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December 9, 2010

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PLEASE REPLY TO TUCSON
hgaines@dmyl.com

Federal Communications Commission
Telecommunications Access Policy Division
445 12th Street SW
Washington, DC 20554

RE: CC Docket No. 02-6; CC Docket No. 96-45
Marana Unified School District – BEN: 143113
Trillion Partners, Inc. - SPIN: 143025872

To whom it may concern:

This firm represents Marana Unified School District (“Marana”), the recipient of the Funding Commitment Decision Letters (“FCDLs”) attached hereto as Exhibit A. Marana is hereby appealing from the denial of funding for funding years 2009 and 2010. This appeal is filed on the District’s behalf, and in support of the Master Appeal filed by Trillion Partners, Inc. on November 3, 2010.

The basis of this appeal is set forth in detail in the letter attached hereto as Exhibit B, which was sent to Pina Portanova of the Schools and Libraries Division in response to a request for information concerning Marana’s contract with Trillion. Please do not hesitate to contact me if I can provide you with any additional information.

Very truly yours,


Heather K. Gaines

Enclosure

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December 9, 2010

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c (w/enc): Daniel J. Contorno (via e-mail)
Mitch J. Eichenseer (via e-mail)

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June 22, 2010

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PLEASE REPLY TO TUCSON
jrichardson@dmyl.com

Via Federal Express and Electronic Mail

Pina Portanova
USAC, Schools and Libraries Division
PO Box 685
Parsippany, NJ 07054-0685

RE: Marana Unified School District – Denial of funding pursuant to Application 661850, FRNs 867259, 1867293, 1867213; Application 743075, FRNs 2006044, 2006074, 2006105, 2006140, and Application 661850 FRN 1907563 (collectively, the “Applications”)

Dear Ms. Portanova:

This firm represents the Marana Unified School District (the “District”). We are in receipt of your letter dated June 1, 2010 on behalf of the Schools and Libraries Division (“SLD” herein) regarding the above-referenced Applications, and on behalf of the District, we are hereby requesting that you reconsider your decision to deny funding pursuant to those Applications. The Applications relate to services provided by Trillion for Wide Area Network (“WAN”) data and telephone services, pursuant to an RFP and Form 470 posted on January 13, 2006 and awarded by the District’s Governing Board on February 16, 2006.

I. The District Conducted a Fair and Open Competitive Bidding Process

The bidding process that resulted in the award of a contract to Trillion was commenced by the posting of a Form 470 and RFP on January 13, 2006, seeking bids for WAN data and telephone services. The RFP was created by Dan Hunt, the District’s Director of Technology, based upon the District’s needs at that time. E-mail correspondence retrieved from Mr. Hunt’s files indicates that he had been meeting with various WAN and voice service providers for months prior to the issuance of the RFP to determine what types of services were available and

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what services would best meet the District's needs. See Exhibit A, attached hereto. A month before the RFP was posted, in an e-mail dated December 13, 2005 (a copy of which is attached as Exhibit B), Mr. Hunt explained to the District's finance and procurement directors why the RFP was needed, why the District was operating under such significant time constraints, and the costs that would result from continuing the District's existing contract with Qwest.

Mr. Hunt prepared and posted the Form 470, as well as preparing the RFP. The RFP called for a single vendor to provide E-Rate-eligible WAN voice and data services. Nicely Done Consulting, which has served as the District's E-Rate consultant since November 2008, has reviewed the RFP and determined that it contained "specifications that are normal and frequently specified for a procurement of this type" and that were not unique to a single vendor or source. See Exhibit C, letter dated June 10, 2010 from Ernest N. Nicely, Nicely Done Consulting, to Dan Contorno. Mitchell Eichenseer, the District's Director of Technology since July 2008, was not employed by the District at the time the Trillion contract was awarded, has submitted a letter dated June 21, 2010 in which he concurs with Mr. Nicely and states that in his professional experience, it is not unusual to see RFP's for "bundled" voice and data services, and that this is in fact the standard in the industry at this time. See Exhibit D, letter from Mitchell Eichenseer dated June 21, 2010.

Once the District posted the Form 470 on January 13, 2006, the earliest a contract could be awarded was February 12, 2006. The District's RFP set a date of February 13, 2006 for the submission of all proposals, and on February 14, the District's 8-member selection committee met and reviewed each of the 5 proposals that were submitted in response to the RFP. The committee members were provided with a matrix for scoring the proposals, based upon the evaluation criteria and points system that were set forth in the RFP. Three of the proposals were deemed unresponsive because they included either WAN or telecommunications services, but not both.

Four of the selection committee members are still employed by the District and submitted affidavits regarding the proposal review and selection process. See Exhibits E through H, attached hereto and incorporated herein by reference. Each of these committee members stated, unequivocally, that they reviewed the proposals based upon the materials submitted by each bidder, and scored the proposals independently based upon the prescribed scoring matrix.

A review of the RFP itself, and the bid review and selection process, demonstrates that the award of the contract to Trillion was the result of a fair and competitive bidding process.

II. The Bidding Process Complied With the Arizona School District Procurement Code

In addition to satisfying the requirements of the SLD for a fair and competitive bidding process, the District's award of the contract to Trillion complied with all applicable Arizona procurement laws. In procuring the WAN and telecommunication services, the District was required to follow the provisions of the Arizona School District Procurement Code found at R7-

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2-1001 of the Arizona Administrative Code. The District chose to issue a request for proposals under the provisions of R7-2-1041 entitled, "Competitive Sealed Proposals". We have reviewed the RFP issued by the District as well as the applicable procurement rules of the State of Arizona and have determined that the content and conduct of the request for proposals was compliant with the requirements of the applicable procurement rules.

The request for proposals was provided to ten vendors (see list of vendors and questions attached hereto as Exhibit I) and five vendors submitted proposals prior to closing of the RFP. The District formed a selection committee comprised of eight individuals. The selection committee met and scored each of the responsive proposals. Each selection committee member prepared a score sheet, copies of which are attached as Exhibit J. The score sheets of all selection committee members were tabulated and each of the selection committee members chose Trillion as the responsive offeror whose proposal was determined to be most advantageous to the District based on the criteria set forth in the RFP, including price, quality of services provided and other factors identified in the RFP. The evaluation of proposals was conducted in accordance with the requirements of R7-2-1046 and the award was made in accordance with the requirements of R7-2-1050. Therefore, it is our opinion that the procurement conducted by the District to procure the WAN and telecommunication services is fully compliant with the procurement code provisions applicable to this type of procurement under Arizona law.

As noted above, our office's review of the selection process indicates that the award of the contract to Trillion was the result of a fair and competitive bidding process, and that the process was in full compliance with all applicable Arizona procurement laws.

III. The District's Contacts With Trillion Did Not Provide Trillion With Information Not Available to All Bidders

The primary factor cited in your June 1 letter as a basis for denying the Applications was the alleged contacts between Mr. Hunt and Trillion prior to and after the posting of the RFP and Form 470. Reviewing the e-mail correspondence cited in your letter, however, it appears that Mr. Hunt was attempting to secure information about the types of telephone and data services available to school districts as he was in the process of creating specifications for an RFP. These e-mails do not provide any indication that Mr. Hunt was providing Trillion with "inside" information that would be helpful to them during the bidding process. Your letter also disregards the fact that Qwest, as an existing service provider for the District, had extensive "inside" knowledge of the District's existing systems and equipment. There is further evidence in the Mr. Hunt's files (see Exhibit A), that Mr. Hunt was in contact with other service providers prior to the posting of the Form 470 and RFP to discuss the types of services available. There is no evidence that Trillion had any role in the preparation of the RFP and, in fact, the evidence suggests that Mr. Hunt used various RFPs previously utilized by other public entities in drafting the RFP. See Exhibit K, affidavit of Mitchell Eichenseer dated June 21, 2010.

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Once the Form 470 was posted, Mr. Hunt provided the RFP to all ten of the interested service providers who requested copies and provided each of these potential bidders with copies of any questions posed by any of the potential bidders and the District's responses to those questions. See Exhibit I. Trillion did not receive any additional or special information during this time. Although there is evidence that Mr. Hunt and his spouse had planned to have dinner with Trillion's salesperson and his spouse, there is no evidence as to whether this dinner in fact occurred, and the District's finance director sent an e-mail to Mr. Hunt indicating that such a dinner would be inappropriate. It seems likely, therefore, that the dinner did not occur.

In reviewing the discussion of competitive bidding on the USAC website under step 3 we note that USAC defines the term "fair" to mean that all bidders are treated the same and that no bidder has advance knowledge of the project information. We believe that this is not legally correct or a practical definition of the term "fair". In connection with competitive bidding, the term fair means that no bidder has advance knowledge of project information that would give the bidder an unfair advantage or that provides advance knowledge not available to other bidders in connection with the procurement process. Applying the SLD definition of fair would disqualify automatically any vendors holding an existing contract with the District for the services being procured since the contractor who is currently under contract for the services would certainly have advance knowledge of the project information. Applying this definition to disqualify anyone holding an existing contract would require that you always award a contract to a new vendor under any procurement. This definition of "fair" cannot be not a legally correct standard and is totally unworkable in public procurement.

In this situation, the existing telecommunications vendor for the District was Qwest. Clearly, Qwest had substantial advance knowledge of the project. In fact, Qwest had much more substantial advance knowledge than did Trillion. While Trillion did gain some advance knowledge prior to the issuance of the RFP, neither Trillion nor Qwest obtained any advance knowledge that was not contained in the RFP and available to each of the vendors who submitted proposals or anyone else who had obtained a copy of the RFP and had availed themselves of the information contained therein. Having advance knowledge of such information does not render a procurement unfair unless the advance knowledge is not available to all vendors on a timely basis, providing them the opportunity to incorporate such knowledge into their proposals. Clearly in this case each vendor had access to all relevant factors pertaining to the procurement. Thus, neither Qwest's advance knowledge nor Trillion's advance knowledge would render the process either unfair or not "open and competitive."

Your letter further contains allegations regarding benefits Mr. Hunt may have received from Trillion after the award of the contract. Any such benefits, however, are irrelevant to the discussion of whether there was a fair and competitive bidding process leading up to the award of the contract. The affidavits of the selection committee indicate that their scoring decisions were not influenced in any way by Mr. Hunt, but instead were the result of the materials included in the vendor's proposals. Each of the committee members scored Trillion's bid higher than

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STC's, in all categories considered. Trillion's financial quote was clearly lower than that of STC.

It is further worth noting that, even if Trillion had received information regarding the District's system prior to submitting the RFP (which the District does not admit happened), there is no evidence that this information improved Trillion's chance of success. The scoring categories were as follows: Total Price; Service Level Agreement; Example Project; Customer References; Vendor Summary; E-Rate Clauses; and Scalability of Solution. None of these scores would have improved as a result of Trillion's allegedly superior knowledge of the District's existing telecommunications and wireless system. Furthermore, Qwest, as the District's existing service provider, almost certainly had greater knowledge of the systems than any other bidder, including Trillion, but Qwest failed to even submit a fully responsive bid.

IV. The Cases Cited do Not Support a Denial of Funding to the District

It is undisputed that the federal law and guidelines regarding E-Rate funding require that Districts utilize a fair and competitive bidding process. The cases cited in your letter, while they stand for the proposition that the bidding process must be open and competitive, do not support a denial of funding in this case. In *Ysleta Independent School District*, FCC-03-313 Order, 19 FCC, the particular paragraph cited (¶60) states only that "direct involvement in an application process by a service provider would thwart the competitive bidding process." *Ysleta* at ¶60. There is no allegation in this case that Trillion was directly involved in the bidding process. Dan Hunt prepared the Form 470 and the RFP – Trillion did not. The contact person listed on the Form 470 and RFP was Dan Hunt, a District employee. (See *MasterMind Order*, FCC-00-167a1, at ¶10). Mr. Hunt responded to all questions from potential bidders, and provided all potential bidders with copies of the questions that were received and the answers to those questions. The FCC in *MasterMind* noted that the contact person, who in *MasterMind* was an employee of a vendor, "exerts great influence over an applicant's competitive bidding process by controlling the dissemination of information regarding the services requested." *Id.* That was not the case with Marana's bidding process – the District was completely in control of all aspects of the process and controlled the dissemination of information. The actual dissemination was accomplished in a fair and equitable manner in this case.

The other two cases cited in your letter, *SEND Technologies, LLC*, DA-07-1270A1 (Order, DA 07-127A1) and *Caldwell Parish* (Order, DA 08-449) are similarly distinguishable from the present case. In *SEND*, the school district's designated contact person owned a 15% interest in the company that was awarded the contract, at the time the RFP and Form 470 were posted. In the present case, no District employee had any ownership or employment interest in Trillion (or any other potential service provider), at the time the RFP and Form 470 were posted. Mr. Hunt was not employed by Trillion until mid-2008, over two years after this contract was awarded. In *Caldwell Parish*, an employee of SEND had assisted the Jackson School District in determining the types of services it needed and in filling out the Form 470. The SEND employee also submitted the Form 470 from SEND's office. Trillion did not assist Mr. Hunt in preparing

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the RFP or Form 470, and had no involvement in completing or posting the Form 470. Trillion did not relieve the District of performing any of the tasks that would normally be completed in a competitive bidding process. The holding in Caldwell Parish with regard to Jackson School District is therefore inapplicable here.

The award of the contract to Trillion was in compliance with Arizona procurement laws in an open and competitive process, and was based upon an evaluation of the proposals submitted by competing vendors in accordance with the criteria set forth in the RFP.

V. Conclusion

The District conducted a fair and competitive bidding process that resulted in the award of a contract to Trillion. A committee of unbiased individuals determined, based on objective scoring matrices, that Trillion's proposal was responsive and was superior to all other proposals. The undisputed facts support this conclusion, and the District is therefore entitled to funding pursuant to the Applications, and is further entitled to funding under any other applications related to services provided by Trillion pursuant to the RFP and Form 470 at issue here.

Very truly yours,



Heather K. Gaines

c (via e-mail): Douglas D. Wilson
Mitchell J. Eichenseer
Daniel J. Contorno

EXHIBIT A

Temp01

From: Bradley Feder [bhf@simplybits.com]
Sent: Monday, January 23, 2006 5:21 PM
To: Old Director
Subject: RE: Monthly Qwest costs

Sorry to here about your short staffing. If you are looking for temporary help, have you thought about WJM? If that is not an option, I have a sister company that routinely goes and supplements IT staff. They can be found at www.nextrio.com but I don't want to short circuit any relationship that you may have with WJM.

Thanks for the RFP, we will go over it tomorrow.

From: Hunt, Dan [mailto:D.C.Hunt@maranausd.org]
Sent: Monday, January 23, 2006 4:24 PM
To: Bradley Feder
Cc: Michael Bernstein
Subject: RE: Monthly Qwest costs

Life has been a blur since we last met and I truly apologize that I didn't responded back sooner. I am presently 4 staff members short, 2 positions being my lead tech positions, so needless to say, my life has been extremely busy. I was thinking about your company just last night and was planning to email or call tomorrow, so this is pretty amazing timing.

We filed our Form 470 for e-rate and have an RFP out to upgrade our WAN connectivity speeds as well as possibility implementing a new telephony solution. I have attached the RFP (titled Y-2006 E-rate Bid.doc), a Form W-9, a no bid response document, and a document clarifying a few questions that have already been asked about the RFP (titled Inquiries and Responses.doc). These are the same documents I have provided all vendors that have requested the opportunity to bid on providing these services. If you have any questions or need clarification, please feel free to contact me.

Thanks,

Dan

From: Bradley Feder [mailto:bhf@simplybits.com]
Sent: Monday, January 23, 2006 3:41 PM
To: Bradley Feder; Hunt, Dan
Cc: Michael Bernstein
Subject: RE: Monthly Qwest costs

Hi Dan,

Just wanted to touch base with you regarding the email I sent last month. We would like to work with you and MUSD in any way we can. Is there an opportunity to provide you and the district with a formal quote on any of our services?

Perhaps we can get together again for lunch. I look forward to hearing from you.

Best regards,
Bradley Feder
Simply Bits

From: Bradley Feder
Sent: Friday, December 02, 2005 10:28 AM
To: 'Hunt, Dan'
Cc: Michael Bernstein
Subject: RE: Monthly Qwest costs

Dan,

We also enjoyed having lunch and getting a chance to meet you.

Thanks for the information, could I ask for some clarification?

Based on the numbers you emailed, is it my understanding that to provide internet to the 13 locations costs \$6,385.73? (the sum of the 6Mb, DS3 & 13 T1's)

If that is the case, then final delivered price w/o tax is \$491.21 per location (\$6,385.73/13)?

We can deliver a T1 worth of internet for \$303 per month, and it is expandable well beyond the 1.5Mb limit a normal T1 has.

Here are some sample monthly prices for each location:

1.5Mb	\$303
2Mb	\$393
3Mb	\$573
4Mb	\$786

Although we can not currently guarantee coverage to every location you may have interest in, we believe our discussions with you and Tony will allow us to build out the network to take most locations, if not all, into account. Could you provide the following additional information so that we can understand the coverage needs, and get a plan together for you:

- 1) Physical address of each location under consideration
- 2) Your desired implementation order of those locations

Thanks for allowing us the opportunity to serve your needs, we look forward to giving you the solutions that you are looking for.

Best regards,
Brad

From: Hunt, Dan [mailto:D.C.Hunt@maranausd.org]
Sent: Wednesday, November 30, 2005 3:20 PM
To: Michael Bernstein; Bradley Feder
Subject: Monthly Qwest costs

Mike and Brad,

I really enjoyed having lunch with you today and discussing the future for Marana Town and School District. Thanks for lunch and thanks for your willingness to sit and discuss options.

Here is the information I promised as far as my connectivity costs go presently.

\$2405.00/month - 6Mb Internet connectivity costs
\$1365.00/month - DS3 connection
\$2615.73/month - 13 T1 connections to schools (\$201.21 per site)

Proposed QMOE connectivity (not even guaranteed that Qwest is willing to put the money up for the buildout)

\$1671.20/month - 200 Mbps connection to the district campus hub site - \$1200.00 hookup
\$9360.00/month - 10Mbps connections to 13 schools (\$720.00 per site)

Thanks again,

Dan

--
No virus found in this incoming message.
Checked by AVG Free Edition.
Version: 7.1.362 / Virus Database: 267.13.10/189 - Release Date: 11/30/2005

--
No virus found in this outgoing message.
Checked by AVG Free Edition.
Version: 7.1.362 / Virus Database: 267.13.11/191 - Release Date: 12/2/2005

--
No virus found in this outgoing message.
Checked by AVG Free Edition.
Version: 7.1.375 / Virus Database: 267.14.21/235 - Release Date: 1/19/2006

--
No virus found in this incoming message.
Checked by AVG Free Edition.
Version: 7.1.375 / Virus Database: 267.14.21/235 - Release Date: 1/19/2006

--
No virus found in this outgoing message.
Checked by AVG Free Edition.
Version: 7.1.375 / Virus Database: 267.14.21/235 - Release Date: 1/19/2006

Temp01

From: Paul DeAlva [Paul.DeAlva@netsian.net]
Sent: Thursday, February 02, 2006 2:58 PM
To: Old Director
Subject: RE: Network proposal

Thanks for getting back to me. I must of missed your 470. Yes I am interested. Can you email it or, I can stop by and pick it up.

Thanks,
Paul

From: Hunt, Dan [mailto:D.C.Hunt@maranausd.org]
Sent: Thursday, February 02, 2006 2:52 PM
To: Paul DeAlva
Subject: RE: Network proposal

My day is completely booked tomorrow. However, we did post a Form 470 and have an RFP out for WAN data and voice services right now, closing on February 13, 2006. If you are interested in receiving a copy, just let me know.

Dan

From: Paul DeAlva [mailto:Paul.DeAlva@netsian.net]
Sent: Thursday, February 02, 2006 2:52 PM
To: Contorno, Dan; Hunt, Dan
Subject: Network proposal

Gentlemen,

Are you available tomorrow (Friday the 3rd) around 11:30? I just wanted to touch base regarding the budgetary proposal I provided to you last year. As you know, the erate window closes on the 16th. Mohave and SPO both have SLD erate approved master contracts now which means, that when utilizing these contracts, you don't have to put up a 470. You just reference the appropriate Mohave and/or SPO 470 number on your 471 and your good to go.

Let me know about tomorrow. I'll be coming back from meetings in Nogales and Rio Rico so I may be running behind, if this is the case, I'll let you know. Perhaps we can multi-task and get lunch at the same time.

Thanks,

Paul De Alva

NETSIAN

Technologies Group
1305 W. 1st Street
Tempe, AZ 85281
480/ 505-6871 Direct
480/ 505-6971 Fax
602/ 513-9275 Cell
paul.dealva@netsian .net

EXHIBIT B

Houston, Hazel

From: Hunt, Dan
Sent: Tuesday, December 13, 2005 12:04 PM
To: Contorno, Dan
Cc: Houston, Hazel
Subject: RFP and Form 470 filing

Dan and Hazel,

As I mentioned to you in our conversation this morning, we are in a huge dilemma that I will accept responsibility for, as I trusted the State to come through on some promises they had made. The state posted a Form 470 for Erate and put out an RFP for telecommunications services a while back. They also had Mohave post a Form 470 and put out an RFP for internal connections around the same time. The state did this to assist school districts in the Erate process (to help us get more federal money to put back into their excess utilities budget). The state realized that they were getting less money in Erate than they had in years past and decided it was because there were not state contracts in place for schools to purchase from, thus schools weren't going through all of the hassles of applying for Erate. So, when the state put out their own RFP and Form 470, they began telling school districts across the state (in erate meetings which I attended as well as statewide telecommunications meetings) that we shouldn't submit our own Form 470 as they would have all of their stuff completed by the middle to end of December which would be in plenty of time to meet the Erate filing windows. I spoke with Chris Castillo (state Erate person) at the end of last week and she told me we really needed to do our own Form 470 as the state wouldn't have their act together in time to meet Erate filing window deadlines. This is a huge issue as the services we will be seeking through Erate will require us to do an RFP. I cannot submit my Form 470 until I have an RFP ready for vendors to respond to. I cannot put out an RFP until the Board approves me to do so, which means January 13, 2006, is the earliest date I can have an RFP on the streets. After some research I have determined that we will be able to meet all Erate deadlines if we are able to get Board approval to put out an RFP for high speed WAN and telephone services on the January 12, 2006, Board agenda. However, I don't think that truly solves our problem. If we put the RFP on the street on January 13, 2006, (after getting Board approval on January 12, 2006) according to Erate guidelines we have to leave it open for 28 days which takes us out to February 10, 2006. Since there is absolutely no way that we will have a Board meeting between February 10, 2006, and the closing of the Erate 471 Form filing window on February 16, 2006, for the Board to award the bid, we are in a mess. Before I can file my Form 471, which again has to be done by February 16, 2006, I have to not only have approval by the Board to award the RFP, I have to have all Erate documents signed by District representatives as well as the company representatives of the company that wins the RFP.

Since I have really not pitched the Wireless Wide Area Network to the Board to start with (as I don't think they should really care how we move data, wired or wireless, as long as it is done with few interruptions and at a good price) I wonder if trying to push this through quickly is a good idea. If we don't, we do have a few options of which I don't know which one is the best.

OPTION 1: Continue doing what we are doing with Qwest, but move to a month to month contract for the time being which will cost us more money. Presently spending \$26,000.00 to \$30,000.00 per month and this is already coming out of our M&O or excess utilities money.

OPTION 2: We could do an RFP outside of the Erate window and if it came in for the same or less money than we are already spending, we could just be responsible for the costs until the next Erate cycle.

I don't know. I am just thinking aloud. If there is the possibility to put the RFP on the street before the January 12, 2006, Board meeting, that might be a good thing. If not, we will survive.

Thanks,

Dan

12/14/2005

EXHIBIT C

NICELY DONE

consulting

June 10, 2010

Mr. Dan Contorno
Chief Financial Officer
Marana Unified School District
11279 W. Grier Road
Suite 107
Marana, AZ 85653

Mr. Contorno:

After review of the Marana Unified School District RFP Proposal Number "MUSD 06-020 E-Rate WAN," I failed to find any specification that was or had the appearance of being proprietary to one vendor; or that would prohibit the procurement from being a fair and open competitive process.

The RFP contained two primary specifications:

- A Wide Area Network that integrates Voice and Data Services
- The media, or mode of transport, was undetermined so that all modes would be considered; including wireless, fiber optic cable, or high speed copper cable

The RFP contained detailed specifications that are normal and frequently specified in a procurement of this kind:

- 100 Mbs Bandwidth on the Wide Area Network to carry Voice, Data, and Video Services
- Quality of Service for Voice Traffic
- A Service Level of 99.99% uptime

There were no specifications unique to a single vendor or source.

Addressing the first primary specification, the District was seeking to obtain an integrated solution to provide bandwidth for both voice and data traffic. This is not uncommon, especially with the advent of Voice over IP technologies where voice traffic is in fact integrated with data traffic.

Indeed, the USAC has approved many funding requests for just such solutions. There are certain advantages for the District to have these services provided by a single vendor:

- Scale of Economy in pricing for these services
- Reduced costs and resource requirements by having only one network to support
- Single vendor problem resolution eliminates "finger-pointing"
- Simplified billing

The fact that the District sought an integrated solution may have excluded some potential vendors, who only provide data services, from providing a response. But there still remains sufficient numbers of vendors that can provide these integrated services to allow for a fair and open competitive procurement process.

NICELY DONE consulting

Most any procurement that includes RFP specifications has the effect of excluding some vendors. That is the purpose of having specifications; as long as the specification is not proprietary to one source, and there are a sufficient number of vendors who would be able to respond to such procurement to provide a fair and open competitive process. A case in point is that if a district has standardized on a particular brand of network electronics, it has a right to continue to specify that particular brand of equipment in a procurement process, even though there will be vendors that are not resellers of that brand of equipment; again as long as there are sufficient vendors able to respond to provide a competitive process.

In this case, there are vendors who were not be able to provide an integrated solution for voice and data, yet there were sufficient numbers of vendors who could provide an integrated solution for voice and data to provide for a fair and open competition. There are six such vendors listed on the Arizona State Master Contract alone.

Further, the second primary specification, as stated in the Scope of Work Project Overview that "The media of this network is undetermined, and all modes will be considered (i.e. Wireless -licensed and/or unlicensed- and/or fiber optic cable and/or high speed copper cable or any combination thereof), with SLA guarantees" had the effect of opening the procurement process to more potential vendors. As stated above, there are six Arizona State Master Contract vendors that are capable of and do provide integrated voice, data, and video services via wireless or Metropolitan Optical Ethernet, built with fiber optic and/or high speed copper cable infrastructures.

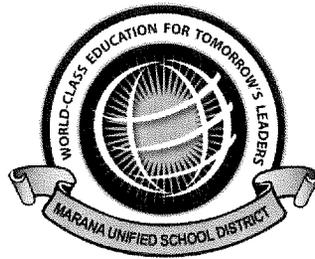
In summary, my review concludes that there are no specifications in both the Terms and Conditions or the Scope of Work contained in the RFP Specification "MUSD 06-020 E-Rate WAN" that would have the effect of preventing a fair and open competitive process. This is based on 32 years of experience in writing technical RFP specifications and conducting technical procurement processes.

Sincerely,



Ernest N. Nicely
Partner
Nicely Done Consulting, LLP

EXHIBIT D



GOVERNING BOARD

Eric Brandriff, President
John Lewandowski, Vice President
Suzanne Hopkins, Member
Maribel Lopez, Member
Dan Post, Member

ADMINISTRATION

Doug Wilson, Ed.D., Superintendent
Carolyn Dumler, Ed.D., Assistant Superintendent
Jan Truitt, Ed.D., Assistant Superintendent
Dan Contorno, Chief Financial Officer

June 21, 2010

To Whom It May Concern:

I have been Marana Unified School District's Director of Technology since July, 2008. In connection with the letter dated June 1, 2010 from Pina Portanova of the USAC Schools and Libraries Division ("SLD"), I have reviewed the District's files regarding its contract with Trillion for WAN data and telephone services. Based upon my review, I believe that the actions taken by my predecessor in issuing an RFP for both wireless wide area networking (WWAN) and voice over internet protocol (VOIP) exhibited sound judgment.

There are numerous companies, including Trillion, that provide services of this type, and the bundling of services with one provider leads to significant benefits for the customer (in this case, the District). Companies like Trillion are commonly called "Value Added Resellers" (or VAR's), and since the 1990's (and possibly before), VAR's have been a fixture in American business, and in particular, the technology sector.

According to Wikipedia.org:

"A value-added reseller (or VAR) is a company that adds features to an existing product, then resells it (usually to end-users) as an integrated product or complete "turn-key" solution. This practice occurs commonly in the electronics industry, where, for example, a VAR might bundle a software application with supplied hardware."

It has been my experience that VAR's have provided better levels of service to the end user. For example, prior to coming to the District I was employed at PSINet, a first-tier internet service provider (ISP) located in Herndon, VA in the mid-1990's. PSINet would commonly purchase (on behalf of its client) T1, T3, or fiber circuits for organizations to connect their existing local area network (LAN) to the internet. This circuit was owned and maintained by PSINet. The reason for this practice was two-fold:

- PSINet, by not allowing the customer to own the circuit, would be able to maintain an element of control so that troubleshooting service interruptions was easier and far more efficient
- Customers of PSINet had to place only one phone call when service interruptions occurred

By selling a complete package, PSINet became very popular. As a matter of fact, when considering the size of its competitors in the marketplace at that time (AT&T, Sprint, MCI, UUNet, etc.), PSINet did more than just hold its own; they flourished in many markets internationally.

Other well-known examples today are Cox Communications and Comcast Corporation, who for many years provided exclusively television service over a coaxial medium. Today, they provide both cable television and telephony services. Traditional telecommunications companies such as Qwest

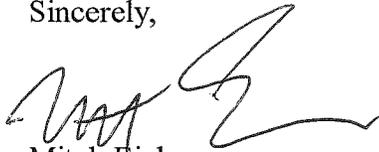
Communications, besides providing telephony, now partner with cell phone companies to provide digital services, as well as satellite companies to provide television services.

In short, when considering the many partnerships, as well as mergers and acquisitions that occur internationally, customers have come to expect “one-stop” shopping. By choosing one vendor to provide a multitude of services, it eliminates the ability of any one vendor to “point the finger” at another service provider for service disruptions.

As a person who was not employed by the Marana Unified School District at the time of the RFP being awarded to Trillion, and who has never worked for the previous Director of Technology, Mr. Dan Hunt, I feel that I can be very objective when looking at the decision to require a single company to provide different services. Consolidation of services to a single vendor is not only popular, it is preferred by many, both inside and outside my profession. It is preferred not only because of increased service levels, but also because it simplifies every aspect of dealing with a vendor, from service interruptions to billing issues.

To be sure, every organization, including the District, must focus on cost containment. “Bundling” multiple services with a single vendor sometimes does not make financial sense. However, based on my review of the bids in this case, it seems clear that Trillion’s RFP bid was less expensive than other vendors, and provided a “turn key” solution, thereby providing all of the benefits of a “value added reseller.”

Sincerely,

A handwritten signature in black ink, appearing to read 'Mitch Eichenseer', written over a horizontal line.

Mitch Eichenseer
Director of Technology
Marana Unified School District

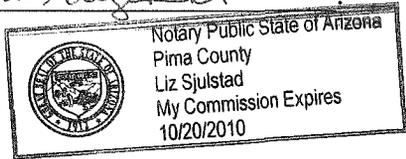
EXHIBIT E

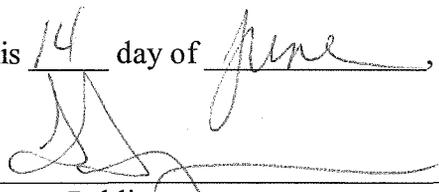
12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.



Craig S. Rendahl, P.E.

SUBSCRIBED AND SWORN TO before me this 14 day of June, 2010,
by acknowledgement





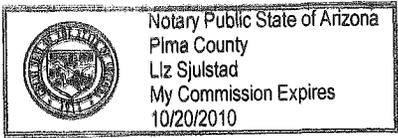
Notary Public

EXHIBIT F

12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.


Charlie Hastings

SUBSCRIBED AND SWORN TO before me this 15 day of June, 2010,
by Acknowledgement.



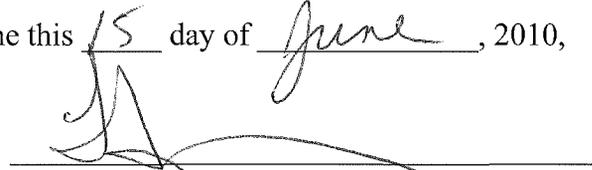
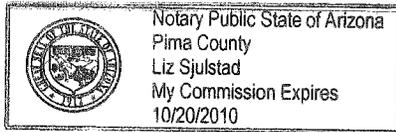

Notary Public

EXHIBIT G

12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.

Thomas A. Payne
Thomas Payne

SUBSCRIBED AND SWORN TO before me this 15 day of June, 2010,
by Acknowledgement.



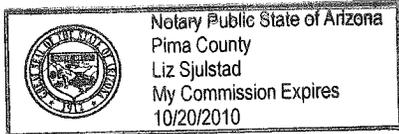
[Signature]
Notary Public

EXHIBIT H

12. This Declaration is based upon my own personal knowledge, information, and belief. If called upon to testify in this proceeding, my testimony would be consistent with this Declaration.

Jack W. Bullard
Jack Bullard

SUBSCRIBED AND SWORN TO before me this 21 day of June, 2010,
by Acknowledgement.



[Signature]
Notary Public

EXHIBIT I

Vendors Answers to RFP or No
RFP Sent Inquiry Sent Bid Rec'd Notes

1 Qwest	1/18/2006	1/19/2006		Requested via email - based on
James Sanchez	10:54 p.m.	1/20/2006		instructions in the E-Rate Form 470
James.Sanchez@qwest.com		2/2/2006		<i>[Signature]</i>
<i>came into office</i>		2/3/2006		
<i>2/22/05 p/u Trillion</i>		2/9/2006		<i>[Signature]</i>
<i>Pricing + copies of E-rate</i>				02-13-06 10:35 IN

2 Trillion	1/18/2006	1/19/2006		Requested via email - based on
Gary Gaessler	10:47 p.m.	1/20/2006		instructions in the E-Rate Form 470
gary.gaessler@trillion.net		2/2/2006		Fed E/R
		2/3/2006		
<i>303-570-0003</i>		2/9/2006	<i>add [unclear]</i>	02-13-06 10:35 IN
		02-13-06	<i>[Signature]</i>	P12:54 IN

3 Time Warner Tucson	1/18/2006	1/19/2006		Requested via email - based on
Mike Jones	10:50 p.m.	1/20/2006		instructions in the E-Rate Form 470
Mike.Jones@twtelecom.com		2/2/2006		
		2/3/2006		
		2/9/2006		

4 Simply Bits	1/23/2006	1/23/2006		Requested via email - based on
Bradley Feder	4:24 p.m.	2/2/2006		instructions in the E-Rate Form 470
bhf@simplybits.com		2/3/2006		<i>[Signature]</i>
<i>Brad Feder called</i>		2/9/2006		
<i>3/2, he sent for</i>				
<i>out to p/u copies of wiring & e-rate</i>				02-13-06 P12:06 IN
				02-13-06 P12:06 IN

5 Conterra Ultra Broadband	1/23/2006	1/23/2006		Requested via email - based on
Kelley Boan	4:31 p.m.	2/2/2006		instructions in the E-Rate Form 470
kelley@westelco.com		2/3/2006		Fed E/R
<i>sent out copies of pricing</i>		2/9/2006		02-13-06 10:36 IN
<i>& e-rate to Kelley</i>				<i>[Signature]</i>
<i>Boan & Van Amstel</i>				

Vendors	RFP Sent	Answers to Inquiry Sent	RFP or No Bid Rec'd	Notes
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6 Gaggle	1/26/2006	1/26/2006		Requested via email - based on
Jeff Patterson	7:10 a.m.	2/2/2006		instructions in the E-Rate Form 470
jeffpatterson@gaggle.net		2/3/2006	1/27/2006	Responded with information that
		2/9/2006		they will not be responding to bid.
				I asked for a No Bid document to
				be submitted.

7 Able Information Technologies, Inc.	1/26/2006	1/26/2006		Requested via email - based on
Craig Ward	10:53 a.m.	2/2/2006		instructions in the E-Rate Form 470
craigsw@ableinc.com		2/3/2006		
STC		2/9/2006		
Able Info is sister company				Dr. T.J. Todd 02-13-06 P12:20 IN

8 XO Communications	1/26/2006	1/26/2006		Requested via email - based on
Jeffrey Barnes	1:07 p.m.	2/2/2006		instructions in the E-Rate Form 470
jeff.barnes@xo.com		2/3/2006		
		2/9/2006		

9 Sunesys	1/31/2006	1/31/2006		Requested via email - based on
Thomas Ross	1:22 p.m.	2/2/2006		instructions in the E-Rate Form 470
tross@sunesys.com		2/3/2006		
		2/9/2006		

10 Netsian	2/2/2006	2/2/2006		Requested via email - based on
Paul DeAlva	3:00 p.m.	2/3/2006		instructions in the E-Rate Form 470
paul.dealva@netsian.net		2/9/2006	2/3/2006	Responded with information that
				they will not be responding to bid.
				I asked for a No Bid document to
				be submitted.

EXHIBIT J

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER TOTALS
 SUBMITTED BY Dan Hunt

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	Trillion Strategic Tech Comm	2400 1832
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT	Trillion STC	1320 785
200 POINTS AVAILABLE		
EXAMPLE PROJECT	Trillion STC	693 588
100 POINTS AVAILABLE		
CUSTOMER REFERENCES	Trillion STC	740 355
100 POINTS AVAILABLE		
VENDOR SUMMARY	Trillion STC	775 765
100 POINTS AVAILABLE		
E-RATE CLAUSES	TRillion STC	790 655
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION	Trillion STC	700 608
100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

MARIANNE SPEER

SUBMITTED BY

CONTERMA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>NON RESPONSIBLE TO VOICE REQUIREMENT ON RFP</i>	<i>0</i>
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		<i>1</i>
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER PAUL TRIGILI
 SUBMITTED BY CONTERRA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Non Responsive To Voice Portion of RFP-	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER James Webb

SUBMITTED BY Conterra

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Bid doesn't include a voice component - RFP is not complete	NOT Responsive
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER Charlie W. HASTINGS II

SUBMITTED BY Centerra

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>not responsible to voice portion of RFP</i>	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

CONTERICA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON RESPONSIVE TO VOICE PORTION OF RFP.	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER Dan Hunt
 SUBMITTED BY Conterra

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>Not responsible for meeting priority of voice service in RFP</i>	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

JACK BULLARD

SUBMITTED BY

CONTERRA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR Voice Requirement	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER CRAIG S. RENDALL

SUBMITTED BY COUTERRA

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	<p><i>NO VOICE SERVICES</i></p> <p><i>NO GSP SERVICES?</i></p> <p><i>NOT RESPONSIVE TO RFP</i></p>	
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER MARIANNE SPEER

SUBMITTED BY PWEST

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	NON RESPONSIBLE TO PRIORITY ONE E-RATE REQUIREMENT NO QOS	0
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

PAUL TRIGILI

SUBMITTED BY

Q West

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Does NOT provide Priority 1 E-rate- NO P.O.S. Non-Responsible	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

James Webb

SUBMITTED BY

QWEST

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>No guaranteed QoS Currently no priority / e-rate</i>	<i>Not responsible</i>
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER Charlie W. Hastings II
 SUBMITTED BY Qwest

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE	<i>Not responsible in meeting Priority 1 services through E-rate: No S.O.S until End of Quarter 3 end.</i>	
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT		
200 POINTS AVAILABLE		
EXAMPLE PROJECT		
100 POINTS AVAILABLE		
CUSTOMER REFERENCES		
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

Don Heat

SUBMITTED BY

Quint

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Not responsible for meeting Priority 1 phone service option of RFP. QoS also not presently available.	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	Jim Sanchez told me in a phone conversation on 2/14/06 that none of the 3 options they presented was for sure priority 1 e-rate eligible.	
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER JACK BULLARD

SUBMITTED BY QWEST

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR PRIORITY 1 E-RATE	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE	NO QAS.	0
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDAHN

SUBMITTED BY

QUEST

(E-RATE)
POINTS AWARDED

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	NO PROBERTH 1	
EXAMPLE PROJECT 100 POINTS AVAILABLE	NO QOS NO PHONE	
CUSTOMER REFERENCES 100 POINTS AVAILABLE	NO	REP
VENDOR SUMMARY 100 POINTS AVAILABLE	NO	
E-RATE CLAUSES 100 POINTS AVAILABLE	not responsive to	
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

agreements

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

MARIANNE SPEER

SUBMITTED BY

STE

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BASED ON RFP EQUATION	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	4-HR TRAVEL TIME TO PIMA CO.	100
EXAMPLE PROJECT 100 POINTS AVAILABLE	WELL LAID OUT	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	2 REFERENCES	50
VENDOR SUMMARY 100 POINTS AVAILABLE	MET REQUIREMENTS IN RFP	100
E-RATE CLAUSES 100 POINTS AVAILABLE	WELL EXPLAINED	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	SHOWED SCALABILITY, BUT NO REDUNDANCY INDICATED	80

759

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

PAUL TRIGILI

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Based on RFP Equation	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	4 hr Response	75
EXAMPLE PROJECT 100 POINTS AVAILABLE	Good Project - HARD TO UNDERSTAND	75
CUSTOMER REFERENCES 100 POINTS AVAILABLE	Did NOT provide 4 AS Request only 2	50
VENDOR SUMMARY 100 POINTS AVAILABLE	<u>Good</u>	100
E-RATE CLAUSES 100 POINTS AVAILABLE	STATES in Business SINCE 1999 - BUT STATES HAS BEEN WORKING w- ERATE FOR 9 years -	75
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		100

TOTAL = 704

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER James Woods

SUBMITTED BY STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Cost 53,945.52 RFP	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	4hr travel to pina center	100
EXAMPLE PROJECT 100 POINTS AVAILABLE	good examples	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	2 references	50
VENDOR SUMMARY 100 POINTS AVAILABLE	Complete	100
E-RATE CLAUSES 100 POINTS AVAILABLE	Complete	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	Good Scalability	95

774 total points

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER Charlie W. Hastings II
 SUBMITTED BY STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Based on RFP scoring matrix	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	Phone response .33 Live test .50 on site 2h 4 hr travel time	140
EXAMPLE PROJECT 100 POINTS AVAILABLE	Present, well laid out and very understandable	80
CUSTOMER REFERENCES 100 POINTS AVAILABLE	Had 2 actual references with 2 additional contacts @ 1 per location	75
VENDOR SUMMARY 100 POINTS AVAILABLE	Fair = Brief overview of company	85
E-RATE CLAUSES 100 POINTS AVAILABLE	2+ years of experience / with help with apps	90
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	upgraded with 20 on 80 dg 20 without construction 50 with construction	80

Total 779

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BASED ON RFP EQUATIONS	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	4 HOUR TRAVEL TO PIMA COUNTY	100
EXAMPLE PROJECT 100 POINTS AVAILABLE	GOOD DETAIL	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	PROVIDED ONLY 2 SCHOOL DISTRICTS AS REFERENCES	0
VENDOR SUMMARY 100 POINTS AVAILABLE		100
E-RATE CLAUSES 100 POINTS AVAILABLE		100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	LIMITED SCALABILITY	50

679

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER Dan Hunt

SUBMITTED BY STC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE <small>300 POINTS AVAILABLE</small>	2 ND Lowest cost for solution - score based on matrix	229
SERVICE LEVEL AGREEMENT <small>200 POINTS AVAILABLE</small>	Guaranteed service levels, 24x7x365 for critical services	140
EXAMPLE PROJECT <small>100 POINTS AVAILABLE</small>	Detailed - tough to follow at times	80
CUSTOMER REFERENCES <small>100 POINTS AVAILABLE</small>	2 like references not of same size	60
VENDOR SUMMARY <small>100 POINTS AVAILABLE</small>	fully responsive	100
E-RATE CLAUSES <small>100 POINTS AVAILABLE</small>	won't actual file - prefers customer to pay + then be reimbursed	50
SCALABILITY OF SOLUTION <small>100 POINTS AVAILABLE</small>	not specifies - statements make sense	90

Total 749

MUSD 06-020 E-RATE WAN

WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER JACK BULLARD

SUBMITTED BY JTC

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE <small>300 POINTS AVAILABLE</small>	BASED ON RFP SCORING MATRIX	229
SERVICE LEVEL AGREEMENT <small>200 POINTS AVAILABLE</small>	4 hour TRAVEL TIME TO PIMA COUNTY	50
EXAMPLE PROJECT <small>100 POINTS AVAILABLE</small>	HARD TO FOLLOW UNCLEAR	20
CUSTOMER REFERENCES <small>100 POINTS AVAILABLE</small>	2 REFERENCES 2 ALTERNATES	50
VENDOR SUMMARY <small>100 POINTS AVAILABLE</small>	Short TIME IN BUSINESS	80
E-RATE CLAUSES <small>100 POINTS AVAILABLE</small>		100
SCALABILITY OF SOLUTION <small>100 POINTS AVAILABLE</small>	LIMITED SCALABILITY	80

TOTAL → 609

380
229
609

449
160
609

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER CRISTO S. RENDON

SUBMITTED BY STRATEGIC TECHNOLOGY COMMUNICATIONS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE <small>HIGHEST OF TWO REMAINING VENDORS</small> 300 POINTS AVAILABLE	$\frac{41,240}{53,942.52} \times 300 =$	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	NON-RESPONSIVE 90; MTBF; REMEDIES; MONITORING	80
EXAMPLE PROJECT 100 POINTS AVAILABLE	HAS MAP (SORT OF - HOW TO INTERPRET?); NON-RESPONSIVE LEVEL OF SERVICE, etc	33
CUSTOMER REFERENCES <small>500 MISSED</small> 100 POINTS AVAILABLE	ONLY 2 OF 4 REF'S STATED; NO PROJECT TOTAL, TYPE, DATES	24 (SWR) = 20
VENDOR SUMMARY 100 POINTS AVAILABLE	fully responsive	100
E-RATE CLAUSES 100 POINTS AVAILABLE	provides assistance but won't actually do things non-responsive on limited basis. do not pay for exist	40
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	SODAY - how possible the permit inception non-responsive to new schools; grade changes	33

535

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER MARIANNE SPEER

SUBMITTED BY SIMPLY BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	<i>NON RESPONSIBLE TO VOICE REQUIREMENT ON RFP</i>	<i>0</i>
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

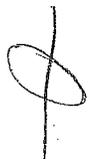
**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

PAUL TRIGILI

SUBMITTED BY

Simply BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE <small>300 POINTS AVAILABLE</small>	Non-Responsible To Voice Portion of RFP -	
SERVICE LEVEL AGREEMENT <small>200 POINTS AVAILABLE</small>		
EXAMPLE PROJECT <small>100 POINTS AVAILABLE</small>		
CUSTOMER REFERENCES <small>100 POINTS AVAILABLE</small>		
VENDOR SUMMARY <small>100 POINTS AVAILABLE</small>		
E-RATE CLAUSES <small>100 POINTS AVAILABLE</small>		
SCALABILITY OF SOLUTION <small>100 POINTS AVAILABLE</small>		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER James Webb

SUBMITTED BY Simply Bits

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	No Voice component to RFP	NOT responsible
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

Charlie W. Hastings II

SUBMITTED BY

Simply bits

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Not responsible to voice portion of RFP	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

SIMPLY BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON RESPONSIVE TO VOICE PORTION OF RFP.	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER Dan Hunt

SUBMITTED BY Simply Bits

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Not responsible for meeting priority I voice service in RFP	
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

JACK BULLARD

SUBMITTED BY

SIMPLY BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	NON-RESPONSIVE TO RFP REQUEST FOR VOICE REQUIREMENT	0
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE		
EXAMPLE PROJECT 100 POINTS AVAILABLE		
CUSTOMER REFERENCES 100 POINTS AVAILABLE		
VENDOR SUMMARY 100 POINTS AVAILABLE		
E-RATE CLAUSES 100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE		

MUSD 06-020 E-RATE WAN WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

CRAIG S. RENDANZ

SUBMITTED BY

SEMPLY BITS

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE		
300 POINTS AVAILABLE		
SERVICE LEVEL AGREEMENT	NON RESPONSIVE TO 2 OF 5 ELEMENTS (MTBF, RESPONSE TIMES)	120
200 POINTS AVAILABLE		
EXAMPLE PROJECT	NON RESPONSIVE TO OUR NEEDS; PARTIAL RESPONSE TO ON-GOING PERFORMANCE	30
100 POINTS AVAILABLE		
CUSTOMER REFERENCES	RESPONSIVE REFERENCES EXCEPT NO EXPERIENCE W/ E-RATE - BIG PROBLEMS	80 - 50% = 40
100 POINTS AVAILABLE		
VENDOR SUMMARY		
100 POINTS AVAILABLE		
E-RATE CLAUSES		
100 POINTS AVAILABLE		
SCALABILITY OF SOLUTION		
100 POINTS AVAILABLE		

NO VOICE SERVICES? NO DATA SERVICES? NOT RESPONSIVE TO RFP

requirements

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

MARIANNE SPEER

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	MEETS ALL REQUIREMENTS BASED ON RFP	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	24/7, QUICK RESPONSE TIME OF 1 HR. 7-7	200
EXAMPLE PROJECT 100 POINTS AVAILABLE	EASILY UNDERSTOOD	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	SEVERAL SCHOOL DISTRICTS LISTED	100
VENDOR SUMMARY 100 POINTS AVAILABLE	MET REQUIREMENTS IN RFP	100
E-RATE CLAUSES 100 POINTS AVAILABLE	WELL EXPLAINED	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	MAPPED OPTIONS AVAILABLE TO EACH SITE SHOWED REDUNDANCY	100

1000

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

PAUL TRIGILI

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BASED ON RFP EQUATION	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	SLA - 1 hr Response 24/7 - HAVE OWN TECHS	190
EXAMPLE PROJECT 100 POINTS AVAILABLE	Looked good - Understand EASILY	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	EXCELLENT - more THAN Required ALL SCHOOLS	100
VENDOR SUMMARY 100 POINTS AVAILABLE	Good	90
E-RATE CLAUSES 100 POINTS AVAILABLE	ALL PRIORITIES I AS Required in RFP	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	EXCELLENT - Redundancy on NETWORK	100

TOTAL = 980 -

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER James Webb

SUBMITTED BY TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Cost 41,240 bid best price	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	24/7 1hr response 7-7 am	200
EXAMPLE PROJECT 100 POINTS AVAILABLE	Good example	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	Several example given and called	100
VENDOR SUMMARY 100 POINTS AVAILABLE	Complete	100
E-RATE CLAUSES 100 POINTS AVAILABLE	Complete	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	Included Scalability 100 mgs lines 50. And added redundancy	100

* Best Vendor
 James Webb
 2/14/2006

~~1000~~ 1200 total points
 JW

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER Charlie W. Hastings II

SUBMITTED BY Trillion

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	Based on RFP scoring Matrix	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	SLA was 24/7 Fulfilled the low cost response/ Company or Contract Tech	160
EXAMPLE PROJECT 100 POINTS AVAILABLE	Present, well lined out and very understandable:	80
CUSTOMER REFERENCES 100 POINTS AVAILABLE	All References present: All schools:	100
VENDOR SUMMARY 100 POINTS AVAILABLE	Fair - Brief overview of company	85
E-RATE CLAUSES 100 POINTS AVAILABLE	Lots of experience, willing to help:	90
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	Included lines capable of higher throughputs: Simple remote procedure to upgrade	100

Total 915

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER

THOMAS R. PAYNE

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BEST OVERALL PRICE BASED ON REF EQUATION	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	SOME SERVICE CONTRACTED	150
EXAMPLE PROJECT 100 POINTS AVAILABLE	GOOD DETAIL	100
CUSTOMER REFERENCES 100 POINTS AVAILABLE	PROVIDED MANY REFERENCES	100
VENDOR SUMMARY 100 POINTS AVAILABLE		100
E-RATE CLAUSES 100 POINTS AVAILABLE		100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	SOFTWARE SCALABILITY	100

950

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER Dan Hunt

SUBMITTED BY Trillion

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE <small>300 POINTS AVAILABLE</small>	Lowest overall cost for WAN Data & Voice Solution	300
SERVICE LEVEL AGREEMENT <small>200 POINTS AVAILABLE</small>	There is a guaranteed level of service with money turned back if levels of service are not met. 24x7x365 service on network down	160
EXAMPLE PROJECT <small>100 POINTS AVAILABLE</small>	detailed - easy to follow - makes sense	90
CUSTOMER REFERENCES <small>100 POINTS AVAILABLE</small>	10 references - bigger, same and smaller	100
VENDOR SUMMARY <small>100 POINTS AVAILABLE</small>	A lot of e-rate service & commitment	100
E-RATE CLAUSES <small>100 POINTS AVAILABLE</small>	Assists with all filing - build outside of window - e-rate guarantees that benefit the customer	100
SCALABILITY OF SOLUTION <small>100 POINTS AVAILABLE</small>	No specifics other than upgrades can be done without equipment, just IOS	90

Total 940

MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES

REVIEWER

JACK BULLARD

SUBMITTED BY

TRILLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	BASED ON RFP Scoring MATRIX	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	1 YEAR GUARANTEE	180
EXAMPLE PROJECT 100 POINTS AVAILABLE	EXCELLENT NETWORK PLAN	90
CUSTOMER REFERENCES 100 POINTS AVAILABLE	A LOT MORE SUPPLIED THAN NEEDED. EXCELLENT	100
VENDOR SUMMARY 100 POINTS AVAILABLE	HAS WORKED WITH MANY SCHOOLS, VERY IMPRESSIVE	100
E-RATE CLAUSES 100 POINTS AVAILABLE	ALL PRIORITY 1 MEETS RFP	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	REMOTE SOFTWARE SCALABILITY REDUNDANCY	100

TOTAL → 870

**MUSD 06-020 E-RATE WAN
WIDE AREA NETWORK VOICE AND DATA SERVICES**

REVIEWER CRAIG S. RENDALL

SUBMITTED BY TRELLION

SECTION	DESCRIPTION	POINTS AWARDED
TOTAL PRICE 300 POINTS AVAILABLE	TRELLION LOWEST OF 700 $\frac{41,240}{41,240} \times 300 = 300$	300
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	NON RESPONSIVE TO 3 OF 5 ELEMENTS PER P. 14 of 16 IN RFP (MTBF, WARRANTIES, SPECIFIC REMEDIES)	80
EXAMPLE PROJECT 100 POINTS AVAILABLE	NON RESPONSIVE TO 2 OF 3 ELEMENTS; WHERE IS SPECIFIC PLAN TO MUSD?	33
CUSTOMER REFERENCES 100 POINTS AVAILABLE	NON RESPONSIVE TO: ERATE; PROJECT TYPE; PROJECT TOTAL; HAS CONTRACTS AND VARIOUS DETAILS	40
VENDOR SUMMARY 100 POINTS AVAILABLE	Commercial code as appropriate; 9 YRS; 1500 devices; W9 completed	100
E-RATE CLAUSES 100 POINTS AVAILABLE	AR 8 method { E-RATE SERVICES AGREEMENT } FULLY RESPONSIVE; PERFORMED 6/10/06 IS SATISFIED	100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	ONLY GENERAL SCALABILITY STATEMENTS; NO SPECIFICS OR DETAILS AS RFP REQUIRES	10 10

663

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS "INQUIRY ON WAN RFP" ON JANUARY 19, 2006.

QUESTION SUBMITTED: On Page 12 of the bid it indicates that you want 10 Mbps minimum however, the last sentence of that page indicates you want 100 Mbps Ethernet Connection at each campus being upgraded? Please clarify.

ANSWER: The WAN connections we are requesting to upgrade to need to be at a minimum speed of 10 Mb. Our thought was that however that 10Mb (minimum) connection was provided from site to site, the vendor would have to put in a device (switch) in to handle their connection on each end. Our expectation is that from that switch to our network, we would like a 100 Mb Ethernet handoff. If the vendor is not planning or needing to put a switch in at that point, please explain what type of handoff will be provided to the district.

Dan Hunt
Director of Technology
Marana Unified School District

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS "#2 INQUIRY ON WAN RFP" ON JANUARY 20, 2006.

QUESTION SUBMITTED: In the bid you ask for a 5 year contract however, that can only be established for the Network contract such as QMOE, Internet, etc. Your Pricing Sheet Page 16 is set up for that contract and makes no provision for the equipment portion which is a one time expenditure? Are you asking for Monthly's for the network piece and monthly's for the equipment piece via a lease arrangement? What I can do if OK with you and Dan Contorno is make a separate pricing page for equipment via lease, QMOE monthly's etc. so you can see what each product your asking for breaks down to. Let me know.

ANSWER PROVIDED: Marana Unified School District is looking to procure WAN data and voice services and pay for those services on a monthly basis (throughout a multi year term contract). If the services you are proposing require equipment to be installed on the front end of the installation and there are one time costs associated with doing so, or there are other costs associated with the initial installation of the service you are proposing, please note those costs on the first line of the Pricing Sheet (page 16) page on the line titled "Initial Installation Cost." I would suggest for clarification purposes you include a separate pricing sheet to provide the detailed information necessary to explain what is covered by those costs. The District will look at all options provided and determine which option(s) meet the RFP and best suit the districts needs and budget. If you would like to propose multiple options, the district will accept and look at those options. One option may be to provide the cost of the equipment being paid for up front by the district, and the WAN services themselves being billed monthly. The other option could be to provide the cost of the equipment spread across the term of the contract also being paid for monthly. Please remember, the RFP specifies that all costs be broken down in such a way that it lists what is E-rate eligible and what is not E-rate eligible. Also remember (as noted on the Pricing Sheet) that the "Vendor shall retain ownership of any and all equipment installed."

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS “#3 INQUIRY ON Marana USD WAN RFP” ON FEBRUARY 2, 2006.

QUESTION ASKED: Will the winning vendor be asked to present at your board meeting on 2/14?

ANSWER: The winning vendor will not be expected to present at the Board meeting. The Board is expecting the necessary documentation to be provided based on the scoring matrix included in the RFP, and a recommendation as to which vendor is being recommended.

THIS QUESTION WAS ANSWERED AND WAS LISTED IN THE SUBJECT OF THE EMAIL AS “#4 Inquiry on Marana USD RFP WAN” ON FEBRUARY 3, 2006.

QUESTION SUBMITTED: May service providers quote various pricing alternatives?

ANSWER PROVIDED: We encourage "outside the box" thinking. The main goal is to get the best solution available at a reasonable cost, with the best possible service and strong provider relationships. By not making you stick to only quoting specific items and options, we believe providers will be able to provide the best available solutions based on their expertise. Please note that scoring of the alternatives will still be based on the scoring matrix provided in the RFP.

THE FOLLOWING 3 QUESTIONS HAVE BEEN ASKED AFTER THE DATE THAT WAS POSTED IN THE RFP AS TO WHEN NO MORE QUESTIONS WOULD BE ACCEPTED (FEBRUARY 6, 2006 – PAGE 7 IN THE INQUIRIES SECTION). HOWEVER I AM ANSWERING THEM AND MAKING THE POINT THAT THESE QUESTIONS AND THE ANSWERS TO THEM WILL NOT BE ALLOWED TO CALL THE RFP INTO QUESTION AT A LATER DATE. I AM CLARIFYING THESE ITEMS STRICTLY TO HELP MARANA USD GET THE BEST PROPOSALS WE POSSIBLY CAN GET.

QUESTION 1: You say in your RFP that there are four co-located sites connected by fiber: The District Office, A.C.E Office, Marana Middle School and Marjorie W Estes Elementary School. Yet on the address list I see Marana Distance Learning also listed at the 11279 West Grier Road location. I assume this site is also on the fiber run, but I want to be sure, since the number of sites served materially affects our costs.

Could you please confirm whether or not the Distance Learning office is on the gig fiber net?

ANSWER PROVIDED: The short and sweet answer is that our Career and Technical school where our Distance Learning Program (MDLP) is housed is just a wing of our District office complex and is connected via a gigabit fiber connection. Most of its students are really working from home so there is no need for a separate campus, just a need for a testing facility and a place to house the coordinator.

QUESTION 2:

Are you looking for an Internet quote as part of the WAN RFP? We are a little confused by the wording. We can give you a 10 meg quote as a separate item or bundle it into the WAN, or both....

ANSWER PROVIDED: We are looking to upgrade our WAN links to a minimum 10Mb connection to each site (that presently isn't 1000Mb fiber) and also upgrade our Internet connection from a 6Mb connection to at least a 10Mb connection. It is up to the vendor responding to determine if they want to bid the Internet connection or not, and also to determine whether to incorporate that into their WAN proposal or submit a completely separate proposal.

QUESTION 3:

What does this mean or what are you asking for?

ANSWER PROVIDED: The question comes from page 16 of the RFP and is one of the line items on the Pricing Sheet. The reason this option is here is to provide the vendor a place to put in a cost (if it is normally a cost of doing business with them) for removing all of their equipment and network items if MUSD chose to discontinue doing business with them at the end of the 5 year contract. If there is no cost for taking your equipment out at the end of the 5 year contract, you may leave this blank or put in a \$0.00 cost.