

## BOARD RECOMMENDATION LETTER



**PROJECT TITLE:** COMMUNICATIONS AND CONSULTING  
Year 2021-2022 E-Rate Project RFP #390-21A.4 (High Speed Data to COE)

**REPORT DATE:** March 22, 2021

San Mateo Foster City Elementary School District has contracted Infinity Communications and Consulting, Inc (Infinity) to provide professional services for Erate 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/Erate funding requirements. The following statement is a recap of the process that has been instituted specifically for the above titled project:

- The High-Speed Data to the County Office service for the submitted responses listed below were put out to bid due to the original contracted service expiring December 16, 2020 and migrating over to a Month-to-Month service after its expiration. Per E-Rate rule, all Month-to-Month services require a rebid of service each funding year. To ensure the district is covered during the E-Rate funding cycle, services were put out to bid to remain in compliance. 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 (2021-2022) Eligible Telecom E-Rate discount at 50%.
- To meet the Federal E-Rate program filing requirements, the District must approve contracts by the 2021-2022 E-Rate filing Deadline of March 25, 2021.

### Project Overview

San Mateo Foster City Elementary School District E-Rate Projects and Services Summary:

Services for High-Speed Data connection to San Mateo COE (Pricing below based on RFP responses received and E-Rate Discount of 50% for Eligible Services)

Service Provider Name	Service	Annual Amount w/o Taxes	Total Installation / Special Constriction Fees	Total Annual Amount with Installation / Special Construction Fees	Estimated E-Rate Requested Reimbursement Amount	Estimated District Out of Pocket Cost w/ Ineligibles	Bid Evaluation Overall Ranking
Comcast	High Speed Data (EPL)	\$42,050.88 (\$3,504.24 MRC)	\$0.00	\$42,050.88	\$21,025.44	\$21,025.44	70
AT&T	High Speed Data (ASE) @ 10GB	\$25,845.60 (\$2,153.80 MRC)	\$0.00	\$25,845.60	\$12,922.80	\$12,922.80	83

### Infinity's Recommendation

**Contract Award:** Infinity recommends award of services to the highest ranked bidder listed above, AT&T. Financial Impact for the district to change from current service provider Comcast, to, AT&T, for the Districts High Speed Data Connection to the county office before Erate funding is a monthly savings of \$16,205.28. Financial Impact after E-Rate funding is an estimated annual cost of \$12,922.80.

# E-Rate Bid Evaluation Worksheet

Funding Year:

2021

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Billed Entity Name:

San Mateo Foster City School District

FRN:

Project or Service:

A.4 HSD to the COE

# of Responders:

2

## Vendor Scoring

Selection Criteria	Weight*
Price (Eligible)	30%
Experience	25%
Accuracy of Bid Response	20%
Qualifications	15%
Service Level Agreement	10%
	0%
	100%

Overall Ranking

AT&T		
Raw Score**	Weighted Score***	
2	0.60	
1	0.25	
2	0.40	
2	0.30	
1	0.10	
	0.00	

83

Comcast		
Raw Score	Weighted Score	
1	0.30	
2	0.50	
1	0.20	
2	0.30	
1	0.10	
	0.00	

70

Service Provider 3		
Raw Score	Weighted Score	
	0.00	
	0.00	
	0.00	
	0.00	
	0.00	
	0.00	

0

Service Provider 4		
Raw Score	Weighted Score	
	0.00	
	0.00	
	0.00	
	0.00	
	0.00	
	0.00	

0

Service Provider 5		
Raw Score	Weighted Score	
	0.00	
	0.00	
	0.00	
	0.00	
	0.00	
	0.00	

0

Notes:

- \* Percentage weights must add up to 100%. Price is the heaviest weighted criteria
- \*\* Evaluated on a "Ranking" scale: Lowest Ranking #=worst - Highest Ranking #=best
- \*\*\* Weight x Raw Score

Vendor Selected:

AT&T

Approved By:

Signature

Print Name

Title

Date:

03/22/21

Comments, if needed:

Originally, no Bids were received for services requested. Sought bid from Current vendors AT&T and Comcast. Only bid received was from AT&T. Bid evaluation completed using current MTM service billing with Comcast and Bid received from AT&T. Based on cost effectiveness, at this time we recommend the district move forward with, AT&T.

# **CALNET**

## **AUTHORIZATION TO ORDER (ATO)**

AT&T Corp and the California Department of Technology (CDT) have entered into a multi-year statewide contract for CALNET Legacy Telecommunications Voice and Data Services, C4A1LEG18, Categories 15, 16, 17, and 18. The CDT may, at its sole option elect to extend the Contract Term for up to the number of years as indicated in the Contract.

### **Category 15, Dedicated Transport:**

- Contract award: 01/03/2019
- Contract end: 01/02/2024
- Number of optional extensions and extension duration(s): 3 extensions, 1 year per extension

### **Category 15.2.2, Carrier DSO Service:**

- Contract award: 01/03/2019
- Contract end: 01/02/2022
- Number of optional extensions and extension duration(s): 2 extensions, 1 year per extension

### **Category 16, Long Distance Calling:**

- Contract award: 01/03/2019
- Contract end: 01/02/2024
- Number of optional extensions and extension duration(s): 5 extensions, 1 year per extension

### **Category 17, Toll Free Voice Calling:**

- Contract award: 01/03/2019
- Contract end: 01/02/2024
- Number of optional extensions and extension duration(s): 5 extensions, 1 year per extension

### **Category 18, Long Distance Calling:**

- Contract award: 01/03/2019
- Contract end: 01/02/2026
- Number of optional extensions and extension duration(s): 3 extensions, 1 year per extension

### **Category 18.3.1.1, Analog Service:**

- Contract award: 01/03/2019
- Contract end: 01/02/2022
- Number of optional extensions and extension duration(s): 2 extensions, 1 year per extension

Pursuant to the Contract C4-LEG-12-10-TS-01, which is incorporated herein by reference, any eligible on-state public entity (herein "Non-State Entity"), as authorized in Government Code section 11541 is allowed to order services and products (collectively "Services") solely as set forth in the Contract.

To establish CALNET eligibility, the Non-State Entity will be required to have a Non-State Entity Service Policy and Agreement (NESPA) on file with the CDT CALNET Program, prior to submitting the Authorization to Order (ATO).

Once the Non-State Entity and the Contractor approve and sign the ATO, the Contractor shall deliver the ATO to the CALNET Program for review and approval. No Service(s) shall be ordered by the Non-State Entity or provided by the Contractor until both parties and the CALNET Program execute the ATO.

By executing the ATO, the [Non-State Entity] may subscribe to the Service(s), and the Contractor agrees to provide the Service(s), in accordance with the terms and conditions of the ATO and the Contract. Service catalogs, rates and Contract terms are available at the CALNET Program website.

The ATO, and any resulting order for Service(s), is a contract between the Non-State Entity and the Contractor. As such, the CDT will not facilitate, intervene, advocate or escalate any disputes between the Non-State Entity and the Contractor or represent the Non-State Entity in resolution of litigated disputes between the parties.

The ATO shall not exceed the term of the Contract and shall remain in effect for the duration of the contract unless:

- The CDT, at its discretion, revokes the approved ATO; or
- The Non-State Entity terminates the ATO, for specific Services(s) in part or in total, prior to termination of the Contract, by providing the Contractor with a 30 calendar days' prior written notice of cancellation.

The Non-State Entity, upon execution of the ATO, certifies that:

- The Non-State Entity understands that the Contractor and the CDT may, from time to time and without the Non-State Entity's consent, amend the terms and conditions of the Contract thereby affecting the terms of service the Non-State Entity receives from the Contractor.
- The Non-State Entity has reviewed the terms and conditions, including the rates and charges, of the Contract.
- The Non-State Entity understands and agrees that the Contractor invoices for Service(s) subscribed to under the Contract are subject to review and/or audit by the CDT, pursuant to provisions of the Contract.

- All Service(s) ordered under the ATO will be submitted to the Contractor using an authorized purchasing document, signed by the Non-State Entity's authorized signatory. Any additions, changes to, or deletions of Service(s) shall be accomplished by submission of a purchasing document to the Contractor, noting the changes.
- The Non-State Entity understands and agrees that the Contractor shall provide the CALNET Program all data, invoices, reports and access to trouble tickets for Service(s) subscribed to under the Contract, pursuant to provisions of the Contract. Upon execution of the ATO, the Non-State Entity authorizes the CALNET Contractor to release the Non-State Entity's Customer Proprietary Network Information (CPNI) to the CALNET Program for purposes of administering the Contract.
- The Non-State Entity understands that, the Contractor shall bill the Non-State Entity, and the Non-State Entity shall pay the Contractor according to the terms and conditions, and rates set forth in the Contract for such Service(s).

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## **E-Rate Customers Only – Complete if applying for E-Rate funding:**

[Enter Non-State Entity name] intends to seek Universal Service Funding (E-Rate) for eligible Service(s) provided under the ATO. The Service(s) ordered under the ATO shall commence [MM/DD/YYYY] ("Service Date"). Upon the Service Date, the ATO supersedes and replaces any applicable servicing arrangements between the Contractor and the Non-State Agency for the Service(s) ordered under the ATO.

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## **Contact Information**

Any notice or demand given under this Contract to the Contractor or the Non-State Entity shall be in writing and addressed to the following:

### **Non-State Entity**

Non-State Entity Name

San Mateo Foster City Elementary School District

Authorized Agent

Patrick Gaffney

Title of Authorized Agent

Chief Business Officer

Address

1170 Chess Drive

City, State, Zip Code

Foster City, CA 94404

Contact Number

(650)312-7269

Email

pgaffney@smfcsd.net

## Contractor

AT&T Corp

Authorized Agent

Attention: Program Management Office      Contact Number

Address: 2700 Watt Avenue

Room 1213

Sacramento, CA 95821

Email

**IN WITNESS WHEREOF**, the parties below hereto have caused the execution of this ATO. The effective date of this ATO, between the Non-State Entity, the Contractor and CDT/CALNET shall be pursuant to the CDT/CALNET "**DATE EXECUTED**" shown below.

## Non-State Entity

Authorized Agent Name

Patrick Gaffney

Title of Authorized

Chief Business Official

Signature

Date Signed

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## Contractor

Authorized Agent Name

Title of Authorized Agent

Signature

Date Signed

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## Approved By: State of California Department of Technology

Authorized Agent Name

Title of Authorized

Signature

Date Executed

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