



## BOARD RECOMMENDATION LETTER

**PROJECT TITLE:** Year 2019-2020 E-Rate Project RFP #0349-20A.11 Wide Area Network & #0349-20A.5 Dedicated Internet Service for Tamalpais Union High School District

**REPORT DATE:** March 6, 2020

Tamalpais Union High School District has contracted Infinity Communications and Consulting, Inc (Infinity) to provide professional services for E-Rate Consulting and RFP Management Services for all services listed below. Per our agreement, Infinity has prepared bidding documents necessary to solicit competitive bidding and to undertake the work, in conformity with public contract code and FCC/Erate funding requirements. The following statement is a recap of the process that has been instituted specifically for the above titled project:

- The Wide Area Network service for the submitted responses listed below were put out to bid due to the original contracted service being set to expire June 30, 2019, which is prior to the end of the upcoming E-Rate Funding Year 2020 (July 1, 2020 - June 30, 2021). To ensure the district is covered during the E-Rate funding cycle, services were put out to bid to remain in compliance. We have listed below the cost of services based on the RFP responses received and what E-Rate reimburse at advice of the Board.
- Bakersfield City School District E-Rate FY2020-2021 Eligible Telecom E-Rate discount at 40%.
- In order to meet the Federal E-Rate program filing requirements, the District must approve contracts by the 2020-2021 E-Rate filing Deadline of March 25, 2020.

### Project Overview

Tamalpais Union High School District E-rate Projects and Services Summary:

Services for Wide Area Network Services & Dedicated Internet Services  
(Pricing attached based on RFP responses received and E-Rate Discount of 40% for Eligible Services as well as CTF discount after E-Rate)

- One proposal was received for Wide Area Network services from the incumbent provider
  - AT&T – score: 100
- One proposal was received for Dedicated Internet Services
  - AT&T – score: 100

### Infinity Recommendation

Contract Award:

WAN: Infinity recommends award of services to the highest ranked bidder listed above, AT&T. Financial impact for the district shows a significant cost savings:

- Current Annual Cost: \$45,441.10 (before discounts)
- Proposed Annual Cost: \$19,800.00 (\$1,650.00 per month)
  - After Discounts: \$7,128.00

Dedicated Internet: Infinity recommends award of services to the highest ranked bidder listed above, AT&T. Financial impact for the district again shows a significant cost savings:

- Current Annual Cost: \$109,240.44 (before discounts)
- Proposed Annual Cost: \$59,824.80 (\$4,985.40 per month)
  - After Discounts: \$21,536.93