

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 300 POINTS AVAILABLE	BASED ON RFP SCORING MATRIX	229
SERVICE LEVEL AGREEMENT 200 POINTS AVAILABLE	4 hour TRAVEL TIME TO PIMA COUNTY	50
EXAMPLE PROJECT 100 POINTS AVAILABLE	HARD TO FOLLOW UNCLEAR	20
CUSTOMER REFERENCES 100 POINTS AVAILABLE	2 REFERENCES 2 ALTERNATES	50
VENDOR SUMMARY 100 POINTS AVAILABLE	Short TIME IN BUSINESS	80
E-RATE CLAUSES 100 POINTS AVAILABLE		100
SCALABILITY OF SOLUTION 100 POINTS AVAILABLE	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	NON RESPONSIBLE TO VOICE REQUIREMENT ON RFP	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

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	NON-RESPONSIVE TO RFP REQUEST FOR VOICE REQUIREMENT	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

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	PAR 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.

EXHIBIT K

AFFIDAVIT OF MITCHELL EICHNSEER

Mitchell Eichenseer, being first duly sworn, deposes and says:

1. I have been employed since July 2008 as the Director of Technology for the Marana Unified School District (the "District").
2. In connection with the letter dated June 1, 2010 from the Universal Service Administrative Company, Schools and Libraries Division ("SLD"), I have been reviewing and analyzing data that had been left for me by my predecessor as the District's Director of Technology, Dan Hunt.
3. The information I have found in Mr. Hunt's computer files includes RFP's from other organizations, with time and date stamps showing such files were downloaded to the District's servers on January 12, 2005.
4. Also in Mr. Hunt's files was an early draft of an RFP for WAN services, created by Mr. Hunt on January 12, 2005.
5. Based on my review of Mr. Hunt's files, it appears that Mr. Hunt was already interested in securing the services of a wireless wide-area networking (WWAN) vendor approximately one year prior to the issuance of the RFP, which ultimately led to the award of a contract to Trillion.
6. When first starting my tenure at the District in July, 2008, it came to my attention that Mr. Hunt had left behind a repository of files for his successor. These files were located on Department Secretary Dahlia McCollum's "mapped" hard drive – a drive that isn't local to her machine, but rather, a drive that is on a District server that we call our "Z Drive." The "Z Drive" is the location where all District employees are told to save their data so that it is adequately backed up.
7. I copied Mr. Hunt's files to my "Z Drive" on August 8, 2008. I am fairly certain it occurred on that day because, throughout this repository of data, I have many date/time stamps that indicate that specific date. For example, when I sent USAC information in response to the Trillion investigation on July 9, 2009, one could see many time stamps of folders specifying that date:

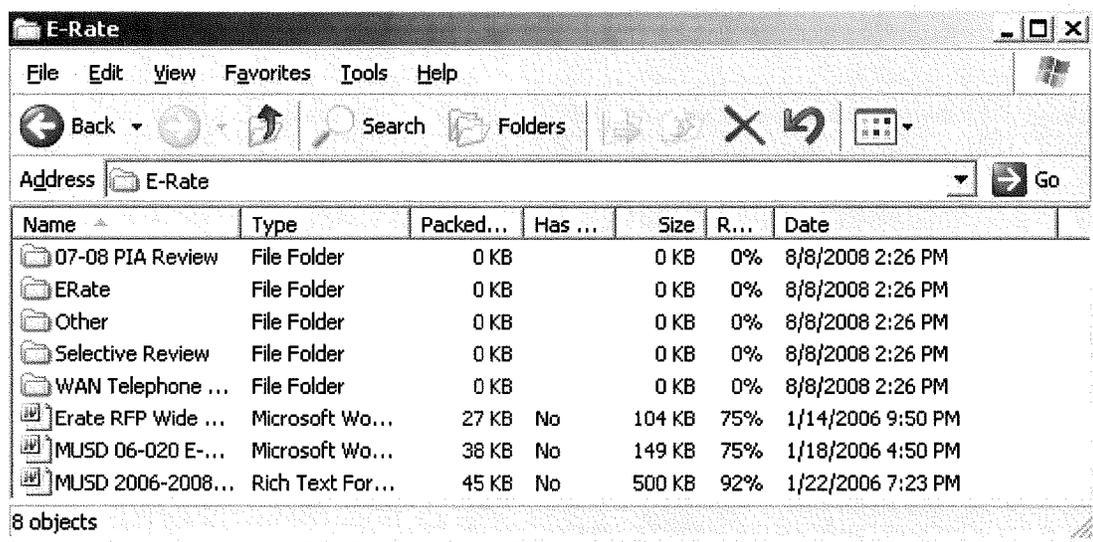
From: Eichenseer, Mitchell
Sent: Thursday, July 09, 2009 1:22 PM
To: 'bcannan@sl.universalservice.org'
Cc: 'Ernie Nicely'
Subject: Trillion Response (Part Four)

Hello again:

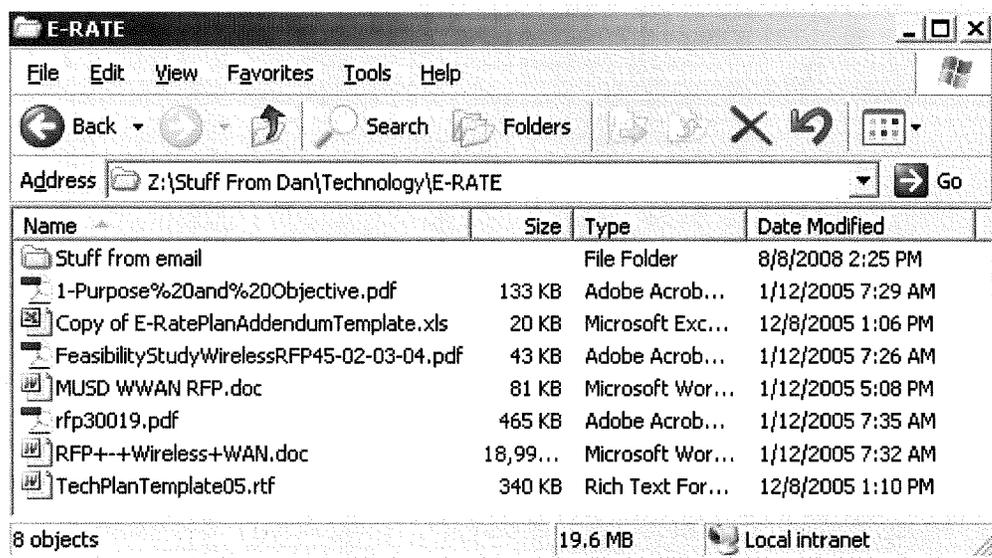
Here's the first half of email correspondence (and documentation) that I could find regarding #531607, #569965, and #611726.

-Mitch

The Attached ZIP file looked like this:



8. The file folder "Z:\Stuff From Dan\Technology\E-RATE" contained numerous files showing Mr. Hunt's work on a WAN RFP as early as January 2005. This is a "screen-shot" of the files and sub-folders within that folder:



9. The first document, "1-Purpose%20and%20Objective.pdf," is a file that was produced by the city of Pleasant Hill, CA on September 3, 2004 in an attempt to secure wireless wide area services. As you can see above, it was downloaded by Mr. Hunt on the morning of January 12, 2005. See Attachment 1 to this Affidavit.

10. The third file, "FeasibilityStudyWirelessRFP45-02-03-04.pdf," is an RFP for the Fremont Unified School District of Alameda County, California. Although I am unsure of its creation date, according to the document, bids were due on February 3, 2004. The date that Mr. Hunt downloaded this document was also on the morning of January 12, 2005. See Attachment 2 to this Affidavit.

11. The fourth file, "MUSD WWAN RFP.doc," was also created (or last modified) on January 12, 2005. See Attachment 3 to this Affidavit.

12. The fifth file, "rfp30019.pdf," is an RFP for the Kansas City, Kansas School District. Although its creation date is not clear, bids were due on February 3, 2004. It was downloaded by Mr. Hunt on the morning of January 12, 2005. See Attachment 4 to this Affidavit.

13. The sixth file, "RFP+-+Wireless+WAN.doc," dated January 7, 2005, is an RFP for Kalispell School District 5 in Montana. It was also downloaded on the morning of January 12, 2005. See Attachment 5 to this Affidavit.

14. In addition to the files specifically identified above, there are other files which contained no documents of interest to this investigation.

15. Of the files specifically noted above, (files 1, 3, 4, 5, and 6), all but one (file 4, called "MUSD WWAN RFP.doc") were authored by an outside organization and were downloaded by Mr. Hunt on the morning of January 12, 2005. Because the date and time stamp of his own RFP is some nine hours later, it would appear that the files that Mr. Hunt downloaded from other entities were to be used for helping develop the framework of his own RFP.

16. On page six of "MUSD WWAN RFP.doc," it specifies that "RFP will be due: February XXX, 2005. Submissions received after this deadline will be disqualified. If possible, please submit responses 10 days prior to bid closing to allow for review by appropriate parties." Also, on page eight, point number six specifies that "The Vendor agrees that the deadline for the submission of this bid to Marana Unified School District is X:00 p.m., February X, 2005."

17. The draft WAN RFP, dated January 12, 2005, and the other files from Mr. Hunt's "Z Drive" support my conclusion that the date and time stamps shown on the computer are accurate, and that Mr. Hunt was working on an RFP for WAN services in January 2005, over a year before the RFP in question, and months before any of the contacts with Trillion that are alleged in SLD's letter.

**Attachment 1
to the
Affidavit of Mitchell Eichenseer**

Request for Proposal
**Wireless WAN Data
Communications System**

City of Pleasant Hill, California
Contra Costa County Sheriff's Office, California
3 September 2004

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1. Purpose and Objectives

The City of Pleasant Hill and the Contra Costa County Sheriff's Office jointly solicit vendors for a Request for Proposal (RFP) from qualified contractors to design, implement, install, and maintain a Wireless WAN Data Communications System of the above listed public entities. This system is intended to achieve the following goals:

- **High bandwidth capacity to handle multiple applications.** These applications would include [application to write, submit, and print reports while in the field; viewing mug shots, streaming video/audio, access to records management system, ability to access the Web and e-mail, other portable computing applications]. Ability to use IP phones/devices for voice communications in the future.
- **Highly secure.** Offers the highest level of security at multiple layers utilizing proven, industry-standard security technologies.
- **Scalable over entire geographic area (area of service).** Offer fully redundant coverage over 95% of the proposed service area, anywhere that a car can navigate on the streets. Offers an expansion path for potential expansion of the area of service.
- **High levels of reliability.** Deliver 99.99% network uptime within the coverage area.
- **Fault tolerant and redundant.** Provide automatic fail-over protection at multiple levels, including at the wireless link and the connection to the wired network.
- **Interference resilient.** Offers protection against local environmental disrupters and resiliency for interference.
- **Standard IEEE 802.11 (Wi-Fi) compliant.** Interoperate with standard IEEE approved and supported Wi-Fi (802.11x) networking devices.
- **Centralized management control.** Provides central management and control over the network.
- **Public Access.** System may be used by the public in the future.
- **City Usage -** System will be used by Sworn and Non-sworn City personnel.
- **Interoperability Police –** Ability to cross networks from one jurisdiction to another within the proposed network.
- **Video/Audio Surveillance -** Ability to have wireless cameras for police vehicles and designated businesses/high crime areas.
- **Vehicles –** Ability to transition from one node to another with no disruption in data stream.

Pleasant Hill –

Currently a T1 point to point exist between the City Hall complex and the Police Department. A wireless link will also be needed to replace this link and the T1 will become a backup for data communications.

All coverage of the City of Pleasant Hill is the purpose of this RFP but absolute coverage needed is:

Police Department

City Hall

Downtown

Wards/Monument Blvd

Target Store (North end of city)

Geary Rd (Consolidated Fire Engine 2)

Contra Costa Blvd/Beth Dr (Ace Hardware)

Morello Center/Apollo (Hope Center)

Diablo Valley College

Wildcroft/Alhambra

Grayson/Pleasant Hill Rd (Walgreen's)

Best Buy

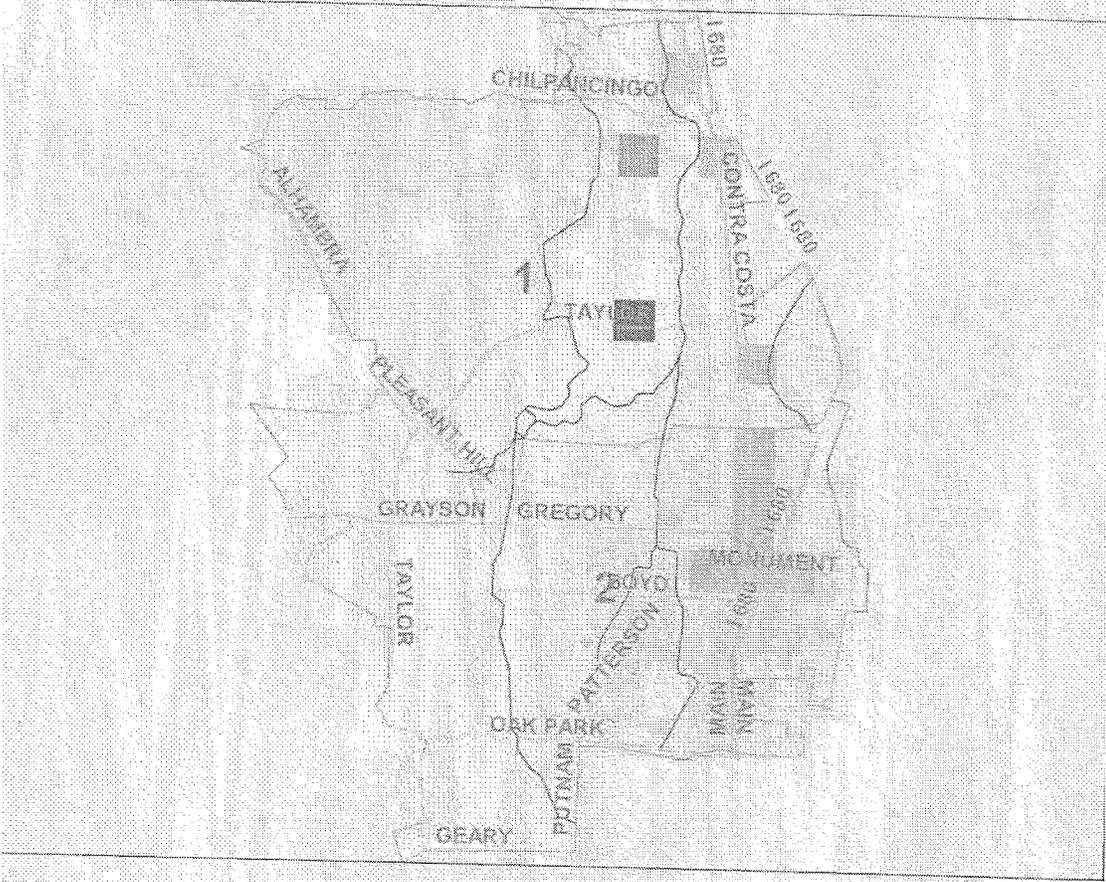
Contra Costa/Taylor Blvd

Costa Costa/Astrid ((Navlet's)

Monument/Contra Costa to Gregory and downtown area. Contra Costa Blvd, between Doray and Taylor, PD, Golf Club/Camelback area, Kmart/Target.

Initially the Police Department will be using the network. The system design should include City Personnel using the network as well as the public in the future.

Additional coverage needed is listed below red highlighted areas:



Contra Costa County Sheriff's Office –

Point to Point and frame relay T-1's exist to all station houses, detention facilities and administration buildings. Given that 100% coverage of the whole of the Sheriff's Office jurisdiction is impossible, it is desirable to focus on those areas that are frequented by Sheriff's deputies. Station houses, gas pumps, detention facilities and those areas with higher response rates will need focus. Coverage of those areas should extend no less than ½ mile radius from the core address. The following locations are critical to the operation and coverage should be concentrated at these points.

Sheriff's Field Operations Building, 1980 Muir Rd. Martinez (to include 30, 40 and 50 Glacier complex)

West County Detention Facility, 5555 Giant Highway, Richmond

Delta Station House, Ohara and Acme, Oakley

Valley Station House, 150 Alamo Plaza #C, Alamo

Main Detention Facility, 1000 Ward, Martinez

County Corporation Yard, 2467 Waterbird Way, Martinez

1.1. Bid Process

The City of Pleasant Hill jointly with Contra Costa County Sheriff's Office will conduct the selection of a Wireless WAN Data Communications System vendor and award contract in the following manner:

- 1) This document will be distributed to all interested vendors.
- 2) A bidder's conference will be held to answer any questions arising from the RFP and give vendors the opportunity to examine the municipality's facilities prior to their bid submittal.
- 3) The proposals will be received and evaluated as described in this RFP. If necessary, a short list of the most qualified vendors will be compiled and these vendors asked to make oral presentations to the joint municipalities. The Municipalities may also choose to conduct site visits to vendor installations similar to the one proposed.
- 4) A contractor will be selected for contract negotiations.
- 5) At the conclusion of negotiations, a contract will be presented to the Council or approving authority of each entity for review and approval.
- 6) Vendor may submit multiple bids for different wireless networks such as mesh or access points.

1.2. Schedule of Events

The following is the schedule of events listed in the order of occurrence, showing the major milestones from issuance of the RFP to the contract award:

MILESTONE EVENT PLEASANT HILL	DATE
1. RFP Issuance	3 September 2004
2. Bidder's Conference	30 September 2004
3. Proposal Due Date	29 October 2004
4. Proposal Evaluation completed	15 November 2004
5. Contract Negotiation completed	30 November 2004
6. Contract signed	6 December 2004
7. Project begins	3 January 2005
8. Implementation completed	To be agreed with vendor of choice on schedule. No later than 30 June 2005.

The Municipalities reserve the right to change the schedule of events as it deems necessary. In the event of a major date change, said municipalities will notify all known vendor participants. The municipalities also reserve the right to issue addenda to this RFP up to seven days before the bid date as needed to clarify the municipalities' desires or to make corrections. The Bidder will acknowledge receipt of all addenda in their proposals.

1.3. Bidder's Conference

All prospective vendors are required to attend the Bidder's Conference to be held 30 September at 1 PM at the Community Room, 100 Gregory Lane, Pleasant Hill, CA 94521. City of Pleasant Hill jointly with Contra Costa County Sheriff's Office will not be able to consider bids from vendor's that did not attend the Bidder's Conference.

At this conference, the City of Pleasant Hill and Contra Costa County Sheriff's Office will make a short presentation regarding the desired system and then open the floor to Bidder questions. Please submit any questions in writing at least 10 business days prior to the conference date. An addendum to the RFP will be issued as soon as possible after the conference answering all submitted questions and notifying vendors of any changes to the RFP.

Bidders will also be given the opportunity at this time to tour the facilities to ascertain the suitability of their proposed systems.

If additional information is required by the Bidder to further clarify the RFP requirements, written questions will be accepted until 27 September. All questions must be submitted in writing and sent to the following address pertaining to their install:

City of Pleasant Hill
James Ziegelman
Network Manager
100 Gregory Lane
Bus 925 671-5236
Fax 925 256-8190

Contra Costa County Sheriff's Office
Terry Betts
Communication Systems Manager
30 Glacier Dr.
Bus 925 313-2453

itmanager@ci.pleasant-hill.ca.us TBett@so.cccounty.us

1.4. Contact Information

The City of Pleasant Hill has designated James Ziegelman to be responsible for coordinating communications between City of Pleasant Hill and potential contractors. He may be contacted at:

City of Pleasant Hill
100 Gregory Lane
Pleasant Hill, CA 94523
925 671-5236

The County of Contra Costa has designated Terry Betts to be responsible for coordinating communications between the County and potential contractors. He may be contacted at:

Terry Betts
Office of the Sheriff
Contra Costa County Sheriff's Office
30 Glacier Dr.
Martinez, Ca. 94553
925-313-2453

1.5. Bid Submittal Instructions

Vendors are to submit 1 electronic copy to itmanager@ci.pleasant-hill.ca.us and TBett@so.cccounty.us.

In addition, 2 originals of the proposal on or before [BID TIME] on [BID DATE] to:

James Ziegelman
City of Pleasant Hill
100 Gregory Lane, Pleasant Hill
California 94523

All bids should be clearly marked "Proposal for Wireless WAN Data Communications System" for City of Pleasant Hill and Contra Costa County Sheriff's Office. Bids will be for separated by municipalities and costs associated to that municipality.

Bidder questions must be received by the date specified on the RFP.

It will be the sole responsibility of the vendor to have their bids delivered to the City of Pleasant Hill before the closing hour and date. Late bids will not be considered and will be returned unopened to the sender.

Bids having any erasures or corrections must be initialed in ink by the vendor. The proposal must contain the signature of the duly authorized officer of the Bidder and must be signed in ink.

All bids must be valid for a period of 90 days following the bid opening hardware, software, installation, training, and maintenance. Partial or incomplete proposals will be rejected.

All costs incurred by the vendor in preparing the proposal, or costs incurred in any other manner by the vendor in responding to this proposal will be wholly the responsibility of the vendor. All materials and documents submitted by the vendor in response to this specification become the property of the City of Pleasant Hill and Contra Costa County Sheriff's Office and will not be returned to the vendor.

Any proprietary information contained in the proposal should be so indicated.

Each municipality will notify winning Bidder of the Bid Award and will arrange a meeting with the bidder to commence contract negotiations.

**Attachment 2
to the
Affidavit of Mitchell Eichenseer**

NOTICE TO BIDDERS
FREMONT UNIFIED SCHOOL DISTRICT
RFP 45-02-03-04

FEASIBILITY STUDY AND SITE CERTIFICATION FOR A DISTRICT-WIDE
WIRELESS WAN INSTALLATION.

NOTICE IS HEREBY GIVEN THAT THE FREMONT UNIFIED SCHOOL DISTRICT of Alameda County, California, acting by and through its Governing Board, will receive up to, but not later than 2:00 PM, February 3, 2004 sealed proposals for a feasibility study and site certification for a district-wide wireless WAN installation .

Sealed proposals must be received in the Office of the Purchasing Agent, located at 4210 Technology Drive, Room 202, Fremont, California, 94538.

A mandatory pre-bid conference/site visit will be held on January 7, 2004 at 10:00 AM in the Sequoia Room at 4210 Technology Drive, Fremont, California. Bidders not attending this meeting will not be qualified to bid.

All inquiries should be submitted to Fremont Unified School District Purchasing Agent at ctonella@fremont.k12.ca.us . The District is not responsible for oral statements made by its employees, agents, or representative concerning this RFP.

The Governing Board reserves the right to reject any or all proposals, to waive any informality and to award the contract in the best interest of the District

GOVERNING BOARD
Fremont Unified School District
Alameda County, California
www.fremont.k12.ca.us

Claudia Tonella, Purchasing Agent

GENERAL CONDITIONS

Background

The District was established in 1964, and provides educational services to the residents of a 90 square mile area including principally the incorporated City of Fremont, located on the east side of San Francisco Bay, in southern Alameda County, California. The District operates 29 elementary schools (grades K-6), five junior high schools (grade 7-8), and five senior high schools (grades 9-12). The District's other facilities also include a continuation high school and an adult education school. The District has K-12 enrollment of approximately 31,450 students.

Scope

The District is inviting bidders to submit proposals for a feasibility study and site certification for a district-wide wireless WAN installation. The certified site survey will include network reliability, bandwidth capabilities, network speed, video and voice transportation, ability for future expansion and upgrades.

Mandatory Site Visit

A mandatory pre-bid conference/site visit will be held on January 7, 2004 at 10:00 AM in the Sequoia Room at 4210 Technology Drive, Fremont, California. Bidders not attending this meeting will not be qualified to bid.

Bid Opening

Proposals will be publicly opened and read at the Fremont Unified School District, Sequoia Room at 4210 Technology Drive at 2:00 PM, February 3, 2004.

Award

The District reserves the right to reject any or all proposals or to waive any informality and to award the contract in the best interest of the District.

Evaluation of proposals will be based on both price and responsiveness and an overall understanding of the District requirements. Experience and demonstrated ability of the bidder in projects of similar size and scope will also be considered.

Pricing

Where the proposal price is a lump sum total comprised of smaller job units priced individually, the lump sum price will prevail.

Vendor Profile and References

Provide current profile and background of your company. Indicate a description of the company, services offered, years in business, and management structure.

Please provide a minimum of three references at least one in the San Francisco Bay Area.

**Attachment 3
to the
Affidavit of Mitchell Eichenseer**