

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Structured Cabling Services- ESC Region 19 Purchasing Cooperative
RFP NUMBER: 08-6138
RFP OPENING DATE September 20, 2007
CONTRACT TERM: Date of Award until October 31, 2008 with the option to extend in 12-month increments not to exceed 36 months in the aggregate
FUNDING SOURCE: Various
RFQ's ISSUED: 9
RESPONSES: 3
ADVERTISEMENT DATES: September 5th & 12th, 2007
BOARD MEETING DATE: October 11, 2007

RECOMMENDED FOR AWARD: **Desert Communications, Inc.**
Trans-American Communications Inc. (HUB)

TOTAL (estimated) \$2,000,000.00 annually

EXPLANATIONS:

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase cabling services during the contract term. Administration is recommending award for two vendors on this contract. Trans-American Communications, Inc. qualified its proposal and submitted alternate manufacturers that exceeded the specified performance warranties outlined in the RFP. The referenced RFP warranties requested a 16-year performance warranty between the owner and the manufacturer. That is currently the performance warranty extended by Commscope and Siemon submitted by Co Com and Desert Communications in their proposals. Trans-American Communications proposed a choice of Nordex offering a 30- year performance warranty, BerkTek/Ortronics offering a 25- year performance warranty, and Allentel offering a 25-year performance warranty. Additionally, Trans-American Communications, Inc. was low overall bid on 57% of the 205 line item prices from the manufacturers it is certified to sale and install. Regarding proposals for Commscope and Siemon, Desert Communications was low bid on 75% of the 205 line items. Co –Com Cabling Systems was low bid on the remaining 25% of the line item prices for Commscope and Siemon manufacturing. Both recommended vendors (Desert Communications and Trans-American Communications) provided all certifications for manufacturers submitted and both vendors have on staff Registered Communications Distribution Designers otherwise know as RCDD's. The ESC Region 19 Web site will maintain the price list electronically for services under this contract on its web site. The evaluation committee composed of Purchasing Director's from El Paso ISD and Socorro ISD also wanted to have more than one vendor awarded to allow for these structured cabling services in an expedient manner. Many times in the past, a single vendor has not been able to meet the time frame required for completion of cabling projects for some of the school districts. It should be noted that previously the State of Texas allowed for 3 quotes from Catalog Information Systems Vendors (CISV) for this type of purchase. As of September 1, 2007, the Texas Legislature terminated the CISV program and the CISV method is no longer an authorized procurement method. All Region 19 Purchasing Cooperative members must remember to add the cost for payment bonds when a project exceeds \$25,000 and a payment and performance bond when a project will exceed \$100,000. This cost will not be reflected in the pricing posted on the ESC Region 19 Purchasing web site.

SPECIFICATIONS PROVIDED BY: Louie Mora
ESC-Region 19

EVALUATION COMMITTEE: Laura Rivera
El Paso ISD

Mark Viccione
Socorro ISD

Royce Cleveland
ESC Region 19 Purchasing

ORDER INFORMATION:

Desert Communications, Inc.

Attn: Chuck Mosely
7355 Remcon Circle, Suite 102
El Paso, TX 79912-1630
915-584-1287 / 1-877-538-3436
Fax: 915-581-7697

www.descominc.com / chuck@descominc.com

Trans-American Communications, Inc.

Attn: Mike or Yolanda Cloud
9200 Mayflower Avenue
El Paso, TX 79925
915-593-3500
Fax: 915-595-0187

www.transaminc.com

NOTE- The web site will be updated with full pricing from awarded contractors within 10 days of this contract was awarded by the ESC Region 19 Board of Directors; please contact vendor directly for ESC Region 19 Purchasing Cooperative Pricing and reference RFP #08-6138.

Approved by: _____
(Santiago Rodriguez- Region 19 Chair)

Date: _____
(OCTOBER 11, 2007)