

Board of Trustees Agenda Item**Board Meeting Date:** March 12, 2012**Title of Item:** Award a Contract Pursuant to Bid Document 1318, District-wide Network Infrastructure**Background and Analysis:**

Education Code section 81645 provides that the governing board of any community college district may contract with a party who has submitted one of the three lowest responsible competitive proposals or competitive bids for the acquisition, procurement, or maintenance of electronic data processing systems and equipment, electronic telecommunications equipment, supporting software, and related materials, goods, and services, in accordance with procedures and criteria established by the governing board.

On December 7, 2010, the Board approved the procedures and criteria pursuant to Education Code Section 81645 so that ETS and District Purchasing could conduct a competitive sealed bid for selection of a vendor for the acquisition of network infrastructure equipment and services. The criteria that was used to evaluate Bid 1318 included: Industry Standards Compliance; Mandatory Technical Requirements; Maintenance & Support Requirements; Installation Services Requirements; Formal Training for ETS Staff; Compliance with Test and Acceptance Requirements; Total Basic System Bid Price; References and Experience; Financial Condition; Presentations by Bidders; Compliance with Preferred Requirements; and compliance with the Optional Network Management System Requirements. ETS worked with the Burton Group to identify mandatory requirements for the equipment that would meet the current and future needs of the campus.

The selected vendor will provide new network infrastructure hardware and software, including necessary accessories and services, in the quantities that comply with the bid document, subject to modification based upon the final design. The bid document states that the District does not guarantee that it will purchase any particular quantities or dollar amount of the goods or services that are specified in the bid document.

The bid was legally advertised in the San Jose Post Record on November 2, 2011 and November 9, 2011. The "Invitation to Bid" was also sent to 35 vendors, as well as posted on "BidNet" at www.govbids.com. Bids were publicly opened and read on January 3, 2012 at 3PM in Purchasing Services. Six vendors submitted bids, and the bid results are listed below:

BID RESULTS

Vendor	Total Basic System Bid Price	Remarks/Notes:
Bear Data Solutions	\$1,134,342.84	Non-responsive, didn't meet mandatory reqmnts.
Torrey Point Group LLC	\$1,510,244.73	Non-responsive, didn't submit firm bid price.
NetXperts Inc.	\$2,243,192.10	Non-responsive, didn't meet mandatory reqmnts.
Compucom Systems, Inc.	\$2,563,585.49	Non-responsive, modified Bid's terms and conditions
AMS.Net, Inc.	\$3,359,712.23	Responsive, met all mandatory requirements
AT&T	\$3,944,794.82	Non-responsive, modified Bid's terms and conditions

Purchasing Services received two bid protests. The first protest was received from NetXperts, Inc (NetXperts). Based upon a thorough analysis of the bid protest with the ETS Technical Team, the Purchasing Services Director recommends that the NetXperts bid protest be denied. The second bid protest was received from Bear Data Solutions (Bear Data). The Bear Data bid protest was analyzed in detail with the ETS Technical Team. Based upon this analysis, the Purchasing Services Director recommends denial of the Bear Data bid protest.

ETS and Purchasing Services have determined that AMS.Net, Incorporated's bid proposal is the only responsive bid and offers the best value to the District. The AMS.Net, Inc. bid proposal meets all the Bid 1318 mandatory requirements. AMS.Net, Inc. has completed projects for other public agencies including Cabrillo Community College District; San Jose- Evergreen Community College District; and West Hills Community College District.

The Total Basic System Bid price is inclusive of applicable sales tax, shipping and delivery costs, Mandatory Standards Compliance & Technical Requirements, Spares, Year one (1) Maintenance and Support, Installation Services, Formal Training, and costs associated with the Test and Acceptance procedure and all vendor responsibilities outlined in the Phased description in Section 1, Scope of Work.

The Total Basic System bid price does not include the Optional Network Management System. ETS does intend to purchase the Optional Network Management System at AMS.Net, Inc's bid price of \$29,871.30. The Optional Network Management System assists the District in managing the network in accordance with the FCAPS (fault management, configuration management, accounting management, performance management, and security management) model. The Optional Network Management System of \$29,871.30 includes formal training of District's ETS staff and installation services that is inclusive of all travel related costs, configuration, testing of all the Network Management System components, delivery fees, shipping and handling, any fuel surcharges, and all applicable sales tax.

The majority of the expenditures will be funded by Measure C, Project #310, Network and Security.

The following Measure C Accounts will fund additional expenditures:

- Project #160. Foothill Physical Science & Engineering Center Group II Equipment; and
- Project #261, De Anza Mediated Learning Center Group II Equipment.

Future Measure C projects that will require the purchase of network equipment are:

- #801 Property Acquisition - the new Foothill Middlefield Center;
- #301 Phone equipment;
- #403 District Office/Data Center/Renovation Group II Equipment.

Recommendations:

(1) Deny Bear Data's and NetXperts' bid protests, and (2) Authorize the Director of Purchasing Services, Carmen Redmond, to award a 5-year contract to AMS.Net, Inc. in an amount not to exceed \$5,000,000 and to renew it for up to five additional 1-year periods pursuant to Bid 1318.

Submitted by:	Carmen Redmond
Additional contact names:	Fred Sherman, Sharon Luciw, Lisa Hocevar, Annette Perez,
Is backup provided?	No