabling, network switches, routers, wireless access points, uninterruptible power supply (UPS) systems, racks and cabinets. 90% Matching.	Cole Lafayette Lowell Prescott
Group 2 ^[1]	Install LAN cabling and equipment as specified in the district standard, including Category 6 cabling, fiber optic cabling, network switches, routers, wireless access points, UPS systems, racks and cabinets. 90% Matching.	Bella Vista Brewer Brookfield Cox Elmhurst Frick Havenscourt Lockwood Madison Manzanita Roosevelt Simmons Sobrante Park Whittier
Group 3	Install LAN cabling and equipment as specified in the district standard, including Category 6 cabling, fiber optic cabling, network switches, routers, wireless access points, UPS systems, racks and cabinets. 80% Matching.	Emerson Westlake Hawthorne

The District Bid required that all responses be submitted to the Technology Services Department in the presence of Mr. Michael Moore, Chief Operation Officer, in charge of Procurement and Contracts. All bids were due to the District by January 27th, 2005 at 12:00 Noon. The evaluation of the Bids took place in several meetings conducted in the Technology Department.

The following vendors submitted proposal to OUSD E-rate 8: JDL, Digital Design, Puretek, Aeko And SBC

To: Randolph E. Ward, Board of Education

From: Oswaldo Galarza

Subject: SCHOOLS AND LIBRARIES DIVISION, E-RATE INTERNAL CONNECTIONS DISCOUNTS FUNDING YEAR 07/01/2005-06/30/2006 YEAR SEVEN (2004-2005 FUNDING CYCLE) APPLICATION AND BID AWARD RECOMMENDATIONS

February 9, 2005

Page 3 of 4

Vendors were evaluated on a 10 point scale computed as a percentage of maximum of 10 points distributed as follows:

Total Costs	30%
Compliance with RFP	25%
Ability to Complete Task	20%
Experience with K-12	15%
Presentation	10%

Weighting of Criteria						
	Proposal Specific Criteria		Vendor General Criteria			
Vendor	Cost of Proposal	Compliance With RFP	Ability to Complete Task	Experience with K-12	Presentation	Total
	30%	25%	20%	15%	10%	100%
Per Group Scores						
Group 1						
JDL	1.6	1.5	1.4	1.4	0.7	6.6
Puretek	2.5	0.3	0.2	0.2	0.1	3.2
Aeko	3.0	1.5	1.2	1.1	0.8	7.6
SBC	2.5	2.3	1.7	1.3	0.8	8.4
Group 2						
JDL	2.6	1.5	1.4	1.4	0.7	7.5
Puretek	2.2	0.3	0.2	0.2	0.1	2.9
SBC	3.0	2.3	1.7	1.3	0.8	9.0
Group 3						
JDL	2.6	1.5	1.4	1.4	0.7	7.6
Digital Design	3.0	2.0	1.5	1.3	0.8	8.5
Puretek	2.2	2.0	0.2	0.2	0.1	4.6
SBC	2.4	2.3	1.7	1.3	0.8	8.3

Puretek has a weight of 1 on all vendor general criteria and compliance with RFP on all groups because their proposal was incomplete

In order to take advantage of the E-rate discounts, the district must submit a form 471 to the SLD no later than February 16, 2004 with signed and approved contracts for the work requested.

The enclosed tables contain the information from submitted bids. Staff recommends that the District award Groups 1 and 2 to **SBC** and Group 3 to **Digital Design**.

Vendor	Group 1	Group 2	Group 3
JDL	\$1,899,550.44	\$5,626,795.07	\$1,112,871.39
Digital Design			\$971,881.00
Puretek*	\$1,232,735.79	\$6,610,526.88	\$1,329,781.73

To: Randolph E. Ward, Board of Education

From: Oswaldo Galarza

Subject: SCHOOLS AND LIBRARIES DIVISION, E-RATE INTERNAL CONNECTIONS
DISCOUNTS FUNDING YEAR 07/01/2005-06/30/2006 YEAR SEVEN (2004-2005
FUNDING CYCLE) APPLICATION AND BID AWARD RECOMMENDATIONS

February 9, 2005

Page 4 of 4

Aeko	\$1,023,798.49		
SBC	\$1,235,338.11	\$4,811,949.77	\$1,216,242.74

FISCAL IMPACT

The District is responsible for the costs not covered by the e-rate up to 10% or an estimated **\$731,243.25**. Associated electrical costs will be submitted in a future Board meeting. These costs are NOT covered by E-rate, and are not expected to be higher than \$701,916.89

RECOMMEDATION

Staff is recommending that the State Administrator authorize submittal of the application and award bids and Agreements for Fiscal Year 2005-2006 E-rate discounts through the School and Libraries Division process as enumerated herein.

OUSD/Galarza