

# GLASSBORO SCHOOL DISTRICT

Updated 2/1/05

## Monthly Board Items

Date Submitted:  
**02/16/2021**

Proposed Effective Date:  
**07/01/2021**

Grade(s) impacted:  
**ALL**

Name:  
**3yr Voice/Data Contract**

Position/Item:  
**eRate 470 Approval**

Submitted By:  
**George Weeks**

Building:  
**Multiple**

Proposed cost/amount:  
**\$47,700/yr**

Funded through:  
**OpEx**

Hours/Days per wk:

Benefits: Y or N  
(circle one)

Is candidate currently employed by District:  
 No  Yes

Is candidate a former employee:  
 No  Yes

(if yes, what position) \_\_\_\_\_  
If yes, part time or full time (circle one)

Check references/review district personnel file?  
 No  Yes

Board approve 3yr service contract with Telesystem for Data Circuit and 5GB Internet access and Voice service via SIP trunks (Local & LD phone service) and POTS (alarms) effective July 1, 2021. This is an 2.5 times increase in bandwidth and an annual savings of ~\$7,900.

### NOTES:

Current contract with Windstream is expiring and we are renewing with previous vendor.

See attached 470 bid and quotes and bid evaluation. Erate 470 must be filed by March 25, 2021.

### Positives:

3yr contract locks in prices

### Concerns:

### Other Comments:

FOR OFFICE USE ONLY:

Board Date: \_\_\_\_\_

Approved: Y or N

Index #: \_\_\_\_\_

**MacMichael, Mary**

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**From:** Weeks, George J.  
**Sent:** Tuesday, February 16, 2021 2:06 PM  
**To:** Ridgway, Lisa  
**Cc:** MacMichael, Mary; Molloy, Deneen  
**Subject:** eRate approval for Board Meeting  
**Attachments:** 2021 Erate 470 Approval - 3yr Contract.docx; 2021 E-Bid-Evaluation-Matrix-completed.xlsx; 2021 TelCon Renewal Grid.xlsx; USAC\_FCC\_FORM\_470\_APPLICATION\_210011920\_CERTIFIED C1.pdf; Crown Castle Proposal - Glassboro Public School Dist - Erate 470 210011920.pdf; Glassboro Public School District Comcast Proposal ERATE ESCNJ 1 26 21.doc; Huntleigh Submission of Quotation 470\_ 210011920.pdf; Quotes for Glassboro Public Schools\_ RFQ# 5115648149.pdf

Attached is the documentation for board to approve new 3year contract for internet and voice services and approve the 470 erate vendor.

We are switching back to Telesystems. They are providing a 5GB internet and all our voice services (SIP and POTS) for \$7,900 less than current vendor at 2GB service.

Other vendors either did not bid our 2GB or 5GB (Huntleigh) or cannot provide POTS service (Crown, Comcast)

Lowest cost was Telesystems on internet service as well.

Attached are all documents regarding the 470, bid and results.

If possible would like approval on 2/24 BOE meeting. 3/25 /21 is LAST day to certify your 470 with QSAC.

Nothing has been signed yet until board approves.

Thanks  
George



~~~~~  
George J. Weeks  
Director of Technology  
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**GLASSBORO PUBLIC SCHOOLS**  
~~~~~  
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Glassboro, NJ 08028  
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D: 856-652-2660  
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**Bid evaluation matrix**  
**District Name: Glassboro Public Schools**

| <b>Category of Service: 1</b>                                                                   |  | <b>Possible Points</b> | <b>Telesystems</b> | <b>Huntleigh</b> | <b>Crown</b> | <b>Comcast</b> |
|-------------------------------------------------------------------------------------------------|--|------------------------|--------------------|------------------|--------------|----------------|
| <b>Type of Service: Internet Access 5Gb for 3years</b>                                          |  |                        |                    |                  |              |                |
| Cost of Eligible Goods and Services* (lowest price gets max- deduct 5 points each higher quote) |  | 40                     | 40                 | 25               | 30           | 35             |
| State Contract Vendor (yes = 20 UnKnown = 10 No = 0)                                            |  | 20                     | 20                 | 10               | 10           | 20             |
| Previous Vendor Experience with the District (Yes = 10 No = 0)                                  |  | 10                     | 10                 | 0                | 10           | 0              |
| Ability to quote entire scope of project as stated (Yes = 20 No = 0)                            |  | 20                     | 20                 | 0                | 20           | 20             |
| Ability to provide SIP Voice services and POTS (Both =10 Only 1 = 5 None = 0)                   |  | 10                     | 10                 | 0                | 0            | 5              |
| <b>Total Points ==&gt;&gt;</b>                                                                  |  | <b>100</b>             | <b>100</b>         | <b>35</b>        | <b>70</b>    | <b>80</b>      |

*\*This number must be have more possible points than another other evaluation factor.*

**Winning Bidder: Vendor A**

Bid Evaluation Conducted By George J. Weeks, Director of Technology

Bid Evaluation Date: Feb 16, 2021

Tele POTS  
 \$ 347.20  
 \$ 130.20  
 \$ 217.00  
 \$ 303.80  
 \$ 303.80  
 \$ 173.60  
**\$ 1,475.60**

|                               | Windstream (2GB) | TeleSystems (2GB) | Telesystems (5GB) | Huntleigh (1GB) | Crown (2GB)  | Crown (5GB)  | Comcast (2GB) | Comcast (5GB) |
|-------------------------------|------------------|-------------------|-------------------|-----------------|--------------|--------------|---------------|---------------|
| Internet Access Charges       | \$ 970.00        |                   |                   |                 |              |              |               |               |
| Internet Data Charges (1/2GB) | \$ 1,356.00      |                   |                   |                 |              |              |               |               |
| Combined Internet/Data        | \$ 2,326.00      | \$ 1,229.00       | \$ 1,999.00       | \$ 1,813.33     | \$ 2,150.00  | \$ 3,500.00  | \$ 1,854.00   | \$ 2,927.26   |
| x 12 for Annual DATA Fees     | \$ 27,912.00     | \$ 14,748.00      | \$ 23,988.00      | \$ 21,759.96    | \$ 25,800.00 | \$ 42,000.00 | \$ 22,248.00  | \$ 35,127.12  |
| Voice Charges (POTS)          | \$ 1,700.00      | \$ 1,475.60       | \$ 1,475.60       | N/A             | N/A          | N/A          | N/A           | N/A           |
| Voice SIP Charges             | \$ 599.95        | \$ 492.60         | \$ 492.60         | N/A             | N/A          | N/A          | N/A           | N/A           |
| Combined Voice                | \$ 2,299.95      | \$ 1,968.20       | \$ 1,968.20       | \$ -            | \$ -         | \$ -         | \$ -          | \$ -          |
| x 12 for Annual VOICE Fees    | \$ 27,599.40     | \$ 23,618.40      | \$ 23,618.40      | \$ -            | \$ -         | \$ -         | \$ -          | \$ -          |
| Total Monthly COMBINED Fees   | \$ 4,625.95      | \$ 3,197.20       | \$ 3,967.20       | \$ 1,813.33     | \$ 2,150.00  | \$ 3,500.00  | \$ 1,854.00   | \$ 2,927.26   |
| x 12 for Annual COMBINED Fees | \$ 55,511.40     | \$ 38,366.40      | \$ 47,606.40      | \$ 21,759.96    | \$ 25,800.00 | \$ 42,000.00 | \$ 22,248.00  | \$ 35,127.12  |
| Gross Check Annual Fees       | \$ 55,511.40     | \$ 38,366.40      | \$ 47,606.40      | \$ 21,759.96    | \$ 25,800.00 | \$ 42,000.00 | \$ 22,248.00  | \$ 35,127.12  |
| 1 Time Install                |                  | \$ 415.00         | \$ 415.00         | \$ 250.00       |              |              |               |               |

CURRENT VENDOR

NO Voice  
 1GB asked 2GB/5GB

|                                 |        |               |              |              |               |               |              |               |
|---------------------------------|--------|---------------|--------------|--------------|---------------|---------------|--------------|---------------|
| Annual Data Savings             | \$0.00 | (\$13,164.00) | (\$3,924.00) | (\$6,152.04) | (\$2,112.00)  | \$14,088.00   | (\$5,664.00) | \$7,215.12    |
|                                 | \$0.00 | \$0.00        | \$0.00       | (\$7,011.96) | (\$11,052.00) | (\$18,012.00) | (\$7,500.00) | (\$11,139.12) |
| Total Annual Voice/Data Savings | \$0.00 | (\$17,145.00) | (\$7,905.00) |              |               |               |              |               |