

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD INVITATION TO NEGOTATE NO. ITN-23-018-CM –
TELECOMMUNICATION SERVICES**

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

**LINK TO STRATEGIC
PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL PRACTICES**

Procurement Management Services, at the request of the Office of Information Technology Services, released the above-referenced solicitation. The purpose of this Invitation to Negotiate (ITN) is to establish contract(s) for telecommunication services. Some telecommunication services may be E-Rate reimbursable. A portion of the purchases made under this contract will go through the E-Rate Program, which is administered by the Universal Service Administrative Company (USAC) under the guidance of the Federal Communications Commission. The E-rate Program helps U.S. schools obtain affordable high-speed internet access and telecommunications services and provides discounts from 20% to 90% on eligible equipment and services to eligible entities. This ITN was advertised on the Procurement Management Services website and DemandStar. This contract impacts all District students, which breaks down to an annualized per student rate of \$0.25 for voice services and long distance, \$1.61 for internet and DDOS and \$35.35 for WAN. The solicitation was shared with the District's Office of Economic Opportunity (OEO) for additional community outreach.

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The initial term of the bid shall be for a three (3) year period, commencing upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for three (3) additional one (1) year periods, and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations.

Pursuant to School Board Policy 6320.02, the Goal Setting Committee recommended that this solicitation provide a 15-point preference for proposals submitted by a M-DCPS certified African American or Non-Minority Woman owned firm.

Six (6) vendors responded to this advertised bid. Two (2) vendors submitted no bid letters. M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the firm(s).

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Based on the criteria listed in the solicitation, responses to submitted clarification questions, a Q&A session with each proposer and the Selection Committee's review, the Selection Committee voted based on scoring and ranking to move forward with the highest and second highest ranked proposers in each category. The below table represents rankings in order from highest to lowest in each category.

Rank	Internet	WAN	DDOS	Voice Services & Long Distance
1	Comcast	AT&T Business	Comcast	AT&T Business
2	AT&T Business	Comcast	AT&T Business	NWN Carousel
3	NWN Carousel	NWN Carousel	NWN Carousel	Granite Telecommunications, LLC
4	ENA Services, LLC dba Zayo Group		ENA Services, LLC dba Zayo Group	

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The Committee recommended Comcast Cable Communications, LLC as the highest ranked proposer and AT&T Corp. as the second highest ranked proposer for internet services and distributed denial of service (DDOS) mitigation. The Selection Committee voted and recommended AT&T Corp. as the highest ranked proposer and Comcast Cable Communications, LLC as the second highest ranked proposer for WAN connectivity. The Selection Committee voted and recommended AT&T Corp. as the highest ranked proposer and NWN Corporation as the second highest ranked proposer for voice services and long distance. In the event the District is unable to meet mutually agreed upon terms with the highest ranked proposer(s) under each category, the Selection Committee voted to select and negotiate with the second highest ranked proposer(s).

In Fiscal Year 2022-2023, the District spent \$393,324 on internet and DDOS, \$8,700,879 on WAN connectivity, and \$61,679 on voice services and long distance.

Fund Source

Various
E-Rate

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

- AWARD INVITATION TO NEGOTIATE NO. ITN-23-018-CM – TELECOMMUNICATION SERVICES**, to establish contract(s) for telecommunication services, some services may be E-Rate reimbursable, within Miami-Dade County Public Schools, effective upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be

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extended for three (3) additional one (1) year renewal periods thereto and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations as follows:

*INTERNET CONNECTIVITY & DISTRIBUTED DENIAL OF SERVICE
(DDOS) MITIGATION (INELIGIBLE FOR E-RATE)*

Highest Ranked Proposer

COMCAST CABLE COMMUNICATIONS, LLC
1701 JOHN F. KENNEDY BOULEVARD
PHILADELPHIA, PA 19103
OFFICER: COMCAST HOLDINGS CORPORATION

LOCAL ADDRESS:
789 INTERNATIONAL PARKWAY
SUNRISE, FL 33325

Second Highest Ranked Proposer

AT&T CORP.
ONE AT&T WAY
BEDMINSTER, NJ 07921
OFFICER: JEFFREY S. McELFRESH

LOCAL ADDRESS:
321 SE 2ND STREET
DELRAY BEACH, FL 33483

WAN CONNECTIVITY

Highest Ranked Proposer

AT&T CORP.
ONE AT&T WAY
BEDMINSTER, NJ 07921
OFFICER: JEFFREY S. McELFRESH

LOCAL ADDRESS:
321 SE 2ND STREET
DELRAY BEACH, FL 33483

Second Highest Ranked Proposer

COMCAST CABLE COMMUNICATIONS, LLC
1701 JOHN F. KENNEDY BOULEVARD

PHILADELPHIA, PA 19103
OWNER/OFFICER: COMCAST HOLDINGS CORPORATION

LOCAL ADDRESS:
789 INTERNATIONAL PARKWAY
SUNRISE, FL 33325

*VOICE SERVICES (INELIGIBLE FOR E-RATE) & LONG DISTANCE
SERVICE (INELIGIBLE FOR E-RATE)*

Highest Ranked Proposer

AT&T CORP.
ONE AT&T WAY
BEDMINSTER, NJ 07921
OFFICER: JEFFREY S. McELFRESH

LOCAL ADDRESS:
321 SE 2ND STREET
DELRAY BEACH, FL 33483

Second Highest Ranked Proposer

NWN CORPORATION
659 SOUTH COUNTY TRAIL
EXETER, RI 02822
OFFICER: JAMES SULLIVAN

LOCAL ADDRESS:
66 WEST FLAGLER STREET, SUITE 900
MIAMI, FL 33130

SUBCONTRACTOR:
IPHONE AND IPAD WAREHOUSE LLC DBA PHONE AND PAD
WAREHOUSE SBE/MWBE
5600 NW 12TH AVENUE, SUITE 305
FT. LAUDERDALE, FL 33309
OFFICER: BRIAN A. FARRELL
AFRICAN AMERICAN

2. **AUTHORIZE** the Superintendent to award the contract to provide telecommunication services pursuant to ITN-23-018-CM, subject to the availability of funding, for the initial contract term, and for each subsequent extension period. Board authorization of this

recommendation does not guarantee any estimated quantities will be purchased.

- 3. **AUTHORIZE** the Superintendent to explore the feasibility of alternative options for telecommunication services through a Request for Information procurement and release by the Board meeting of August 13, 2024. } **ADDED**