**Section 4 Part D - RFP Responses**

**RFP Evaluation Rubric**

|  |  |
| --- | --- |
| **Criteria** | **Percentage** |
| Price - eRate Eligible recurring and one-time costs | 35% |
| Ability to Support RFP Requirements | 20% |
| References and Experience | 20% |
| Maintenance SLA | 10% |
| Timeline: Adherence/Flexibility to Preferred Timeframe | 10% |
| Ability to Offer Turn-Key Solution (limited effort on behalf of district) | 5% |

**Responses**

|  |  |  |
| --- | --- | --- |
| **Vendor** | **Score** | **Synopsis** |
| G4S Secure Integration | 19.7 | G4S responded with conventional fiber for a self-provisioned network that included fiber under-ground as well as Aerial. The maintenance agreement is a consortium with a partner district that works with them currently. One of the best rated as far as price and solution. |
| Kelso-Burnett | 17.55 | Kelso proposed a great solution with Micro-fiber all underground. Their solution was more expensive, but allowed for future revenues with available fiber space. They did not have a maintenance option provided. |
| Unite Private Networks | 17.8 | Unite Private Networks proposed leased fiber at a heavily discounted rate given that there is conduit in place already. Price was lower in year 1 but over time, a self-provisioned network would break-even in years 7-8. |
| Comcast Leased | 15.9 | Leased Option - Comcast proposed a leased fiber option. This was similar to what we have in place now, however the cost across 5 and 10 years was significantly more than the self-provisioned proposals. The cost would be 1.2M across 5 years. |
| Comcast Dark | 15.9 | Dark Fiber Option - Comcast proposed a dark fiber option. This was similar to what we have in place now, however the cost across 5 and 10 years was significantly more than the self-provisioned proposals. The self-provisioned option provides the same exact advantages with much less cost. The cost would be 1.31M across 5 years. |
| Sunesys Leased/Dark | 15.8 | Sunesys proposed a leased fiber option.The cost across 5 and 10 years was significantly more than the self-provisioned proposals. The cost would be $22.500 per month or 1.3M across 5 years. |
| Sunesys IRU | 13.2 | Sunesys proposed an IRU option.The costs across 5 and 10 years was significantly more than the self-provisioned proposals. The cost would be 2.1M across 5 years. |
| AT&T | 13.6 | They proposed a managed network. Subpar proposal that was not very detailed and did not include references. Costs were also significantly more than the self-provisioned proposals. |
| WOW | 11.9 | They proposed a managed network. Subpar proposal that was not very detailed. Bandwidth included was not what we requested. Costs were also significantly more than the self-provisioned proposals. |

**Selected Vendor - G4S Secure Integration**

G4S was selected as our preferred vendor as they provided the best solution at the best cost. We were impressed with the knowledge, experience, and professionalism that they brought to the table. References for G4S were outstanding. Four key areas they excelled in compared to the other responses:

* Requirements - they met all of our major requirements with fiber, services, timeline, and maintenance.
* Costs - they had the most cost effective option in comparisons to all of the proposals.
* Maintenance - they are the main Fiber maintenance provider in our area and they came in with the best price and plan.
* Experience - they have significant experience installed fiber in the Chicagoland area and are very familiar with the three cities that our schools are located in.

**Services**

G4S bases its project team structure around cross-functional groups with a clear chain of command. For this project the services are related to the functional groups and include:

* Project Management
* Engineering
* Design
* CADD
* Permitting
* Construction

**Proposed Costs**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **School/Building Name** | **Strand Count** | **Mileage** | **Labor** | **Materials** | **As-Builts** | **Total** |
| RT 45 131st to 171st | 96 strands (48 pair) | 5.19 | $135,151.63 | $92,081.73 | $17,645.00 | $244,878.36 |
| D230 Administrative Building to Rt 45 | 288 strands (144 pair) | 0.29 | $8,579.40 | $20,574.87 | $10,107.50 | $39,261.77 |
| Carl Sandburg High School to Lagrange | 192 strands (96 pair) | 0.14 | $29,892.84 | $10,087.52 | $9,515.00 | $49,495.36 |
| Victor J. Andrew High School to Rt 45 | 96 strands (48 pair) | 0.73 | $78,759.33 | $16,536.74 | $19,560.00 | $114,856.07 |
| Amos Alonzo Stagg High School to Rt 45 | 96 strands (48 pair) | 4.68 | $178,705.19 | $57,621.53 | $30,837.50 | $267,164.22 |
|  |  |  | $431,088.39 | $196,902.39 | $87,665.00 | **$715,655.78** |

**Personnel & Experience**

G4S brought in the following key team members as part of the finalist presentations. These individuals would be on the project team ensuring that the District 230 project is successful - all have extensive experience and a track record for successful projects as mentioned below.

* Joe Schwaderer – CFO G4S Secure Integration
* Chris Roberts – Midwest Regional Manager
* Dave Huff – Program Manager
* Jonathon McGinley – Superintendent / Fiber Splicing Manager
* Brent Mahoney – Systems Engineer
* Wayne Ravesloot – VP Operations HEI
* Kevin McNamara – OSP Designer

G4S Secure Integration has been designing and deploying fiber networks for 28 years. They have experience in the design of outside plant fiber networks, including existing conduit systems, new buried construction, and aerial construction. Through our history, G4S Secure Integration has deployed over two (2) million fiber miles in more than 150 metropolitan and rural areas and completed over 1,000 electronic security systems. They are headquartered in Omaha, NE with 15 additional offices located across the United States, including a regional office in Willowbrook, Illinois. They have coordinated permitting and access with numerous pole, ROW, and existing infrastructure owners. Their local G4S Secure Integration office has an experienced team of project managers, designers, technicians, administration support, and subcontractors with the bandwidth to complete this project.

The networks they have designed and deployed range from fiber deployments for Metropolitan Fiber Systems (MFS) in over 70 cities, to networks for government agencies such as the State of Iowa, Illinois Toll Highway Authority and others. G4S Secure Integration has even been involved in several rural broadband deployments to expand broadband and spur economic development. These projects range from the 650-mile network for the Mid-Atlantic Broadband Commission to the 300-mile network for the Maryland Broadband Cooperative, in which they provided turnkey services; encompassing network design, development of bid packages for subcontractors and material procurement, and management of the construction of the network.

G4S Secure Integration currently provides fiber maintenance and emergency restoration of the ComEd 1,500 mile fiber network and provides fiber maintenance emergency restoration for the Illinois State Highway Tollway Authority (ISTHA) Fiber System. Both of these systems were built by us back in the late 90s and maintained by them since. To provide this maintenance to these and other customers, they have technicians on call 24/7/365.

**Sub-Contractor - HEI Utility Contractors**

HEI Utility Contractors do most of the construction work for G4S. They reviewed various Aerial and underground projects that they have completed in the area as part of the finalists review. They specialize in Fiber Optic Installation and Splicing, Electrical Substation Construction, Aerial Telecom Construction (Fiber, DAS, Small Cell), Hydro Vacuum Excavation, Horizontal Directional Drilling, Cathodic Protection, and Open Cut Trenching.