

Wide Area Network and Internet Services

ITN No. N207391DG

Evaluation Committee
Scoring of Interviews

RANK

Area 1 - Internet

Lumen Technologies

267

2

Orlando Telephone Company, Inc. dba Summit Broadband

457

1

Area 2 - WAN

Lumen Technologies

349

2

Orlando Telephone Company, Inc. dba Summit Broadband

366

1

Area 3 - DDOS

Lumen Technologies

177

2

Orlando Telephone Company, Inc. dba Summit Broadband

295

1

7 VENDORS SUBMITTED A RESPONSIVE PROPOSAL

1 VENDOR SUBMITTED A NON-RESPONSIVE PROPOSAL

2 VENDORS SUBMITTED A 'NO BID'

27 VENDORS DID NOT RESPOND

APPROVED BY: _____



January 14, 2021

DATE

Wide Area Network and Internet Services

ITN No. N207391DG

Evaluation Committee
Scoring of Proposals

RANK

		<u>RANK</u>
Crown Castle	258	5
Information Transport Solutions, Inc.	194	6
Lumen Technologies	400	1
Metro Fibernet, LLC	362	3
Orlando Telephone Company, Inc. dba Summit Broadband	365	2
WANRack	346	4

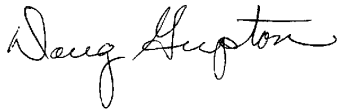
37 VENDORS WERE NOTIFIED

7 VENDORS SUBMITTED A RESPONSIVE PROPOSAL

1 VENDOR SUBMITTED A NON-RESPONSIVE PROPOSAL

2 VENDORS SUBMITTED A 'NO BID'

27 VENDORS DID NOT RESPOND



APPROVED BY: _____

January 7, 2021

DATE

<p style="text-align: center;">The School District of Lee County Department of Procurement Services 2855 Colonial Blvd., Fort Myers, Florida 33966-1012</p>		<p style="text-align: center;">Crown Castle Attn: Raymond Sentner 13721 Jetport Commerce Parkway Fort Myers, FL 33913</p>		<p style="text-align: center;">ENA Attn: Merle Gruesser</p>		<p style="text-align: center;">Information Transport Solutions, Inc. A UNITI COMPANY Attn: Jeff Drury/Ken Machuta 335 Jeanette Barrett Industrial Boulevard Wetumpka, AL 36092</p>		
<p style="text-align: center;">ITN No. N207391DG</p>		<p>Phone: (239) 231-7680</p>		<p>Phone: (407)264-7503</p>		<p>Phone: (334) 567-1993</p>		
<p style="text-align: center;">Wide Area Network and Internet Services Opens: Tuesday, January 5, 2021 at 2:00 PM</p>		<p>Email: Raymond.Sentner@CrownCastle.com</p>		<p>Email: mgruesser@ena.com</p>		<p>Email: ken.machuta@uniti.com</p>		
ITEM #	ITEM DESCRIPTION	COST PER MONTH		COST PER MONTH		COST PER MONTH		
AREA 1 - INTERNET CONNECTIVITY								
1A.	10 Gigabits per second	\$5,900.00		NO BID			\$8,575.00	
1B.	15 Gigabits per second	\$8,250.00					\$16,000.00	
1C.	20 Gigabits per second	\$10,000.00					\$1,800.00	
1D.	25 Gigabits per second	\$12,000.00					\$19,000.00	
1E.	30 Gigabits per second	\$13,500.00					\$20,000.00	
1F.	35 Gigabits per second	ICB					\$21,000.00	
1G.	40 Gigabits per second	ICB					\$22,000.00	
1H.	50 Gigabits per second	ICB					\$25,000.00	
1I.	100 Gigabits per second	ICB					\$36,000.00	
AREA 2 – WIDE AREA NETWORK								
SITE CONNECTIVITY								
2A.	10 Megabits per second (full-duplex)	N/A						\$385.00
2B.	20 Megabits per second (full-duplex)	N/A						\$405.00
2C.	40 Megabits per second (full-duplex)	N/A					\$470.00	
2D.	50 Megabits per second (full-duplex)	N/A					\$485.00	
2E.	100 Megabits per second (full-duplex)	N/A					\$545.00	
2F.	200 Megabits per second (full-duplex)	N/A					\$585.00	
2G.	300 Megabits per second (full-duplex)	N/A					\$720.00	
2H.	400 Megabits per second (full-duplex)	N/A					\$725.00	
2I.	500 Megabits per second (full-duplex)	N/A					\$750.00	
2J.	1 Gigabit per second (full-duplex)	N/A					\$925.00	
2K.	2 Gigabits per second (full-duplex)	N/A					\$1,770.00	
2L.	3 Gigabits per second (full-duplex)	N/A					\$2,230.00	
2M.	4 Gigabits per second (full-duplex)	N/A					\$2,230.00	
2N.	5 Gigabits per second (full-duplex)	N/A					\$2,230.00	
2O.	10 Gigabits per second (full-duplex)	N/A					\$2,230.00	
2P.	40 Gigabits per second (full-duplex)	N/A					\$8,625.00	
2Q.	100 Gigabits per second (full-duplex)	N/A					\$21,350.00	
AGGREGATE SITE CONNECTIVITY								
2Q.	20 Gigabits per second (full-duplex)	N/A					\$4,350.00	
2R.	24 Gigabits per second (full-duplex)	N/A					\$6,495.00	
2S.	28 Gigabits per second (full-duplex)	N/A					\$6,495.00	
2T.	32 Gigabits per second (full-duplex)	N/A					\$6,495.00	
2U.	40 Gigabits per second (full-duplex)	N/A					\$8,625.00	
2V.	48 Gigabits per second (full-duplex)	N/A					\$21,300.00	
2W.	56 Gigabits per second (full-duplex)	N/A					\$21,300.00	
2X.	64 Gigabits per second (full-duplex)	N/A					\$21,300.00	
2Y.	100 Gigabits per second (full-duplex)	N/A					\$21,300.00	
2Z.	200 Gigabits per second (full-duplex)	N/A					\$42,500.00	

<p style="text-align: center;">The School District of Lee County Department of Procurement Services 2855 Colonial Blvd., Fort Myers, Florida 33966-1012</p>		<p style="text-align: center;">Crown Castle Attn: Raymond Sentner 13721 Jetport Commerce Parkway Fort Myers, FL 33913</p>		<p style="text-align: center;">ENA Attn: Merle Gruesser</p>		<p style="text-align: center;">Information Transport Solutions, Inc. A UNITI COMPANY Attn: Jeff Drury/Ken Machuta 335 Jeanette Barrett Industrial Boulevard Wetumpka, AL 36092</p>	
ITEM #	ITEM DESCRIPTION						
AREA 3 – DISTRIBUTED DENIAL OF SERVICE (DDOS) MITIGATION SERVICES							
1A.	10 Gigabits per second		\$4,720.00			\$6,050.00	
1B.	15 Gigabits per second		\$4,950.00			NO BID	
1C.	20 Gigabits per second		\$6,000.00			\$11,825.00	
1D.	25 Gigabits per second		\$7,200.00			NO BID	
1E.	30 Gigabits per second		\$8,100.00			\$16,390.00	
1F.	35 Gigabits per second		ICB			NO BID	
1G.	40 Gigabits per second		ICB			\$20,955.00	
1H.	50 Gigabits per second		ICB			NO BID	
1I.	100 Gigabits per second		ICB			\$49,555.00	
	ABILITY TO ACCEPT CREDIT CARDS FOR PAYMENT		YES			YES	
	Required Submittal Checklist		Yes			Yes	
	Attachment A - Proposal Response Form		Yes			Yes	
	Attachment B - Reference Form		Yes			Yes	
	Attachment C - Insurance Requirements Form		Yes			Yes	
	Attachment D - Addenda Acknowledgement Form		Yes			Yes	
	Attachment E - Debarment Form		Yes			Yes	
	Attachment F - Drug Free Workplace Certificate		Yes			Yes	
	Attachment G - Public Entity Crimes Form (Notarized)		Yes			Yes	
	Attachment H - Emergency/Storm Related Catastrophe Agr		Yes			Yes	
	Attachment I - Guarantee/Warranty		Yes			Yes	
	Attachment J - Waiver of Trade Secret Form		Yes			Yes	
	Conditions		Yes			Yes	
	Letter of Transmittal		Yes			Yes	
	Current SPIN (Service Provider Identification Number)		Yes			Yes	
	Account Manager Resume		Yes			Yes	
	Letter from Surety company confirming bonding capacity		Yes			Yes	
	Corporate Overview, Project Approach and Related Experie		Yes			Yes	
	One Original and Five (5) Copies of Proposal		Yes			Yes	
	Electronic Copy of Proposal		Yes			Yes	

<p>The School District of Lee County Department of Procurement Services 2855 Colonial Blvd., Fort Myers, Florida 33966-1012</p>		<p>Lumen Technologies (On behalf of CenturyLink Communications, LLC and CenturyLink Embarq, Inc.) Attn: Stephen Arneson/Kimberly McNealy 100 CenturyLink Drive Monroe, LA 71203</p>		<p>Metro Fibernet, LLC Attn: Kevin Stelmach/Steve Jones 3701 Communications Way Evansville, IN 47715</p>		<p>Orlando Telephone Company, Inc. d/b/a Summit Broadband Attn: Randall Covard/Steven Tracy 4558 35th Street Orlando, FL 32811</p>	
<p>ITN No. N207391DG</p>		<p>Phone: (318) 388-9000</p>		<p>Phone: (855) 769-0936</p>		<p>Phone: (407) 996-8900</p>	
<p>Wide Area Network and Internet Services Opens: Tuesday, January 5, 2021 at 2:00 PM</p>		<p>Email: Kimberly.a.Mcnealy@lumen.com</p>		<p>Email: steve.jones@metronetinc.com</p>		<p>Email: Randall.Covard@Summit-Broadband.com</p>	
		<p>Email:</p>		<p>Email:</p>		<p>Email: Steven.Tracy@Summit-Broadband.com</p>	
		<p>BEST AND FINAL</p>				<p>BEST AND FINAL After completion of the third year of the contract term, Summit Broadband agrees to discount all rates contained in this Best and Final Offer by 10%</p>	
ITEM #	ITEM DESCRIPTION	COST PER MONTH		COST PER MONTH		COST PER MONTH	
AREA 1 - INTERNET CONNECTIVITY							
1A.	10 Gigabits per second	\$3,315.00				\$840.00	
1B.	15 Gigabits per second	N/A				\$840.00	
1C.	20 Gigabits per second	\$5,415.00				\$840.00	
1D.	25 Gigabits per second	N/A				\$840.00	
1E.	30 Gigabits per second	\$7,160.00				\$840.00	
1F.	35 Gigabits per second	N/A				\$840.00	
1G.	40 Gigabits per second	\$8,635.00				\$840.00	
1H.	50 Gigabits per second	\$9,950.00				\$915.00	
1I.	100 Gigabits per second	\$15,995.00				\$915.00	
AREA 2 – WIDE AREA NETWORK							
SITE CONNECTIVITY							
2A.	10 Megabits per second (full-duplex)	\$150.00				\$690.00	
2B.	20 Megabits per second (full-duplex)	\$225.00				\$690.00	
2C.	40 Megabits per second (full-duplex)	\$240.00				\$690.00	
2D.	50 Megabits per second (full-duplex)	\$250.00				\$690.00	
2E.	100 Megabits per second (full-duplex)	\$350.00				\$690.00	
2F.	200 Megabits per second (full-duplex)	\$375.00				\$690.00	
2G.	300 Megabits per second (full-duplex)	\$375.00				\$690.00	
2H.	400 Megabits per second (full-duplex)	\$400.00				\$690.00	
2I.	500 Megabits per second (full-duplex)	\$400.00				\$690.00	
2J.	1 Gigabit per second (full-duplex)	\$500.00				\$680.00	
2K.	2 Gigabits per second (full-duplex)	\$600.00				\$780.00	
2L.	3 Gigabits per second (full-duplex)	\$700.00				\$780.00	
2M.	4 Gigabits per second (full-duplex)	\$800.00				\$780.00	
2N.	5 Gigabits per second (full-duplex)	\$900.00				\$840.00	
2O.	10 Gigabits per second (full-duplex)	\$1,400.00				\$840.00	
2P.	40 Gigabits per second (full-duplex)	\$3,800.00				\$840.00	
2Q.	100 Gigabits per second (full-duplex)	\$7,000.00				\$915.00	
AGGREGATE SITE CONNECTIVITY							
2Q.	20 Gigabits per second (full-duplex)	\$2,250.00				\$840.00	
2R.	24 Gigabits per second (full-duplex)	N/A				\$840.00	
2S.	28 Gigabits per second (full-duplex)	N/A				\$840.00	
2T.	32 Gigabits per second (full-duplex)	N/A				\$840.00	
2U.	40 Gigabits per second (full-duplex)	\$3,800.00				\$840.00	
2V.	48 Gigabits per second (full-duplex)	N/A				\$915.00	
2W.	56 Gigabits per second (full-duplex)	N/A				\$915.00	
2X.	64 Gigabits per second (full-duplex)	N/A				\$915.00	
2Y.	100 Gigabits per second (full-duplex)	\$7,000.00				\$915.00	
2Z.	200 Gigabits per second (full-duplex)	N/A				\$915.00	

WITHDRAWN

<p>The School District of Lee County Department of Procurement Services 2855 Colonial Blvd., Fort Myers, Florida 33966-1012</p>		<p>Lumen Technologies (On behalf of CenturyLink Communications, LLC and CenturyLink Embarq, Inc.) Attn: Stephen Arneson/Kimberly McNealy 100 CenturyLink Drive Monroe, LA 71203</p>	<p>Metro Fibernet, LLC Attn: Kevin Stelmach/Steve Jones 3701 Communications Way Evansville, IN 47715</p>	<p>Orlando Telephone Company, Inc. d/b/a Summit Broadband Attn: Randall Covard/Steven Tracy 4558 35th Street Orlando, FL 32811</p>
ITEM #	ITEM DESCRIPTION			
AREA 3 – DISTRIBUTED DENIAL OF SERVICE (DDOS) MITIGATION SERVICES				
1A.	10 Gigabits per second	\$7,100.00		\$0 (included in the internet pricing)
1B.	15 Gigabits per second	N/A		\$0 (included in the internet pricing)
1C.	20 Gigabits per second	\$10,750.00		\$0 (included in the internet pricing)
1D.	25 Gigabits per second	N/A		\$0 (included in the internet pricing)
1E.	30 Gigabits per second	\$14,900.00		\$0 (included in the internet pricing)
1F.	35 Gigabits per second	N/A		\$0 (included in the internet pricing)
1G.	40 Gigabits per second	\$19,050.00		\$0 (included in the internet pricing)
1H.	50 Gigabits per second	N/A		\$0 (included in the internet pricing)
1I.	100 Gigabits per second	\$45,050.00		\$0 (included in the internet pricing)
	ABILITY TO ACCEPT CREDIT CARDS FOR PAYMENT	YES		YES
	Required Submittal Checklist	Yes		Yes
	Attachment A - Proposal Response Form	Yes		Yes
	Attachment B - Reference Form	Yes		Yes
	Attachment C - Insurance Requirements Form	Yes		Yes
	Attachment D - Addenda Acknowledgement Form	Yes		Yes
	Attachment E - Debarment Form	Yes		Yes
	Attachment F - Drug Free Workplace Certificate	Yes		Yes
	Attachment G - Public Entity Crimes Form (Notarized)	Yes		Yes
	Attachment H - Emergency/Storm Related Catastrophe Agr	Yes		Yes
	Attachment I - Guarantee/Warranty	Yes		Yes
	Attachment J - Waiver of Trade Secret Form	Yes		Yes
	Conditions	Yes		Yes
	Letter of Transmittal	Yes		Yes
	Current SPIN (Service Provider Identification Number)	Yes		Yes
	Account Manager Resume	Yes		Yes
	Letter from Surety company confirming bonding capacity	Yes		Yes
	Corporate Overview, Project Approach and Related Experie	Yes		Yes
	One Original and Five (5) Copies of Proposal	Yes		Yes
	Electronic Copy of Proposal	Yes		Yes

WITHDRAWN

<p align="center">The School District of Lee County Department of Procurement Services 2855 Colonial Blvd., Fort Myers, Florida 33966-1012</p>		<p align="center">UDT Attn: Manny Castro 2900 Monarch Lakes Boulevard Miramar, FL 33027</p>		<p align="center">WANRack Attn: Mark Metcalf/Rob Oyler 15700 College Boulevard, Suite 200 Lenexa, KS 66219</p>		<p align="center">Zones, LLC Attn: Jon Bailey/Tom Haskell 1102 15th Street SW, Suite 102 Aubun, WA 98001</p>	
<p align="center">ITN No. N207391DG</p>		<p>Phone: (954) 308-5100</p>		<p>Phone: (855) 482-7225</p>		<p>Phone: (253) 205-3571</p>	
<p align="center">Wide Area Network and Internet Services Opens: Tuesday, January 5, 2021 at 2:00 PM</p>		<p>Email: mcastro@udtonline.com</p>		<p>Email: mark.metcalf@wanrack.com</p>		<p>Email: Jon.Bailey@zones.com</p>	
				<p>Email: rob.oyler@wanrack.com</p>		<p>Email: tom.haskell@zones.com</p>	
ITEM #	ITEM DESCRIPTION	COST PER MONTH		COST PER MONTH		COST PER MONTH	
AREA 1 - INTERNET CONNECTIVITY							
1A.	10 Gigabits per second			\$7,500.00			
1B.	15 Gigabits per second			\$12,500.00			
1C.	20 Gigabits per second			\$14,250.00			
1D.	25 Gigabits per second			\$19,000.00			
1E.	30 Gigabits per second			\$21,000.00			
1F.	35 Gigabits per second			\$23,750.00			
1G.	40 Gigabits per second			\$26,750.00			
1H.	50 Gigabits per second			\$29,500.00			
1I.	100 Gigabits per second			\$34,500.00			
AREA 2 – WIDE AREA NETWORK							
SITE CONNECTIVITY							
2A.	10 Megabits per second (full-duplex)			\$995.00			
2B.	20 Megabits per second (full-duplex)			\$995.00			
2C.	40 Megabits per second (full-duplex)			\$995.00			
2D.	50 Megabits per second (full-duplex)			\$995.00			
2E.	100 Megabits per second (full-duplex)			\$995.00			
2F.	200 Megabits per second (full-duplex)			\$995.00			
2G.	300 Megabits per second (full-duplex)			\$995.00			
2H.	400 Megabits per second (full-duplex)			\$995.00			
2I.	500 Megabits per second (full-duplex)			\$995.00			
2J.	1 Gigabit per second (full-duplex)			\$995.00			
2K.	2 Gigabits per second (full-duplex)			\$995.00			
2L.	3 Gigabits per second (full-duplex)			\$995.00			
2M.	4 Gigabits per second (full-duplex)			\$995.00			
2N.	5 Gigabits per second (full-duplex)			\$995.00			
2O.	10 Gigabits per second (full-duplex)			\$995.00			
2P.	40 Gigabits per second (full-duplex)			\$995.00			
2Q.	100 Gigabits per second (full-duplex)			\$995.00			
AGGREGATE SITE CONNECTIVITY							
2Q.	20 Gigabits per second (full-duplex)			\$2,500.00			
2R.	24 Gigabits per second (full-duplex)			\$2,500.00			
2S.	28 Gigabits per second (full-duplex)			\$2,500.00			
2T.	32 Gigabits per second (full-duplex)			\$2,500.00			
2U.	40 Gigabits per second (full-duplex)			\$2,500.00			
2V.	48 Gigabits per second (full-duplex)			\$2,500.00			
2W.	56 Gigabits per second (full-duplex)			\$2,500.00			
2X.	64 Gigabits per second (full-duplex)			\$2,500.00			
2Y.	100 Gigabits per second (full-duplex)			\$2,500.00			
2Z.	200 Gigabits per second (full-duplex)			\$3,500.00			

<p align="center">The School District of Lee County Department of Procurement Services 2855 Colonial Blvd., Fort Myers, Florida 33966-1012</p>		<p align="center">UDT Attn: Manny Castro 2900 Monarch Lakes Boulevard Miramar, FL 33027</p>	<p align="center">WANRack Attn: Mark Metcalf/Rob Oyler 15700 College Boulevard, Suite 200 Lenexa, KS 66219</p>	<p align="center">Zones, LLC Attn: Jon Bailey/Tom Haskell 1102 15th Street SW, Suite 102 Aubun, WA 98001</p>
ITEM #	ITEM DESCRIPTION			
AREA 3 – DISTRIBUTED DENIAL OF SERVICE (DDOS) MITIGATION SERVICES				
1A.	10 Gigabits per second		\$10,000.00	NON RESPONSIVE
1B.	15 Gigabits per second		\$10,000.00	
1C.	20 Gigabits per second		\$10,000.00	
1D.	25 Gigabits per second		\$10,000.00	
1E.	30 Gigabits per second		\$10,000.00	
1F.	35 Gigabits per second		\$10,000.00	
1G.	40 Gigabits per second		\$10,000.00	
1H.	50 Gigabits per second		\$10,000.00	
1I.	100 Gigabits per second		\$18,500.00	
	ABILITY TO ACCEPT CREDIT CARDS FOR PAYMENT		YES	
	Required Submittal Checklist		Yes	
	Attachment A - Proposal Response Form		Yes	Yes
	Attachment B - Reference Form		Yes	Yes
	Attachment C - Insurance Requirements Form		Yes	Yes
	Attachment D - Addenda Acknowledgement Form		Yes	Yes
	Attachment E - Debarment Form		Yes	Yes
	Attachment F - Drug Free Workplace Certificate		Yes	Yes
	Attachment G - Public Entity Crimes Form (Notarized)		Yes	Yes
	Attachment H - Emergency/Storm Related Catastrophe Agr		Yes	Yes
	Attachment I - Guarantee/Warranty		Yes	Yes
	Attachment J - Waiver of Trade Secret Form		Yes	Yes
	Conditions		Yes	Yes
	Letter of Transmittal		Yes	Yes
	Current SPIN (Service Provider Identification Number)		Yes	No
	Account Manager Resume		Yes	Yes
	Letter from Surety company confirming bonding capacity		Yes	No
	Corporate Overview, Project Approach and Related Experie		Yes	Yes
	One Original and Five (5) Copies of Proposal		Yes	Yes
	Electronic Copy of Proposal		Yes	Yes

= Awarded Vendor

37 VENDORS WERE NOTIFIED

7 VENDORS SUBMITTED A RESPONSIVE PROPOSAL

1 VENDOR SUBMITTED A NON-RESPONSIVE PROPOSAL

2 VENDORS SUBMITTED A 'NO BID'

27 VENDORS DID NOT RESPOND

IT IS RECOMMENDED THIS ITN BE AWARDED TO ORLANDO TELEPHONE COMPANY, INC. DBA SUMMIT BROADBAND HAVING SUBMITTED THE LOWEST OVERALL AND BEST RESPONSE MEETING SPECIFICATIONS.

APPROVED BY: 
 Doug Gupton, Procurement Agent
 Department of Procurement Services

January 14, 2021
 Date

TABULATION ONLY. THIS IS NOT A PURCHASE ORDER

ATTN: SCHOOL DISTRICT PERSONNEL
 ITN NUMBER, ITEM NUMBER AND DESCRIPTION MUST BE ENTERED ON REQUISITION