

**AWARD
RECOMMENDATION
FOR
CATEGORY TWO: LCPS/E-RATE
TECHNOLOGY INFRASTRUCTURE
UPGRADE PROJECT**

RFP NO. 17-18-04P



Memorandum for Award Recommendation

March 13th, 2018

TO: Edward Ellison, CFO

FROM: Will Manning, Director of Purchasing

SUBJECT: RFP No. 17-18-04P Category Two LCPS/E-rate Technology Infrastructure Upgrade Project

Formal competitive sealed Request for Proposals (RFP) were solicited by the Las Cruces Public School District (District) to obtain Turnkey pricing and installation for Technology upgrades to the district’s aging network systems. Award of these services qualifies for Category Two Broadband Connectivity Services supported through Federal and State Funding. Publication for this proposal was advertised in the Las Cruces Sun-News, posted on the District’s website, and posted on the Universal Administrative Services Company’s website, which is an affiliate of the federal government.

This proposal was mailed and emailed to four known potential companies in the technology industry. Three (3) prospective contractors responded with a Technical and Cost proposal submission meeting the March 13th, 2018 due date and time deadline. All responding companies received were deemed responsive and forwarded on for evaluation using the rating criteria below. Firms responding to the solicitation consisted of Advanced Network Management, Inc., Presidio Networked Solutions Group, LLC, and Sentinel Technologies, Inc.

The RFP evaluation committee consisted of Mr. Edward Ellison, Chief Financial Officer, Mr. Anthony Gonzales, Network Specialist LCPS, and Mr. Gabriel Jacquez, Deputy Superintendent LCPS. The committee adhered to the below two-step evaluation process that included Volume I Technical proposal and Volume II Cost proposal in their individual scoring:

RFP NO. 17-18-04P	Total	
Weighted Factors	Points Possible	
CRITERIA DESCRIPTION:		
2.9.1. Experience	25	Volume I 65 Total points
2.9.2. Technical Approach	15	
2.9.3. Management Approach	10	
2.9.4. Project Performance/References	10	
2.9.5. Other Value Added Services	5	
2.9.6. Cost Proposal (E-rate Eligible)	30	Volume II 35 Total Points
--- Cost (E-rate Ineligible)	5	
Total Points Per Evaluator>	100	

Step One: Consisted of the Volume I Technical review that details weighted factor content with a totaling 65 Possible Points to be awarded per evaluator. The evaluator rated qualification independent of price consideration for this step.

Step Two: Identifies the cost proposal review with total possible points from zero (0) up to a maximum of 35 points to be awarded per evaluator. Respondents cost proposals were evaluated pursuant to the requirements of the RFP and are based on the above criteria of the two step evaluation process. The composite scoring by the committee is presented as follows:

Composite Scoring

RFP NO. 17-18-04P	POINTS DISTRIBUTION			Total
Weighted Factors CRITERIA DESCRIPTION:	Advanced Network	Sentinel Technologies	Presidio Network	Points Possible
2.9.1. Experience	52	50	58	60
2.9.2. Technical Approach	38	40	43	45
2.9.3. Management Approach	23	25	28	30
2.9.4. Project Performance/References	38	41	43	45
2.9.5. Other Value Added Services	13	10	13	15
2.9.6. Cost Proposal	102	93	105	105
TOTAL POINTS>	266	259	290	300
PERCENTAGE OF TOTAL POINTS>	89%	86%	97%	100%

The overall rankings of competitive agencies are as follows:

<u>Responding Agency</u>	<u>Final Ranking</u>
• Presidio Networked Solutions Group, LLC	1
• Sentinel Technologies, Inc.	2
• Advanced Network Management, Inc.	3

Based on the evaluation results, the committee recommends contract award be made to *Presidio Networked Solution Group, LLC*, who was ranked highest amongst other competitors. Recommendation for award is therefore submitted before the Board of Education for final approval.

Pursuant to Section 13-1-117, NMSA, 1978, of the State of New Mexico Procurement Code, "Award shall be made to the responsible offeror or offerors whose proposal is most advantageous to the state agency or local public body, taking into consideration the evaluation factors set forth in the request for proposal." Therefore, the Board may approve the recommendation for award presented by the evaluation selection committee for Category Two Technology Infrastructure Upgrade services to *Presidio Networked Solution Group, LLC*.

Request is made to the Chief Finance Officer for assistance in obtaining the Board's approval. Should there be additional information required and/or discussing pertaining to this request, please contact the Purchasing Department at business phone (575) 527-5846.