

**CYPRESS**  **FAIRBANKS**  
INDEPENDENT SCHOOL DISTRICT  
LEARN • EMPOWER • ACHIEVE • DREAM

---

**To:** Paula Ross  
Assistant Superintendent of Technology and Information Services

**From:** Kim Bowlin  
Technology Project Specialist

**Date:** April 9, 2020

**Re:** VoIP Phone Purchase and Deployment Project  
Five Year Contract #20-05-7860R-RFP

The following proposals were received and opened at 2:00 p.m., Thursday, March 26, 2020 as advertised and specified in documents concerning proposal #20-05-7860R-RFP VoIP Phone Purchase and Deployment Project. The proposals received are located on page 2.

**Recommendation:** Presidio

**Funding:** Technology Bond Funds

<b>Estimated Expenditure:</b>	\$1,372,141.90	Yr. 1 & 2
	\$452,806.83	Yr. 3
	\$452,806.83	Yr. 4
	\$452,806.83	Yr. 5
	<hr/>	
	\$2,730,562.38	

**Contract Term:** May 12, 2020 - May 12, 2022

**Renewal:** Three (3) optional one (1) year terms

kb

Criteria	Points	CS Global Consortium LLC	CyberKey	Dexon	Netsync	Presidio
Purchase price of eligible goods and services	30	28.07	18.59	29.22	29.07	30
Reputation of vendor and of the vendor's goods and services	10	10	10	10	10	10
Quality of the vendor's goods or services	30	18	22	16	27.8	28.6
Goods and services meet the district's needs	25	14.17	19.17	13.33	23.17	23.83
Vendor's past relationship with district	5	1.67	1.67	1.67	3.33	4.33
Historically Underutilized Business	0	0	0	0	0	0
Long term cost to the district	0	0	0	0	0	0
Principle place of business in Texas	0	0	0	0	0	0
Employs at least 500 persons in Texas	0	0	0	0	0	0
Other relevant factor	0	0	0	0	0	0
<b>Total Points</b>	<b>100</b>	<b>71.90</b>	<b>71.42</b>	<b>70.22</b>	<b>93.37</b>	<b>96.77</b>

Criteria	Points	CS Global Consortium LLC Evaluator One	CS Global Consortium LLC Evaluator Two	CS Global Consortium LLC Evaluator Three	CyberKey Evaluator One	CyberKey Evaluator Two	CyberKey Evaluator Three	Dexon Evaluator One	Dexon Evaluator Two	Dexon Evaluator Three	Netsync Evaluator One	Netsync Evaluator Two	Netsync Evaluator Three	Presidio Evaluator One	Presidio Evaluator Two	Presidio Evaluator Three
Purchase price of eligible goods and services	30	28.07	28.07	28.07	18.59	18.59	18.59	29.22	29.22	29.22	29.07	29.07	29.07	30	30	30
Price points were calculated Lowest Proposed Price / Vendor's Price *30 (maximum points)																
Reputation of vendor and of the vendor's goods and services	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Vendor references were checked. All vendors received full points for references.																
Quality of the vendor's goods or services	30	12	12	30	24	12	30	12	6	30	26.4	27	30	28.8	27	30
		18			22			16			27.8			28.6		
Evaluator's individual scores were averaged together. The highest possible score for this criteria was 30 points.																
Goods and services meet the district's needs	25	10	7.5	25	20	12.5	25	10	5	25	22	22.5	25	24	22.5	25
		14.17			19.17			13.33			23.17			23.83		
Evaluator's individual scores were averaged together. The highest possible score for this criteria was 25 points.																
Vendor's past relationship with district	5	2.5	2.5	0	2.5	2.5	0	2.5	2.5	0	2.5	2.5	5	4	4	5
		1.67			1.67			1.67			3.33			4.33		
Evaluator's individual scores were averaged together. The highest possible score for this criteria was 5 points.																
Historically Underutilized Business	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Criteria not used in evaluation.																
Long term cost to the district	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Criteria not used in evaluation.																
Principle place of business in Texas	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Criteria not used in evaluation.																
Employs at least 500 persons in Texas	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Criteria not used in evaluation.																
Other relevant factor	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Criteria not used in evaluation.																
<b>Total Point</b>	100	62.57	60.07	93.07	75.09	55.59	83.59	63.72	52.72	94.22	89.97	91.07	99.07	96.80	93.50	100.00

**VoIP Phone Purchase and Deployment Project**

Quantity	Part Number	Products and Services	CS Global Consortium LLC Unit Price	CS Global Consortium LLC Total	Cyber Key Unit Price	CyberKey Total	Dexon Unit Price	Dexon Total	Netsync Unit Price	Netsync Total	Presidio Unit Price	Presidio Total
500	CP-8851-K9	Cisco CP-8851-K9= (As needed)	\$289.05	\$144,525.00	\$311.20	\$155,600.00	\$250.00	\$125,000.00	\$227.55	\$113,775.00	\$202.95	\$101,475.00
200	CP-8800-A-KEM	Cisco CP-8800-A-KEM= (As needed)	\$175.15	\$35,030.00	\$291.58	\$58,316.00	\$210.00	\$42,000.00	\$209.05	\$41,810.00	\$186.45	\$37,290.00
200	CP-8832-K9	Cisco CP-8832-K9 (Approx. 150)	\$808.40	\$161,680.00	\$896.00	\$179,200.00	\$750.00	\$150,000.00	\$636.40	\$127,280.00	\$567.60	\$113,520.00
6500	CP-7841-K9	Cisco CP-7841-K9= (Approx. 6,500)	\$171.55	\$1,115,075.00	\$183.00	\$1,189,500.00	\$165.00	\$1,072,500.00	\$135.05	\$877,825.00	\$120.45	\$782,925.00
100	ATA191-K9	Cisco ATA191-K9 (As needed)	\$101.06	\$10,106.00	\$169.75	\$16,975.00	\$195.00	\$19,500.00	\$120.62	\$12,062.00	\$107.58	\$10,758.00
72		Small Deployment (Approx. 72 Sites, 15 – 74 Phones)	No Bid	No Bid	\$5,450.00	\$392,400.00	No Bid	No Bid	\$1,435.00	\$103,320.00	\$2,225.00	\$160,200.00
10		Medium Deployment (Approx. 10 Sites, 75 – 124 Phones)	No Bid	No Bid	\$6,700.00	\$67,000.00	No Bid	No Bid	\$2,008.00	\$20,080.00	\$3,050.00	\$30,500.00
7		Large Deployment (Approx. 7 Sites, 125 - 299 Phones)	No Bid	No Bid	\$7,950.00	\$55,650.00	No Bid	No Bid	\$4,017.00	\$28,119.00	\$5,000.00	\$35,000.00
10		Jumbo Deployment (Future needs, 300+ Phones)	No Bid	No Bid	\$9,750.00	\$97,500.00	No Bid	No Bid	\$7,603.00	\$76,030.00	\$10,000.00	\$100,000.00
1		Micro Deployments (14 Phones or Less)	No Bid	No Bid	\$2,600.00	\$2,600.00	No Bid	No Bid	\$984.00	\$984.00	\$473.90	\$473.90
		Performance Bond Cost							\$14,839.49	\$14,839.49		
		<b>Total for Phones and Deployment Project</b>		\$1,466,416.00		\$2,214,741.00		\$1,409,000.00		\$1,416,124.49		\$1,372,141.90
		Price Points		28.07		18.59		29.22		29.07		30