

**NEW JERSEY DIGITAL READINESS LEARNING & ASSESSMENT BROADBAND
COMPONENT, WIDE AREA NETWORK & INTERNET COOPERATIVE PURCHASING
INITIATIVE RFP #MRESC 15/16-55 EVALUATIONS - ROUND TWO**

The Middlesex Regional Educational Services Commission (MRESC), serving as lead agency for this initiative, conducted a Request for Proposals (RFP) using the competitive contracting process with prior approval from the NJ Department of Community Affairs, Division of Local Government Services. The MRESC received five responses to this RFP, all of which were deemed responsive. The MRESC evaluated the responses for legal and technical compliance using an evaluation committee and the consulting services of Dellicker Strategies, LLC. Dellicker Strategies did not score the responses, but provided technical analysis of the proposals for the benefit of the evaluation committee.

The evaluation committee reviewed the proposals with particular attention to pricing, as the pricing element was the most important evaluation factor. The committee also consulted with the Business Administrator and Dellicker Strategies. At the conclusion of the evaluation meeting, committee members turned in their scores. Once all scores were received, the MRESC Business Administrator, serving as the issuing officer, collated the scores and consulted with Dellicker Strategies on any remaining issues that might affect the award.

The following is a brief review of the responses and the recommendations of the evaluation committee.

1. **Cablevision Lightpath NJ LLC** Composite Score: 92.33
Lightpath had no material flaws in their response and demonstrated the technical ability to provide services in Categories C & D to expand that network for new and existing schools.
2. **Cogent Communications** Composite Score: 62.67
Cogent had no material flaws in their response and demonstrated the technical ability to provide services in Category D. Their proposal referenced their extensive fiber network and their ability to provide WAN services, however, their pricing was inferior to all of the other proposals.
3. **Comcast Business Communications LLC** Composite Score: 94.67
Comcast had no material flaws in their response and demonstrated the technical ability to provide services in all Categories A, C & D.
4. **Lightower Fiber Networks** Composite Score: 82.00
Lightower had no material flaws in their response and demonstrated the technical ability to provide service in Categories C & D.
5. **Xtel Communications, Inc.** Composite Score: 85.33
Xtel had no material flaws in their response and demonstrated the technical ability to provide service in Category D.

Conclusion: Five respondents were determined to have both the ability to provide various levels of service as outlined in their responses and were deemed responsive and compliant. The final recommendations are based what we believe provides the highest level of service at the best price.

I want to thank the review committee and Dellicker Strategies for their hard work and commitment to this project as it was a Herculean task that will save taxpayers millions of dollars over the next five years.

Recommendations: Based on the evaluations, it is recommended that awards be made to Comcast, Cablevision, Lightower and Xtel as attached.

MIDDLESEX REGIONAL EDUCATIONAL SERVICES COMMISSION
NEW JERSEY STATE-APPROVED COOPERATIVE PRICING SYSTEM #65MCESCPCS
NJ DRLAP - BROADBAND COMPONENT - WIDE AREA NETWORK AND INTERNET COOPERATIVE PURCHASING INITIATIVE - ROUND 2
RFP #MRESC 15/16-55

TAB A

Award	District/Organization Name	Term (Months)	Transport Price		Pricing Summary
			Non-Recurring Costs	Monthly Recurring Costs	Sum of Non-Recurring Costs
Comcast	Atlantic City Community Charter School	36	\$ 99.00	\$ 149.95	\$ 101.97
Comcast	Cumberland Christian Academy	36	\$ 99.00	\$ 149.95	\$ 101.97
Comcast	Garfield Park Academy	36	\$ 99.00	\$ 149.95	\$ 101.97
Comcast	International Academy of Trenton Charter School	36	\$ 99.00	\$ 149.95	\$ 101.97
Comcast	Politz Day School	36	\$ 99.00	\$ 149.95	\$ 101.97
Comcast	Pope John Paul II Regional School	36	\$ 99.00	\$ 149.95	\$ 101.97
Comcast	St. Mary of the Lakes	36	\$ 99.00	\$ 149.95	\$ 101.97

TAB C

Award	District/Organization Name	Term (Months)	Technical Specs	Pricing Summary			
				Comcast Base		Lightpath Base	
			Transport Bandwidth (Mbps)	Sum of Monthly Recurring Costs	Total Costs All Services Full Term	Sum of Monthly Recurring Costs	Total Costs All Services Full Term
District A							
Lightpath	Bernards Township School District	60	1,000	\$ -	\$ -	\$ 875.50	\$ 52,530.00
Lightpath	Bernards Township School District	60	1,000	\$ -	\$ -	\$ 875.50	\$ 52,530.00
Lightpath	Bernards Township School District	60	1,000	\$ -	\$ -	\$ 875.50	\$ 52,530.00
Lightpath	Bernards Township School District	60	1,000	\$ -	\$ -	\$ 875.50	\$ 52,530.00
Lightpath	Bernards Township School District	60	1,000	\$ -	\$ -	\$ 875.50	\$ 52,530.00
Lightpath	Bernards Township School District	60	1,000	\$ -	\$ -	\$ 875.50	\$ 52,530.00
District B							
Comcast	Cranford Public Schools	60	2,000	\$ 1,664.89	\$ 99,893.52	\$ -	\$ -
Comcast	Cranford Public Schools	60	2,000	\$ 1,664.89	\$ 99,893.52	\$ -	\$ -
Comcast	Cranford Public Schools	60	2,000	\$ 1,664.89	\$ 99,893.52	\$ -	\$ -
Comcast	Cranford Public Schools	60	2,000	\$ 1,664.89	\$ 99,893.52	\$ -	\$ -
Comcast	Cranford Public Schools	60	2,000	\$ 1,664.89	\$ 99,893.52	\$ -	\$ -
Comcast	Cranford Public Schools	60	2,000	\$ 1,664.89	\$ 99,893.52	\$ -	\$ -
Comcast	Cranford Public Schools	60	2,000	\$ 1,664.89	\$ 99,893.52	\$ -	\$ -
District C							
Lightpath	Lodi Board of Education	60	1,000	\$ -	\$ -	\$ 988.80	\$ 59,328.00
Lightpath	Lodi Board of Education	60	1,000	\$ -	\$ -	\$ 988.80	\$ 59,328.00
Lightpath	Lodi Board of Education	60	1,000	\$ -	\$ -	\$ 988.80	\$ 59,328.00
Lightpath	Lodi Board of Education	60	1,000	\$ -	\$ -	\$ 988.80	\$ 59,328.00
Lightpath	Lodi Board of Education	60	1,000	\$ -	\$ -	\$ 988.80	\$ 59,328.00
Lightpath	Lodi Board of Education	60	1,000	\$ -	\$ -	\$ 988.80	\$ 59,328.00
Lightpath	Lodi Board of Education	60	1,000	\$ -	\$ -	\$ 988.80	\$ 59,328.00
District D							
Lightpath	Robert Treat Academy Charter School Inc	60	2,000	\$ -	\$ -	\$ 1,545.00	\$ 92,700.00
District E							
Lightpath	North Brunswick Township Public Schools	60	1,000	\$ -	\$ -	\$ 849.75	\$ 50,985.00
Lightpath	North Brunswick Township Public Schools	60	1,000	\$ -	\$ -	\$ 849.75	\$ 50,985.00
Lightpath	North Brunswick Township Public Schools	60	1,000	\$ -	\$ -	\$ 849.75	\$ 50,985.00
Lightpath	North Brunswick Township Public Schools	60	1,000	\$ -	\$ -	\$ 849.75	\$ 50,985.00
Lightpath	North Brunswick Township Public Schools	60	1,000	\$ -	\$ -	\$ 849.75	\$ 50,985.00
Lightpath	North Brunswick Township Public Schools	60	1,000	\$ -	\$ -	\$ 849.75	\$ 50,985.00

TAB D

Award	District/Organization Name	Term (Months)	Pricing Summary			
			Lighttower Base	Comcast Base	Lightpath Base	Xtel Base
			Total Costs All Services Full Term	Total Costs All Services Full Term	Total Costs All Services Full Term	Total Costs All Services Full Term
Comcast	Atlantic City Community Charter School	36		\$ 37,027.35		
Lightpath	Calvary Academy/Lakewood Township	36			\$ 35,522.64	
Comcast	Cumberland Christian Academy	36	\$ 37,027.35			
Comcast	Garfield Park Academy	36	\$ 37,027.35			
Xtel	Hilltop County Day School	36				\$ 61,701.12
Lightpath	International Academy of Trenton Charter School	36			\$ 35,522.64	
Comcast	Politz Day School	36	\$ 37,027.35			
Comcast	Pope John Paul II Regional School	36	\$ 37,027.35			
Lighttower	St. Ambrose School	36	\$ 78,572.52			
Lightpath	St. Ann School	36			\$ 35,522.64	
Comcast	St. Mary of the Lakes	36	\$ 37,027.35			
Lighttower	The Village School- Bergen	36	\$ 96,815.88			
Lightpath	Yeshiva Shaarei Tzion	36			\$ 35,522.64	