

CONSORTIUM DESCRIPTION

The listed alliance of vendors, both minority and non-minority firms, is built on the premise that expertise exists within the Dallas\Fort Worth Metroplex to provide the solutions the Dallas Independent School District seeks. We believe our individual and collective expertise more than qualifies us to be selected as the DISD partner. As evidenced in the following and documented throughout this response, we believe we provide the best solution to meet DISD's needs.

Members of the consortium are:

Analytical Computer Services
1901 Royal Lane, Suite 102
Dallas, TX 75229
972-247-4227
Frank Trifilio, President/Owner

Hewlett Packard/Compaq
5310 Harvest Hill Road #200
Dallas, TX 75230
972-702-4143
Garrett Goeters

Micro System Enterprises
10430 Shady Trails #105
Dallas, TX 75220
972-239-2174
Blair Thomas, Dir./Operations

Advanced Technology Solutions
1513 Corinth Street
Dallas, TX 75215
214-428-0222
Ruben Ratcliff, Director

Hill Professional Services
3612 Sail Maker Lane
Plano, TX 75023
972-672-8878
Eddie Hill, Principal

Novell
6565 N. McArthur Blvd #500
Irving, TX 75039
972-501-6727
Colby Ward, District Director

Avizion
16300 Addison Road #250
Addison, TX 75001
972-267-7950
Barbara A. Martin, President

InterNetwork Experts
5960 Midway Road
Addison, TX 75001
713-795-2911
Mark Hiltz, President

Technology Cabling Solutions
4528 Crown Ridge
Plano, TX 75024
281-983-9955
William Froechtenicht,
President

Communications Supply Corporation
14841 Trinity Boulevard
Fort Worth, TX 771655
817-318-8855
Andy Dean, Director

Lazo Technologies
611 W. Mockingbird LN.
Dallas, TX 75247
214-652-9898
Al Vasquez, Vice President

Woodlands Network Solutions
1901 Royal Lane, Suite 102
Dallas, TX 75229
972-247-4227
Frank Trifilio, President/Owner

The Consortium will use the following two suppliers for additional services:

Lakehills ISC
10420 Jenny's Jump Drive
Austin, TX 78733
512-263-1825
Kevin Killebrew, President

LBI Group Companies
5613 Blue Bird Avenue
Dallas, TX 75237
214-467-9300
A. Gus Warren, Owner

STATEMENT OF WORK

Introduction

This section describes the Services that Consortium will provide under the terms of the Consortium Customer Agreement (*Agreement*) and this Statement of Work (SOW). Specifically, The Consortium will provide Dallas Independent School District (DISD) with a set of customized services. The details of the Services to be provided are described in this section. These Services will be provided at existing and newly built DISD locations in Dallas, Texas.

This Statement of Work is comprised of the following sections:

1. Assumptions
2. The Consortium Responsibilities
3. DISD Responsibilities
4. Deliverable Materials/Documentation
5. Project Schedule
6. Completion Criteria
7. Charges

The following are incorporated in and made part of this Statement of Work:

- Appendix A. Deliverable/Documentation Guidelines
- Appendix B. Project Change Control Procedure
- Appendix C. Sample Hardware Configuration
- Appendix D. Signature Page

Changes to this Statement of Work will be processed in accordance with the procedure described in Appendix B, "Project Change Control Procedure." The investigation and the implementation of changes may result in modifications to the Schedule, Charges or other terms of this Statement of Work.

This proposal will expire February 28, 2004 unless this date is extended by The Consortium in writing.

1.0 ASSUMPTIONS

This Statement of Work and The Consortium's estimates to perform the Statement of Work are based on the following assumptions. Deviations that arise during the project will be managed according to the Project Change Control Procedure in Appendix B.

1. DISD personnel who will be assigned to this project will have the technical skills necessary to participate in the project.
2. DISD Information Systems (IS) and user personnel will be available as described in section 3.0, "DISD Responsibilities."
3. Work under this Statement of Work will be performed at sites within DISD and will not require travel to sites outside district boundaries.
4. Only those components specified in this SOW are to be supplied and installed by The Consortium. Additional components can be specified via the Project Change Control Procedure.
5. The solution described provides products not manufactured by The Consortium. Non-Consortium products that are part of the solution under this SOW must be approved by The Consortium's Product Safety Review Board. If any product does not meet The Consortium's product safety specifications, The Consortium will work with DISD to identify an alternative product. Procurement of an alternative product will occur only upon DISD approval.
6. Work under this contract will be performed during school hours (7:00 a.m. and 4:00 p.m.) unless otherwise mutually agreed upon by The Consortium and DISD.
7. Work to be performed at specific sites will be mutually agreed and scheduled with The Consortium and DISD at least ten (10) business days prior to the commencement of the work.
8. The Consortium may use subcontractors in the performance of this SOW.
9. The Consortium and our subcontractor(s) will have unlimited, unrestricted access to all buildings. Any security requirements inclusive of guards, security codes/access codes, lighting and internal access and/or central monitoring are the responsibility of DISD.
10. The Consortium will be provided with access badges, keys and combinations or escorts to perform the work described in this SOW. Any delay encountered due to unavailability of buildings may result in additional charges being incurred by DISD. If this situation arises, it will be addressed via the Project Change Control Procedure.
11. It is understood by DISD and The Consortium that this SOW is based upon the start date provided below. In the event this date is not achieved, The Consortium reserves the right to extend the projected project completion date on a working day for working day basis, and as mutually agreed upon by The Consortium and DISD, via the Project Change Control Procedure.
12. It is understood by DISD and The Consortium that this SOW and the pricing associated with this SOW are based upon the award of the total proposed SOW described in this document. The work described in this SOW will be performed during one continuous phase.
13. DISD will provide The Consortium with remote access to the DISD network for maintenance support.
14. All DISD machines will meet the developed standards



15. The Groupwise Client will be deployed to those machines capable of running it, all others will use a web browser.
16. All mail services will be installed, delivered and supported at up to twelve (12) agreed upon locations. No visits/installations will be required at any other site(s).
17. Novell Netware licenses sufficient for the new servers will be provided by DISD.
18. Existing Groupwise licenses are for current release and do not require upgrading.
19. Groupwise licenses to support DISD users will be provided by DISD.
20. A NDS directory exists and is capable of supporting up to an additional 8500 entries.
21. An existing SMTP messaging gateway infrastructure exists and will be augmented to support the mail volume created by up to an additional eight thousand five hundred (8500) users.
22. The average mailbox size will not exceed 90 Megabytes.
23. Excluded from the Services Charge are items involving, but not limited to; repairs to the Location for correcting existing code deficiencies, painting, asbestos removal, plumbing, heating and ventilation, air conditioning work, etc.
24. All hardware will be rack mounted and DISD will provide sufficient rack space, power, and network connectivity for equipment at each installation site.

2.0 CONSORTIUM RESPONSIBILITIES

2.1 Project Management

Task Description: The objective of this task is to provide technical direction, maintain project control and establish a framework for project communications, reporting, procedural, and contractual activity for The Consortium tasks described. This task consists of the following activities:

- Establish and coordinate The Consortium performance under this SOW with the DISD Project Manager.
- Develop and maintain work plans for the performance of The Consortium responsibilities.
- Administer the Project Change Control Procedure.
- Schedule and hold regularly scheduled Project Status meetings.
- Maintain communications and review progress with the DISD Project Manager and team members during regularly scheduled status meetings.
- Prepare and submit written Bi-Weekly Status Reports of The Consortium activities to the DISD Project Manager.

Completion Criteria: This task will be considered complete when the project is complete and the final Monthly Status Report has been delivered to the DISD Project Manager.

Deliverables/Documentation: Bi-Weekly Status Reports.

2.2 E-mail Installation Planning

Description: Perform planning and assessment for e-mail installation.

The major sub tasks are:

1. Define roles and responsibilities for e-mail installation.
2. Develop e-mail architecture.
3. Review and incorporate existing standard District-wide naming conventions.
4. Specify e-mail server sizing and configuration.
5. Develop minimum e-mail client specifications for desktop hardware, software, and operating systems.
6. Install either a web based client or a Groupwise Client using Zenworks to deploy to the desktop.
7. Develop a phased implementation and deployment plan.
8. Assist in development of district-wide e-mail policies and procedures.
9. Assist in developing standards for connectivity.
10. Document the results of these activities in an E-mail Planning Summary Report.

Completion Criteria: This task will be considered complete when The Consortium delivers the E-mail Planning Summary Report to the DISD Project Manager.

Deliverable/Documentation: E-mail Planning Summary Report

Assumptions:

Desktop Hardware or Software upgrades, where required will be performed under separate contract.

Full and timely cooperation and participation of DISD staff.

2.3 E-mail Deployment

Description: Install email servers and operational software.

The major sub tasks are:

1. Install and configure centralized e-mail servers.
2. Configure DNS for mail delivery.
3. Configuration for mail transport.
4. Test and performance-tune servers and mail routing performance.
5. Configure and test for connectivity with external mail providers.
6. Develop end-user training curriculum and materials.
7. Register e-mail accounts for up to an additional eight thousand five hundred (8,500) mail boxes, with the total mailbox count not to exceed sixteen thousand (16,000).

Completion Criteria: This task will be considered complete for an e-mail server when it has been configured, its e-mail accounts have been enabled, and the E-mail Server Configuration Document has been delivered to the DISD Project Manager.

Deliverable/Documentation: An E-mail Server Configuration Document.

Assumptions:

Installation by The Consortium.

2.4 E-mail Technical Support

Description: Perform e-mail support.

The major sub tasks are:

1. Provide e-mail support to DISD end users with a goal of four (4) hour on-site response during working hours.
2. Provide e-mail system technical support, including software updates.
3. Prepare documentation for subsequent phases of e-mail deployment.

Completion Criteria: This task will be considered complete when the project is complete.

Deliverable/Documentation: None.

Assumptions: Full and timely cooperation and participation of DISD staff.

3.0 DISD RESPONSIBILITIES

The responsibilities listed in this section are in addition to those responsibilities specified in The Consortium Customer Agreement and are to be provided at no charge to The Consortium. The Consortium's performance is predicated upon the following responsibilities being fulfilled by DISD.

3.1 General Responsibilities

- Assign a Project Manager to represent DISD regarding this contract.
- Provide full access to all eligible DISD school locations as required under this SOW.
- Communicate with appropriate DISD personnel of the work to take place and obtain their approval if necessary.
- Provide floor diagrams of affected campus locations in 8 ½ x 11 hardcopy format.
- Provide all the necessary closet and/or equipment areas for location of the network electronics, racks and cabinets required to fulfill The Consortium's responsibilities under this SOW.
- Provide all necessary power and environmental support to accommodate all The Consortium provided equipment.
- Inform The Consortium of any change in network requirements in accordance with the Project Change Control Procedure in Appendix B.
- Ensure all hardware is rack mounted and provide sufficient rack space, power, and network connectivity for equipment The Consortium installs at each DISD site.
- Provide required conduit and trenching within the project schedule timeframe should DISD require The Consortium to utilize buried or underground conduit that does not currently exist.
- Permit posting of any notifications required by applicable law for Services provided at your locations.

3.2 Project Management

Prior to the start of this Statement of Work under the *Agreement*, DISD will designate a person, called the DISD Project Manager, to whom The Consortium communications will be addressed and who has the authority to act for DISD in all aspects of the contract.

The DISD Project Manager's responsibilities include:

- Provide liaison between all project participants.
- Manage the Project Change Control Procedure for DISD.
- Attend project status meetings.
- Obtain and provide information, data, decisions and approvals, within three (3) working days of The Consortium's request unless DISD and The Consortium agree to an extended response time.

- Help resolve project issues and escalate issues within the DISD organization, as necessary.

3.3 Space Facilities and Utilities

Provide installation facilities for The Consortium provided equipment. DISD is responsible for space allocation, HVAC and electrical considerations. DISD is responsible for providing power, light and water necessary in performance of this project.

3.4 Security and Laws

DISD will identify and make the interpretation of any applicable federal, state, and local laws, regulations and statutes to see that the services provided by The Consortium comply.

3.5 Data Privacy

DISD agrees to allow International Business Machines Corporation and entities within its Enterprise to store and use your contact information, including names, phone numbers, and e-mail addresses, anywhere they do business. Such information will be processed and used in connection with our business relationship, and may be provided to contractors, Business Partners, and assignees of International Business Machines Corporation and entities within its Enterprise for uses consistent with their collective business activities, including communicating with you (for example, for processing orders, for promotions, and for market research).

3.6 Required Consents

DISD is responsible for promptly obtaining and providing to us all Required Consents necessary for us to provide the Services described in this SOW. A Required Consent means any consents or approvals required to give us and our subcontractors the right or license to access, use and/or modify (including creating derivative works) the hardware, software, firmware and other products, to enable us and our subcontractors to perform the Services set forth in this SOW, without infringing the ownership or license rights (including patent and copyright) of the providers or owners of such products.

DISD will indemnify, defend and hold us, our affiliates and subcontractors, harmless from and against any and all claims, losses, liabilities and damages (including reasonable attorneys' fees and costs) arising from or in connection with any claims (including patent and copyright infringement) made against us, alleged to have occurred as a result of your failure to provide any Required Consents.

We will be relieved of the performance of any obligations that may be affected by your failure to promptly provide any Required Consents to us.



4.0 DELIVERABLES / DOCUMENTATION

The following items will be delivered to DISD under this Statement of Work. See Appendix A, "Deliverable/Documentation Guidelines" for a description of each deliverable. Monthly Status Report

- Bi-Weekly Status Reports
- E-mail Planning Summary Report
- E-mail Server Configuration Document

5.0 SCHEDULE

5.1 Project Dates

- Start Date – July 1, 2003
- End Date – June 30, 2004

5.2 Project Delays

The Consortium will not be responsible for delays or additional requirements imposed by any government agencies or unforeseen conditions such as delays in the progress of the project by your acts or neglect or the acts or neglect of your employees or separate contractors employed by you, by changes ordered in the project not caused by the fault of The Consortium, by labor disputes, fire, unusual delays in transportation, adverse weather conditions not reasonably anticipatable, unavoidable casualties or other causes beyond The Consortium's control or by another cause which you and The Consortium agree is justifiable, the contract time shall be reasonably extended and the charges adjusted, if necessary, by Change Authorization.

6.0 COMPLETION CRITERIA

The Consortium shall have fulfilled its obligations under this Statement of Work when any one of the following occurs:

- The Consortium accomplishes the tasks described in section 2.0, "The Consortium Responsibilities."
- Either of us terminates the Project in accordance with the provisions of the The Consortium Customer Agreement.
- The End Date for the contract is reached.

Notwithstanding any other provision, DISD has the right to terminate this agreement for business reasons if termination notices are given to The Consortium prior to any work being performed or Services provided.

7.0 CHARGES

The Services Charge stated here represents the maximum allowable charges for all services that may be provided under this Statement of Work. The Consortium understands that the decision to implement this project is contingent upon award to the District of funding under the E-rate program. The Consortium will not begin work on this project without written notification from DISD that funding has been approved and that work should begin. If such notification has not been received by February 28, 2004, at The Consortium's option, The Consortium may terminate this Statement of Work or implement an extension of this Statement of Work, as well as changes in pricing or other terms and conditions as may be required, via the Project Change Control Procedure outlined in Appendix A.

Or this amount may be extended upon mutual agreement between DISD and The Consortium as defined in the section titled Project Change Control Procedure. Should DISD not receive the requested funding for E-rate 6 or should DISD receive only partial funding, The Consortium will work with DISD to incorporate those portions of this Statement of Work that can be accomplished based upon available funding. The Consortium reserves a purchase money security interest in the Machines until The Consortium receives payment of the amounts due. You authorize The Consortium to prepare and file a financing statement to perfect its purchase money security interest in all Machines you order and The Consortium delivers under this Statement of Work.

It is understood by DISD and The Consortium that this SOW and its associated pricing is based upon The Consortium receiving written approval from DISD to proceed with E-rate 6 no later than February 28, 2004. In the event this approval is not received by this date, The Consortium reserves the right to restructure the SOW to incorporate on those tasks that can be successfully completed by The Consortium prior to June 30, 2004. This proposal will remain valid through February 28, 2004.

Total E-Mail Solution **\$4,511,108.00** including travel and living expenses

For purposes of applying for FCC Snowe-Rockefeller E-rate funding, the following breakout is provided.

- A) E-rate Eligible Portion..... \$4,511,108,00
- B) B) Non-Eligible Portion..... \$ 0.00

E-rate Invoicing: Prior to commencing work, The Consortium requires:

- 1) a fully signed contract signature sheet;
- 2) a P.O. in the amount that the E-rate program is not funding (e.g. non-discounted portion of the eligible costs plus the non-eligible costs), and;
- 3) a copy of the USAC's Funding Commitment Decision letter.

As a service to the school, The Consortium will perform dual billing per E-rate terms and conditions. First, The Consortium will invoice the school monthly, as work is completed, for the 'non-discounted' portion of the ELIGIBLE items and any non-eligible items. Secondly, under separate invoice, The Consortium will invoice the E-rate FCC Snowe-Rockefeller administration for the remaining discounted portion of the ELIGIBLE items and any non-eligible items.

Payment is due as specified in the invoice. Please note that although The Consortium will bill the school for the 'non-discounted' portion and other charges not eligible under the E-rate

program, the school assumes responsibility for the entire contract services charge. Notwithstanding any other provision, the District has the right to terminate this agreement for business reasons if written termination notice is given to The Consortium prior to any work being performed or service provided.

The Consortium Service Provider Identification Number (SPIN): 143017760.

This offer will be withdrawn if The Consortium is not authorized to perform these Services by February 28, 2004.

APPENDIX A - DELIVERABLES/DOCUMENTATION GUIDELINES

A.1 Bi-Weekly Status Reports

Purpose: The Consortium will provide Status Reports monthly during the project to describe the activities, which took place during that period. Significant accomplishments, milestones and problems will be described.

Delivery: One (1) hard copy will be delivered to the DISD Project Manager within five (5) working days following the reporting period.

Content: The report will consist of the following, as appropriate:

- Activities performed during the reporting period
- Activities planned for the next reporting period
- Project change control summary
- Problems, concerns, and recommendations

A2 E-mail Planning Summary Report

Purpose: The E-mail Planning Summary Report summarizes the results of the planning activities for E-mail installation.

Delivery: One (1) hard copy will be delivered to the DISD Project Manager within five (5) working days following the reporting period during which the E-mail Installation Planning task is completed.

Content: The report will consist of the following:

- Roles & responsibilities for e-mail installation.
- e-mail architecture.
- Standard district-wide naming conventions.
- Minimum e-mail client specifications for desktop hardware, software, and operating systems.
- e-mail migration strategy for users with current e-mail accounts.
- Implementation & deployment plan.

A3 E-mail Server Configuration Document

Purpose: The E-mail Server Configuration Document summarizes the activities that occurred during E-mail Server Configuration.

Delivery: One (1) hard copy of the E-mail Server Configuration Document will be delivered to the DISD Project Manager within five (5) working days following the reporting period during which the E-Mail Server Configuration is completed.

Content: The report will consist of the configuration of the E-Mail server

APPENDIX B - PROJECT CHANGE CONTROL PROCEDURE

When both of us agree to a change in this Statement of Work, a written description of the agreed change (called a "Change Authorization") will be prepared, which both parties must sign. The Change Authorization will describe the change, the rationale for the change, and specify any change in the charges, schedule or other terms. Depending on the extent and complexity of the requested changes, The Consortium may charge for the effort required to analyze it. When charges are necessary in order to analyze a change, The Consortium will provide a written estimate and begin the analysis on written authorization. The terms of a mutually agreed upon Change Authorization will prevail over those of this Statement of Work or any previous Change Authorization.

APPENDIX D – SIGNATURE PAGE

The Consortium (we) will provide, and Dallas Independent School District (you) agrees to accept, The Consortium Services (Services) for "The Consortium Statement of Work for E-Mail Services Dallas Independent School District" under the terms and conditions of the The Consortium Customer Agreement and this Statement of Work. For Scope of Services, Completion Criteria, Charges and other applicable terms refer to The Consortium Proposal for the provisions of Dallas Independent School District "The Consortium Statement of Work for E-Mail Services", dated February 4, 2003.

The Consortium is aware of the District's reliance on an outside source of funding (Universal Service Fund) to execute on the implementation tasks described in this SOW. Should Dallas Independent School District not receive the requested funding for E-rate 6 or should Dallas Independent School District receive only partial funding, The Consortium will work with Dallas Independent School District to incorporate those portions of this Statement of Work that can be accomplished based upon available funding. It is specifically understood by The Consortium and Dallas Independent School District that no E-rate 6 activity will occur prior to The Consortium's receipt from Dallas Independent School District of written authorization to proceed. It is understood by Dallas Independent School District and The Consortium that this SOW and its associated pricing is based upon The Consortium receiving written approval from Dallas Independent School District to proceed with E-rate 6 no later than February 28, 2004. In the event this approval is not received by this date, The Consortium reserves the right to restructure the SOW to incorporate on those tasks that can be successfully completed by The Consortium prior to June 30, 2004. This proposal will remain valid through February 28, 2004.

Total Charges: \$4,511,108.00 including travel and living expenses, plus applicable taxes known to The Consortium on the date on the cover page of this SOW. Dallas ISD's portion of this amount shall not exceed \$451,110.80. Both of us agree that the complete agreement between us regarding these Services will consist of 1) this Statement of Work and 2) The Consortium Customer Agreement (or any equivalent agreement signed by both of us)

Agreed to:	Agreed to
Dallas Independent School District	The Consortium
By _____	By _____
(Authorized Signature)	(Authorized Signature)
Name _____	Name _____
Date _____	Date _____
Customer Number DISD	The Consortium Customer Agreement No. DISD 1015957
Customer Address	The Consortium Office Address:
3700 Ross Avenue	10430 Shady Trail, Suite 150.
Dallas, TX 75204	Dallas, TX 75220
Project name or identifier	E-Mail Services
Start Date: <u>July 1, 2003</u>	End Date: <u>June 30, 2004</u>

FOR USE BY BOARD SERVICES OFFICE

APPROVED _____ FILED _____
 AMENDED _____ (SEE MINUTES)
 BOARD FILE NO. 44838

COMPLETED



3700 ROSS AVENUE DALLAS, TEXAS 75204
 DALLAS INDEPENDENT SCHOOL DISTRICT
 BOARD OF TRUSTEES
 AGENDA ITEM

2.49

(BRIEFING AGENDA ITEM NUMBER)

6.47

(BOARD MEETING AGENDA ITEM NUMBER)

January 29, 2004

(DATE OF BOARD MEETING)

RATIFICATION OF CONTRACT WITH THE CONSORTIUM TEAM OF VENDORS FOR TECHNOLOGY INFRASTRUCTURE ASSOCIATED WITH E-RATE YEARS 6, 7 AND 8 FOR THE DALLAS INDEPENDENT SCHOOL DISTRICT 80 PERCENT AND ABOVE FREE AND/OR REDUCED LUNCH SCHOOLS (\$20,000,000 POTENTIAL DISD ESTIMATED CONTRIBUTION FOR E-RATE YEAR 6)

TITLE OF DOCUMENT:

POLICY REFERENCE:

CH (LOCAL)

Recommended Action:	That the Board of Trustees ratify the contract with the Consortium Team of vendors for Technology Infrastructure associated with E-rate year 6, with the option for E-rate years 7 and 8, for the Dallas Independent School District 80 percent and above free and/or reduced lunch schools.		
Justification:	On January 30, 2003, per board file #44070 (agenda item #6.46), the board authorized the district to negotiate and enter into a contract with the Consortium Team of vendors for Technology Infrastructure associated with E-rate year 6 for the Dallas Independent School District 90 percent free and/or reduced lunch schools in an estimated total of \$20,000,000. This approval will be used to upgrade internal connections for 80 percent and greater free-reduced lunch discount schools.		
Bid/RFP Statistics:	Bid/RFPs requested:	Open	MWBEs: Open
	Bid/RFPs received:	27	MWBEs: 5
	Compliant Bid/RFPs received:	27	MWBEs: 5
MWBE Information:	<ul style="list-style-type: none"> In accordance with the District's MWBE Program requirements, this contract's MWBE goal is set at 25% of the contract amount. The Consortium Team of vendors have committed to achieving greater than 50% MWBE participation. 		
Recommended Vendor(s)/Contract Term:	<ul style="list-style-type: none"> Recommended Vendor(s): CONSORTIUM TEAM \$20,000,000 ESTIMATE Contract Type: <input checked="" type="checkbox"/> Request for Proposal (RFP) Lowest Responsive Bidder(s): <input type="checkbox"/> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> N/A Sole Source Vendor: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> N/A Contract Term: Various 		
Funding Information:	<ul style="list-style-type: none"> Funding Source(s): E-rate Years 6, 7 and 8; Bond Funds Line Code(s): (Pending) 		
Detailed Information Sheet(s) attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			
Briefing: <u>Business Briefing</u>	Request No(s): (Pending)	Action Amount: \$20,000,000 E-rate Year 6 Estimate	
For Information Contact: Ruben Bohuchot – Associate Supt. Technology Services 972-925-5784	Project Order No(s): NA	Bid/RFP Opening Date: January 20, 2003	
	Purchase Order No(s): NA	Bid/RFP No(s): Various	

EXHIBIT
 D

**AGENDA ITEM
DETAILED INFORMATION SHEET**

Date: January 29, 2004

Agenda Item Number: 6.47

Title: RATIFICATION OF CONTRACT WITH THE CONSORTIUM TEAM OF VENDORS FOR TECHNOLOGY INFRASTRUCTURE ASSOCIATED WITH E-RATE YEARS 6, 7 AND 8 FOR THE DALLAS INDEPENDENT SCHOOL DISTRICT 80 PERCENT AND ABOVE FREE AND/OR REDUCED LUNCH SCHOOLS

The Consortium Team is comprised of the following vendors:

- *Lazo Technologies LTD (Dallas TX)
- *Hill Professional Services (Plano TX)
- *Advance Technology Solutions South (Dallas TX)
- *Microsystems Enterprise (Dallas TX)
- *Analytical Computer Services (Dallas TX)
- Communications Supply Corporation (Fort Worth TX)
- *Woodlands Network Solutions (Dallas TX)
- *Technology Cabling Solutions (Plano TX)
- *Avison (Addison TX)
- Hewlett Packard (Dallas TX)
- Novell (Irving TX)
- Internetwork Experts (Addison TX)

The Consortium Team will use the following two vendors for additional services:

- Lakehills ISC (Austin TX)
- *LBI Group Companies (Dallas TX)

* Denotes MWBE vendor.



Dallas Independent School District

May 10, 2004

A. Arauz
SLD
80 South Jefferson Road
Whippany, NJ 07981

Dear Mr. Arauz:

The Dallas Independent School District (DISD) is submitting this response to the Schools and Libraries' request for information for the Selective Review Process, regarding the fax sent April 20, 2004. Per the questions put forth in the fax are as follows:

Sections II through VI:

Hardware:

- Please provide a one-page summary of the resources and strategies you have available for acquiring hardware. *Please refer to Exhibit 1.*
- Please list the number of servers and network drops you are requesting as well (as) the hardware you currently have in place. *Please refer to Exhibit 2.*

Professional development:

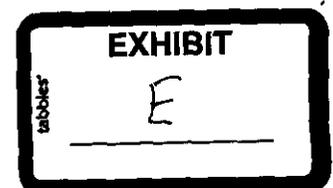
- Please provide a one-page summary of the resources and strategies you have for professional development addressing the questions listed below.
- Do you have a training staff? Who provides the training? Who receives the training and what are they trained on? Is a train-the-trainer mode of training used? Are there Education Service Agencies that provide training? *Please refer to Exhibit 3.*

Software:

- Please provide a one-page summary of the resources and strategies you have available for acquiring software. Also, list any site licenses you may currently have as well as the software you plan on obtaining. *Please refer to Exhibit 4.*
- List the software applications you currently have, both administrative and educational. Also, list any site licenses you may currently have as well as the software you plan on obtaining. *Please refer to Exhibit 5.*

Ref. # 0304-050

Mike Moses, Ed.D. • General Superintendent
3700 Ross Avenue • Dallas, Texas 75204-5491 • Telephone (972) 925-3700





Dallas Independent School District

Retrofitting:

- Your investment in retrofitting appears low in relation to the level of network resources you are requesting. Have you already retrofitted your buildings for technology? If so, can you briefly document the dollar amount and/or the work done? Also please indicate if this is a relatively new school (past five years or so). If not, please provide a one-page summary of the resources and strategies you have available to retrofit your schools for technology. *Please refer to Exhibit 6.*

Maintenance:

- Please document your plans for maintaining your equipment both old and new as well as ineligible hardware. *Please refer to Exhibit 7.*
- Is the equipment under warranty? *Please refer to Exhibit 7.*
- Do you have maintenance contracts? *Please refer to Exhibit 7.*
- Do you have a maintenance staff that maintains the equipment? If so please include their salaries on the Item 25 worksheet if you have not already done so.

Budget

Please refer to Dr. Larry Groppe Letter, dated May 5, 2004, enclosed as *Attachment 1*.

Contracts

However, we would again point out that embodied in the letter signed by Dr. Groppe and included as **Attachment 1**, the Board of Trustees, has authorized a contract with the selected provider(s) for an amount up to \$20 million – the district's potential contribution amount.

Please explain in detail how the contracts with The Consortium correlate to Micro Systems Engineers as the service provider listed on the Forms 471. Please explain in detail how E-Rate payments made to Micro Systems Engineers would be distributed amongst the service providers listed as members of The Consortium.

A group of vendors, both small and large, formed a Consortium to respond to the Dallas Independent School District (DISD) Request for Proposals that constitute the "Internal Connections" portion of the "e-rate" request.

The premise in forming the consortium was that all of the expertise and manpower needed to perform all of the various tasks in a project/entity as large as DISD did not exist within a single company. In addition, the Consortium members believed a single group would be preferable and more cost effective to DISD because all of the various projects, (Servers, Cabling, Network Electronics, etc.) requested are dependent upon coordination of installation to ensure a functional end product.



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Exact amounts or percentages of funds to various Consortium members cannot be allocated at this time because the volume of work cannot be determined until funds are awarded. In addition, time constraints due to a late award of e-rate funds may dictate that some members of the Consortium fulfill a larger part of the contracts than currently planned.

The Consortium chose to use Micro Systems Enterprises' (MSE) SPIN number because they were the entity most familiar with the operations and locations within DISD, having provided goods and services to DISD for the last three years. MSE will serve as the "Prime Contractor" and set up separate banking relations and account for all DISD e-rate transactions separately. Consortium members (with the exception of Hewlett Packard) will be paid for goods and services within 5 days of receipt of funds from the Universal Service Administrative Company and/or DISD. MSE is Hewlett Packard's largest Education provider and will function as the provider of Hewlett Packard products. Therefore, MSE existing financial agreements with Hewlett Packard will prevail.

Copies of the relationship Agreements are included as **Attachment 2** to this letter.

Bids

Nextel is a sole source provider. The combined cellular telephone and digital 800 MHz radio is unique within the United States. There are no other providers of a combined cellular telephone and two-way radio. Hardware and service is purchased without competitive bids (sole source) under an Interlocal Agreement with the State of Texas as a Qualified Information Systems Vendor (QISV) price agreement. The QISV is a discounted price agreement provided by the State of Texas to government agencies and schools. There are no other providers, no bids and no contracts.

The E-Rate Service Quote dated January 30, 2003 reflects our commitment to implement these units at the school level. The Nextel Government Accounts proposal dated February 14, 2003 was a follow-on detailed presentation to DISD management. Given the above explanation, the 470-application date was used as the Allowable Contract Date of November 19, 2002, and this was before the Form 471 was submitted. See all other Bid responses as provided.

Vendor Selection

Nextel

The combined cellular telephone and digital radio is unique within the United States. There are no other providers of a combined cellular telephone, two-way radio and pager. The price-performance of a three-in-one device exceeds that of single mode units. The trunked radio feature alone improves coverage on school campuses tested compared to local hand-held radios.

The number of Nextel cellular/radio units in use by DISD has increased this year 150% to 265. The increase is the result of security awareness and the need to immediately communicate with the schools.



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This is the third year DISD has used Nextel devices to improve dispatching and coordination of field support as well as eliminate pagers and single-function cell phones as well as some District radios.

This is the first year that Nextel products and service will be used directly in the schools and qualified for E-Rate. Vendor selection process sheets are included – Attachment 3.

Evaluation Sheets

We have included the individual scorer sheets as Attachment 3 to this document.

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Included as Exhibit 8.

If we can provide further information, please do not hesitate to let us know.

Very truly yours,

Ruben Bohuchot
Associate Superintendent

RB/ce

Exhibits:

- Exhibit 1 – Resources And Strategies For Acquiring Hardware
- Exhibit 2 – Number Of Servers, Network Drops and Hardware Currently In Place
- Exhibit 3 – Resources And Strategies For Professional Development
- Exhibit 4 – Resources And Strategies For Acquiring Software
- Exhibit 5 – Software Applications - Administrative And Educational
- Exhibit 6 – Retrofitting
- Exhibit 7 – Maintenance
- Exhibit 8 – E-Rate Implementation Description Fax Back Page 4

Attachments:

- Attachment 1 - Dr. Larry Groppe Letter
- Attachment 2 - Agreements Between MSE and The Consortium Members
- Attachment 3 - Individual Scoring Sheets
- Attachment 4 – Instructional Technology
- Attachment 5 – District wide Professional Development/Staff Training Resources

CD – Current Hardware



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Exhibit 1

RESOURCES AND STRATEGIES FOR ACQUIRING HARDWARE

Strategies

As a relatively large urban school district, DISD is constantly searching for ways to maximize its purchasing dollars. Along these lines, the DISD believes one way is to establish multi-year purchasing agreements. As such, we have multi-year agreements for desktop computers, laptop computers, printers, and peripheral devices. This multi-year strategy is also carried forward to copiers, faxes and scanners.

Multi-year agreements have benefited the district by lowering our acquisition costs as well as maintenance costs. Acquisition costs by working with a vendor over a multi-year period; maintenance costs by focusing our technicians on a single platform versus the multitude of platforms available – saving training and spare parts dollars.

In addition to hardware multi-year contracts, where applicable and cost savings can be realized, multi-year software agreements are also put in place.

Resources

The district believes it will spend more than \$16M this next year for computing hardware. This number is a combination of monies received via a State allocation and General Fund dollars. These monies are used to purchase computers and peripheral devices.

Not included in this number are dollars set aside to fix or replace technology that is broken. Also, an additional \$2M - \$3M will be allocated to complete the teacher laptop program.

Lastly, more than \$100M is allocated via the Bond Program for support of technology programs.