

Santa Barbara USD			
RFP #P17/18-07; WAN/ISP Services - Decision			
Purchasing/Education Technology departments			
AM Capitanelli/Todd Ryckman			
3/7/2018			
	Total Points Available	Cox	Frontier
Eligible Price/Charges	50	40	50
Non-eligible Costs	10	10	10
Customer Service	10	10	10
Transition Plan	15	15	0
Service Level Agreements	10	10	0
RFP Response	5	5	5
	100	90	75

* Total cost can include district man hours for training, transition of services, etc...

**Per USAC Schools and Libraries News Brief dated December 3, 2010: "Applicants can have a bid evaluation criterion for preferred make and model or for adherence to local IT standards in their bid evaluation matrix."

Winning Bidder:

Cox offering is for realtime QoS. Frontier offering is for their "Silver" level QoS which is not suitable for VoIP. Frontier would have to do construction work at some school sites to get fiber to MDF.

Disqualified Bidders and reason for

Vendor Selected: Cox

Approved By: Anne Marie Capitanelli and Todd Ryckman

Title: Purchasing Coordinator and Chief Educational Technology Officer

Date: 03/06/2018