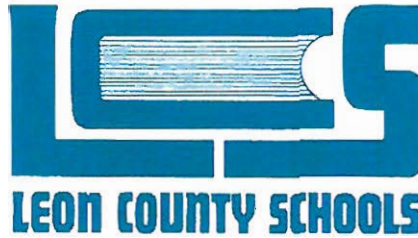


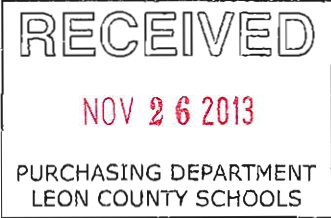
BOARD CHAIR  
Forrest Van Camp

BOARD VICE CHAIR  
Maggie B. Lewis-Butler



BOARD MEMBERS  
Georgia "Joy" Bowen  
Dee Crumpler  
DeeDee Rasmussen

SUPERINTENDENT  
Jackie Pons



## MEMORANDUM

TO: June Kail, Purchasing Director *JK*

FROM: Dale Joiner on behalf of Bill Nimmons, Director II, Technology & Information Services

DATE: November 21, 2013

Re: Award Recommendation: RFP No. ER310-2014 – Managed Ethernet Services

The evaluation committee met on November 12, 2013 to evaluate the proposals received in response to RFP No. ER310-2014 – Managed Ethernet Services. There were five companies who submitted proposals: CenturyLink, Conterra Broadband Services, Southern Light, Inc., Sunesys, and Velocity Online, Inc.

Each proposal was given thoughtful and careful consideration and was evaluated as per the criterion set forth in the RFP specifications. The Committee has made a recommendation to award the contract to CenturyLink, the vendor submitting the highest ranked and lowest cost proposal.

If you have any questions concerning this recommendation, please contact me at 487-7379.

Sincerely,

Dale Joiner

Director II, Distributed Systems

2757 West Pensacola Street • Tallahassee, Florida 32304-2998 • Phone (850) 487-7110 • Fax (850) 414-5194 •

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**Building the Future Together**

RFP NO. ER310 - 2014 Managed Ethernet Services						
Cost Proposal Evaluation						
Description						
	CenturyLink	Conterra Broadband Services	Southern Light, Inc.	Sunesys	Velocity Online, Inc.	
<b>Total Cost Proposal at Current Service Levels Monthly</b>	\$ 26,769.00	\$ 100,594.00	\$ 58,170.00	\$ 190,000.00	\$ 47,063.90	
<b>Annualized</b>	\$ 321,228.00	\$ 1,207,128.00	\$ 698,040.00	\$ 2,280,000.00	\$ 564,766.80	
<b>Incremental cost at: 10 Mb</b>	\$ 299.00	\$ 349.00	\$ 125.00			
50Mb	\$ 405.00		\$ 75.00			
100Mb	\$ 620.00		\$ 105.00			
300Mb	\$ 839.00		\$ 320.00			
500Mb	\$ 1,053.00		\$ 525.00			
1Gig	\$ 1,605.00		\$ 918.75			
1.5 Gig	\$ 2,658.00		\$ 1,378.25			
2 Gig	\$ 3,210.00		\$ 1,837.50			
2.5 Gig	\$ 4,263.00		\$ 2,296.88			
3 Gig	\$ 4,815.00		\$ 2,756.25			
3.5 Gig	\$ 5,868.00		\$ 3,215.63			
4 Gig	\$ 6,420.00		\$ 3,675.00			
4.5 Gig	\$ 7,473.00		\$ 4,134.38			
5 Gig	\$ 7,525.00		\$ 4,593.75			
5.5 Gig	\$ 7,775.00		\$ 5,053.13			
6 Gig	\$ 8,025.00		\$ 5,512.50			
6.5 Gig	\$ 8,275.00		\$ 5,971.88			
7 Gig	\$ 8,525.00		\$ 6,431.25			
7.5 Gig	\$ 8,775.00		\$ 6,890.63			
8 Gig	\$ 9,025.00		\$ 7,350.00			
8.5 Gig	\$ 9,275.00		\$ 7,809.38			
9 Gig	\$ 9,525.00		\$ 8,268.75			
9.5 Gig	\$ 9,650.00					
10 Gig	\$ 9,800.00					
<b>Total Cost Proposal Points Awarded:</b>	25.00	6.65	11.50	3.52	14.22	