



BOARD RECOMMENDATION LETTER

PROJECT TITLE: Year 21 2018-2019 E-Rate Project RFP #390-17A.5b ISP for San Mateo Foster City Elementary School District

REPORT DATE: March 9, 2018

San Mateo Foster City Elementary School District has contracted Infinity Communications and Consulting, Inc (Infinity) to provide professional services for E-Rate Consulting and RFP Management Services for all services listed below. Per our agreement, Infinity has prepared bidding documents necessary to solicit competitive bidding and to undertake the work, in conformity with public contract code and FCC/E-Rate funding requirements. The following statement is a recap of the process that has been instituted specifically for the above titled project:

- The ISP (Internet Access) service for the submitted responses listed below were put out to bid due to the original contracted service being set to expire June 30, 2018, which is prior to the start of the upcoming E-Rate Funding Year 2018 (July 1, 2018 - June 30, 2019). We have listed below the cost of services based on the RFP responses received and what E-Rate reimburse at advice of the Board.
- San Mateo Foster City Elementary School District E-Rate FY21 (2018-2019) Eligible Telecom E-Rate discount at 50%.
- In order to meet the Federal E-Rate program filing requirements, the District must approve contracts by the 2018-2019 E-Rate filing Deadline of March 22, 2018.

Project Overview

San Mateo Foster City ESD E-rate Projects and Services Summary:

Services for ISP (Internet Access) Services (Pricing below based on RFP responses received and E-Rate Discount of 50% for Eligible Services)

Service Provider Name	Service	Total Annual Amount	Total Annual E-Rate Eligible Amount	E-Rate Requested Reimbursement Amount	District Out of Pocket Cost w/ Ineligibles	Bid Evaluation Overall Ranking (See Bid Evaluation for Selection Criteria)
San Mateo COE	2GB Internet Access	\$20,500.00	\$20,500.00	\$10,250.00	\$10,250.00	83
Proficient Telecom	2GB Internet Access	\$67,848.00	\$67,848.00	\$33,924.00	\$33,924.00	53
AT&T	Dedicated 3Gb Internet Access	\$239,568.00	\$239,568.00	\$119,784.00	\$119,784.00	63

Additional Notes

Proficient Telecomm:

There is an E-Rate eligible 1x NRC of \$3,000 that will be included in the first year of service. The Total Annual amount reflected above is for years 2-5. The Annual amount for the first year will be \$70,848.00, which would be an estimated District cost of \$35,424.00 for year 1.

AT&T:

AT&T Bid a Bundled Internet Access solution, which was outside of the RFP scope. There is an E-Rate Eligible 1x NRC of \$1,500.00 that will be included in the first year of service. The Total Annual amount reflected above is for years 2-5. The Annual amount for the first year will be \$241,068.00, which would be an estimated District cost of \$120,534.00 for year 1.

Infinity's Recommendation

Contract Award:

Infinity recommends award of services to the highest ranked bidder listed above, San Mateo COE. Financial Impact for the district to remain with current service provider, SMCOE, for the Districts Internet Access with E-Rate funding is an annual cost of \$10,250.00.