

EXCELLENCE THROUGH EQUITY



MOORHEAD

AREA PUBLIC SCHOOLS

School Board Presentation: eRate 21-22 bid award

Dan Markert

3/01/2021

History of eRate Program



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- **eRate is the commonly used name to refer to the School & Public Library version of Universal Service Fund Federal program.**
- **The Federal eRate program began in 1996.**
- **The program is funded by a monthly tax on consumer and business telephone lines including Cellular phone line.**
- **The intent of the fund was to provide discounts to school & libraries in order to provide affordable Telecommunications services (dial tone) and internet access.**
- **The program funded dial tone and internet access for school buildings.**
 - **The program did not provide funds for equipment such as PBX, telephone handsets, network switches or classroom computers.**
- **Schools were required to provide Internet Content Filtering to be eligible to receive eRate funds. Content filtering is not eRate reimbursable.**

History of eRate Program



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- The Federal eRate program was modernized in 2014.
- The program was updated to provide funding for Category 1 and Category 2 equipment and services.
- Original funding for TeleCommunications (dial tone) was phased out over 3 years beginning in 2014.
- Category 1 program continued to fund Internet bandwidth at a locally determined limit. Internet protection equipment such as firewalls are now an allowed item for reimbursement
- Category 2 funds are distributed to school sites on a per pupil basis over the course of 5-year window. These dollars can be used to provide wireless access points and wired network equipment, but not computers
- In 2021, the Cat2 program was updated to remove the stipulation requiring funds to be spent on a per pupil basis at each school site. Now districts have the ability to spend the money where it is most needed.

History of eRate Program



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- Since the Federal eRate program's inception in 1996, eRate funding for schools is based on school district's Free and Reduced student count percentages.
- Moorhead School's F/R percentage has provided the district's eRate qualifying purchases a consistent rate of 60% discount.
- The State of MN provides TeleCom Equity Aid for schools.
- MN Schools are allowed to apply for TeleCom Equity Aid to compensate for the amount of the non-reimbursable eRate purchases.

In preparation for 2021-22FY, eRate Request for Proposals were sought in three areas:

- 1. Category 1 and Category 2 Network Infrastructure Equipment**
- 2. Category 1 Internet Bandwidth**
- 3. Category 1 Fiber Network Expansion**

eRate Category 1 & 2 Network Infrastructure Equipment BID



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- **Category 1: Bid is for network equipment to connect new Career Academy to Moorhead High School.**
- **Category 2: Section #1 is for replacement of outdated network equipment at ASP as well provide network equipment for new Career Academy.**
- **Category 2: Section #2 is for replacement of outdated wireless network access points at ASP, HOPK, SGR & WCA as well provide wireless network access points for the new Career Academy.**
- **6 vendors submitted bids for wired equipment**
 - 3 vendors bid exact match equipment as specified; 3 others offered substitutions for specified equipment.
- **5 vendors submitted bid for wireless access points.**
 - 3 vendors bid exact match equipment as specified; 2 others offered substitutions for specified equipment.

eRate Category 1 & 2 Network Infrastructure Scoring Matrix



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E-Rate Bid Assessment Worksheet
Funding Year 2021 7/1/2021-6/30/2022

Name of School Moorhead Area Public Schools

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Project or Service
Description from 470

Moorhead Area Public School District wishes to take advantage of E-Rate category 2 funding to provide upgraded and an expanded number of wired network infrastructure equipment for school building use.

Vendor Scoring (use additional worksheets if necessary)

		Aercor		SHI		Marco		NetDiverse		Questivity		Total Communications	
		\$220,378.58		\$304,723.00		\$246,177.00		\$221,923.13		\$598,135.29		\$259,866.71	
Selection Criteria	Weight*	Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Cost of Eligible Goods/Services	35%	6	2.10	2	0.70	4	1.40	5	1.75	1	0.35	3	1.05
Understanding of Needs	30%	3	0.90	1	0.30	5	1.50	0	0.00	1	0.30	1	0.30
Prior Experience	20%	4	0.80	0	0.00	5	1.00	0	0.00	0	0.00	0	0.00
Local Presence	10%	4	0.40	0	0.00	5	0.50	0	0.00	0	0.00	0	0.00
Timely Bid	5%	5	0.25	5	0.25	5	0.25	5	0.25	5	0.25	5	0.25
Other (describe)													
Other (describe)													
Overall Ranking	100%	4.45		1.25		4.65		2.00		0.90		1.60	

Vendor Selected: Marco
Approved By: Dan Markert
Title: Executive Director Of Technology
Date: 2/18/21

The awarded bid is the highest scored solution meeting bid specifications. The bid total includes pricing for both Category 1 and Category 2 wired network equipment.

eRate Category 2 Wireless

Network Equipment Scoring Matrix



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E-Rate Bid Assessment Worksheet

Funding Year 2021 7/1/2021-6/30/2022

Name of School Moorhead Area Public Schools

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Project or Service
Description from 470

Moorhead Area Public School District wishes to take advantage of E-Rate category 2 funding to provide upgraded and an expanded number of wireless access points for school building use.

Vendor Scoring (use additional worksheets if necessary)

		Aercor		Marco		NetDiverse		Questivity		Total Communications	
		\$128,388.00		\$123,309.00		\$295,801.74		\$219,700.00		\$188,858.42	
Selection Criteria	Weight*	Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Cost of Eligible Goods/Services	35%	4	1.4	5	1.75	1	0.35	2	0.7	3	1.05
Understanding of Needs	30%	5	1.5	4	1.2	1	0.3	5	1.5	5	1.5
Prior Experience	20%	5	1	4	0.8	0	0	0	0	0	0
Regional Presence	10%	4	0.4	5	0.5	0	0	0	0	0	0
Timeley Bid	5%	5	0.25	5	0.25	5	0.25	5	0.25	5	0.25
Other (describe)											
Other (describe)											
Overall Ranking	100%		4.55		4.50		0.90		2.45		2.80

Vendor Selected: Aercor
Approved By: Dan Markert
Title: Executive Director Of Technology
Date: 2/18/21

The winning bid is the most cost-effective solution to meet district specifications.

eRate Category 1 & 2 Network Infrastructure Equipment BID AWARD



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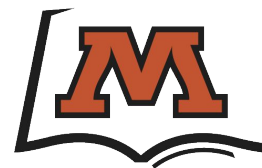
Moorhead Area Public Schools has issued a Form 470 pursuant to Federal Erate legislation seeking bids to replace wired and wireless network infrastructure equipment as well as expand the network connectivity between Moorhead High School to the new Career Academy school site.

Six vendors submitted proposals meeting Category 1 and 2 RFP requirements for Network Infrastructure Equipment. Two vendors are being awarded contracts based on equipment specified within the two RFP sections--wired and wireless network equipment. Bid awards are based on highest scored bid submissions that met all bid specifications.

The bid response evaluations and scoring matrices are attached, along with bid award contract letters for each awarded vendor.

Suggested Resolution: Move to approve the Erate Category 2 contracts with Marco of Fargo, ND for Cisco wired network switches in the amount of \$246,177.00; Aercor Wireless Inc, of Eagan, MN for Fortinet wireless access points in the amount of \$128,388.00.

District Network Capacity



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- **Internet Bandwidth**

- **Purchased 1 GigaByte (1000 MB) of Internet bandwidth beginning 2015**

- **Historical Average Internet Usage (E-Rate considerations)**

- 2010: 15 MB of 100 MB
 - 2011: 45 MB of 100 MB
 - 2012: 145 MB of 500 MB
 - 2013: 195 MB of 500 MB
 - 2014: 245 MB of 500 MB
 - 2015: 355 MB of 500 MB
 - 2016: 400 MB of 1,000 MB -- 5-8: 1-to-1 Deployment
 - 2017: 375 MB of 1,000 MB
 - 2018: 425 MB of 1,000 MB
 - 2019: 515 MB of 1,000 MB
 - 2020: 900 MB of 1,000 MB -- K-12: 1-to-1 Device deployment
 - 2021: ????

eRate Category 1 Internet Bandwidth BID



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- **The eRate bid specifications required bidders to submit pricing per month for Symmetrical Internet Bandwidth in the amounts of 1.5 Gigabits (Gpbs), 2 Gbps, 5 Gbps. Bidders had the option to submit other Bandwidth amounts for consideration.**
- **The eRate bid also required vendors to include 126 static external IP addresses. Any monthly costs associated with these IP addresses must be denoted.**
- **Bid submissions required contract term lengths of 3 years and 5 years.**
- **3 vendor submitted bid proposals.**
- **2 Vendors met the bid submission requirements. 1 Vendor did not submit pricing for the minimum required bandwidth amounts, so the bid was rejected.**
- **Due to favorable pricing for extended the contract term, the 5-year term length was selected for bid award.**

eRate Category 1 Internet Bandwidth Scoring Matrix



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E-Rate Bid Assessment Worksheet

Funding Year 2021

7/1/2021-6/30/2022

Name of School

Moorhead School District 152

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Form 470 Application Number: 210015454

Project or Service

Description from 470

Quotes should be submitted via email to the TECHNICAL CONTACT no later than 3 pm local time on the Allowable Contract Date of this 470 with a cc to Erin@eratecomplete.com. The Allowable Contract Date can be determined in EPC. Proposals should separately itemize the cost of E-rate eligible and ineligible services and indicate whether the service includes basic firewall service and/or non-recurring costs. Flexibility for an increase in bandwidth throughout the duration of the contract due to growth and changing district needs is desired. All bandwidths listed are estimates of needs. The drop-down menu does not allow for all levels of service so a range closest to what we're needing was indicated. ***Allowable vendor selection/contract date 2/18/21*** Seeking bids on a minimum 1.5 Gbps symmetrical or best available transport/internet bundled service. This service is to be delivered to the district hub located at the High School, 2300 4th Avenue S, Moorhead, MN 56560. In addition, the service provider must provide to the district a minimum of 100 dedicated EXTERNAL IPv4 addresses. If any external IP addresses will result in additional monthly cost, those charges must be detailed in the quote and will be considered as part of the bid evaluation process. Please quote 1.5 Gbps symmetrical, 2 Gbps symmetrical and 5 Gbps symmetrical with term options of 3 and/or 5 years. Contracts with voluntary extensions will also be considered.

Raw Score: 1= worst, 5=best for each of the criteria.

Vendor Scoring (use additional worksheets if necessary)

Selection Criteria	Weight*	Midco (3 year)		Midco (5 year)		Sparklight (3 year)		Sparklight (5 year)		Huntleigh Tech (3 year)	
		\$2,700 for 5 Gbps		\$2,250 for 5 Gbps		\$4,451 for 5 Gbps		\$3,560 for 5 Gbps		Did Not Score	
		Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Cost of Eligible Goods/Services	35%	4	1.4	5	1.75	2	0.7	3	1.05	0	0
Understanding of Needs	30%	5	1.5	5	1.5	5	1.5	5	1.5	0	0
Prior Experience	20%	5	1	5	1	5	1	5	1	0	0
Local Presence	10%	5	0.5	5	0.5	5	0.5	5	0.5	0	0
Timeley Bid	5%	5	0.25	5	0.25	5	0.25	5	0.25	0	0
Other (describe)											
Other (describe)											
Overall Ranking	100%		4.65		5		3.95		4.3		0

Vendor Selected:	Midco -- 5-year term -- w/bandwidth allowance of 5 Gbps
Approved By:	Dan Markert
Title:	Executive Director Of Technology
Date:	2/18/21

The winning bid is the most cost-effective solution to meet district needs.

eRate Category 1 Internet Bandwidth BID AWARD



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Moorhead Area Public Schools has issued a Form 470 pursuant to Federal Erate legislation seeking bids to update Internet Bandwidth for the district.

Two vendors submitted proposals meeting Category 1 Symmetrical Internet Bandwidth requirements. A third vendor's submitted proposal was not evaluated as it did not meet minimum bid specifications. The winning bid award is based on the lowest priced 5 GigaBit Per Second (Gbps) amount of bandwidth for the maximum allowable eRate contract term of 5 years. Bid specifications also required vendor's to provide a static block of 126 usable external IP addresses for the duration of the eRate contract length.

This bid award will upgrade the school district's Internet bandwidth from 1 Gbps to 5 Gbps for a price increase of \$240 per month before eRate's 60% cost reimbursement. As an existing Midco Business customer there is not an installation charge associated with bandwidth upgrade. The bid response evaluation and scoring matrix are attached, along with a bid award contract letter for Midco Business.

Suggested Resolution: Move to approve the Erate Category 1 contract for 5 Gbps Internet Bandwidth to Midco Business of Sioux Falls, SD in the amount of \$2,410.00 per month for a term of 5 years.

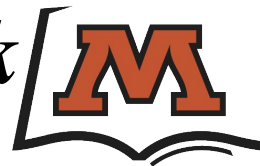
eRate Category 1 Fiber Network Expansion BID



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- **eRate language governing Fiber Optic Networks requires schools/libraries to bid both a Lit Service and Dark Fiber option.**
- **1 vendor submitted a bid for 10 Gbps of Lit Service to connect the new Career Academy to MHS.**
 - This bid was rejected due to the excessive monthly cost.
- **4 vendors submitted bids to connect the new Career Academy to MHS via 4 strands of leased Dark Fiber.**
 - Three of the submitted bids were very competitive. The bid responses reflect a monthly costs less than what was bid in 2016 to connect the Vista Center for Education and Dorothy Dodds sites to MHS.
 - The winning bid does not include any one time special construction build out charges to make the fiber connection.
- **The Leased Dark Fiber agreement will require the successful bidder to reroute this new Fiber connection on the MHS property site during the summer of 2023 as part of the new High School Construction project.**

eRate Category 1 Fiber Network LIT Service Scoring Matrix



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E-Rate Bid Assessment Worksheet
Funding Year 2021 7/1/2021-6/30/2022

Name of School Moorhead Area Public Schools

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Project or Service
Description from 470

MAPS is seeking two options for bids to connect the Career Academy location to Moorhead High School. Respondents may bid either or both options. The option scored below on this sheet is a fully managed, lit fiber service WAN circuit to this location. The second option is for a leased dark fiber solution that includes special construction cost, the monthly lease fee, as well as any recurring maintenance and operation fees.

Score each bid using a Raw Score: 1= worst, 5=best for each of the criteria. The weighted score should automatically calculate.

Vendor Scoring (use additional worksheets if necessary)

		Consolidated Communications 5-year \$6,670.00		Consolidated Communications 10-year \$4,848.00							
Selection Criteria	Weight*	Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Cost of Eligible Goods/Services	30%	1	0.3	2	0.6		0		0		0
Timing/Adherence to district timeframe	15%	5	0.75	5	0.75		0		0		0
Ability to support requirements of RFP	10%	5	0.5	5	0.5		0		0		0
Proposed contract terms/conditions	10%	5	0.5	5	0.5		0		0		0
Service Reliability	15%	5	0.75	5	0.75		0		0		0
Use of Scalable technology	10%	5	0.5	5	0.5		0		0		0
Provider References	10%	5	0.5	5	0.5		0		0		0
Overall Ranking	100%		3.8		4.1		0		0		0

Vendor Selected: --- NO Bid Submission awarded ---

Approved By: Dan Markert

Title: Executive Director Of Technology

Date: 2/18/21

The Lit Service bid is not awarded due to the excessive monthly cost. The Dark Fiber option is awarded.

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E-Rate Bid Assessment Worksheet										Page	1	of	1
Funding Year 2021	7/1/2021-6/30/2022		Name of School		Moorhead Area Public Schools								

Project or Service		<p>MAPS is seeking two options for bids to connect the Career Academy location to Moorhead High School. Respondents may bid either or both options. The option is a fully managed, lit fiber service WAN circuit to this location. The second option which is listed below is for a leased dark fiber solution that includes special construction cost, the monthly lease fee, as well as any recurring maintenance and operation fees.</p>
Description from 470		

Score each bid using a Raw Score: 1= worst, 5=best for each of the criteria. The weighted score should automatically calculate.

Vendor Scoring (use additional worksheets if necessary)

		702Communications		Midco		DakotaCarrierNetwork		ConsolidatedCommunications	
		\$685 per month for 10-years		\$503 per month for 10-years		\$450 per month for 10-years		\$8,000 per month for 10-years	
<u>Selection Criteria</u>	<u>Weight*</u>	<u>Raw Score**</u>	<u>Weighted Score***</u>	<u>Raw Score</u>	<u>Weighted Score</u>	<u>Raw Score</u>	<u>Weighted Score</u>	<u>Raw Score</u>	<u>Weighted Score</u>
Cost of Eligible Goods/Services	30%	3	0.90	4	1.20	5	1.50	1	0.30
Timing/Adherence to district timeframe	15%	5	0.75	5	0.75	5	0.75	5	0.75
Ability to support requirements of RFP	10%	5	0.50	5	0.50	5	0.50	5	0.50
Proposed contract terms/conditions	10%	5	0.50	5	0.50	5	0.50	5	0.50
Maintenace SLA	10%	5	0.50	5	0.50	5	0.50	5	0.50
Turnkey Solution	10%	5	0.50	5	0.50	5	0.50	5	0.50
Provider References	10%	5	0.50	5	0.50	5	0.50	5	0.50
Single vendor for service, M&O	5%	5	0.25	5	0.25	5	0.25	5	0.25
Overall Ranking	100%		4.40		4.70		5.00		3.80

Vendor Selected:	Dakota Carrier Network
Approved By:	Dan Markert
Title:	Executive Director Of Technology
Date:	2/18/21

The winning bid is Dakota Carrier Network's who submitted the lowest monthly cost bid for a 10-year contract term.

eRate Category 1 Fiber Network Expansion BID AWARD



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Moorhead Area Public Schools has issued a Form 470 pursuant to Federal Erate legislation seeking bids to fiber optic cabling between new Career Academy building and Moorhead High School.

Four vendors submitted proposals to meet the dark fiber bid requirements. One vendor submitted proposal for Lit Fiber Optics service. The winning bid award is based on the lowest priced 4 strands of Dark Fiber proposal submitted by Dakota Carrier Network of Fargo, ND.

Dakota Carrier Network's bid award is for a price of \$450 per month for a 10 year contract term. The bid response evaluation and scoring matrix are attached, along with a bid award contract letter to be sent to Dakota Carrier Network.

Suggested Resolution: Move to approve the Erate Category 1 contract to provide 4 strands of Dark Fiber between the new Career Academy school site and Moorhead High school to Dakota Carrier Network of Fargo, ND in the amount of \$450.00 per month for a term of 10 years.