

BALTIMORE COUNTY PUBLIC SCHOOLS

DATE: January 13, 2004
TO: BOARD OF EDUCATION
FROM: Joe A. Hairston, Superintendent
SUBJECT: Recommendations for Award of Contracts
ORIGINATOR: J. Robert Haines, Deputy Superintendent, Business Services
PERSON(S): Patrick Fannon, Controller; Rick Gay, Purchasing Manager

RECOMMENDATION

That the Board of Education approves the following contract recommendations.

See the attached list of contract recommendations presented for consideration by the Board of Education of Baltimore County.

RLG/caj

Appendix I – Recommendations for Award of Contracts – Board Exhibit

**Recommendations for Award of Contracts
Board Exhibit – January 13, 2004**

The following contract recommendations are presented for consideration by the Board of Education of Baltimore County.

- 1. Contract:** Centrex and Plain Old Telephone Services (POTS)
Bid #: PCR-237-04

Term: 3 years **Extensions:** 2/1-year **Contract Ending Date:** 6/30/09 (tentative)
Estimated annual award Value: \$828,000
Estimated total award value: \$4,140,000

Bid issued: October 23, 2003
Pre-bid meeting date: November 6, 2003
Due Date: November 21, 2003
No. of vendors issued to: 16
No. of bids received: 2
No. of no-bids received: 0

Description:

This solicitation included Centrex, which gives us the 887exchange, and telephone services for BCPS and Baltimore County Government. The solicitation was issued and managed by BCPS. Among the service requirements for BCPS were:

- Provide approximately 2300 Centrex lines and 400 POTS lines
- Retain existing phone numbers
- Use existing, owned equipment -- Norstar
- Provide free, unlimited usage among Centrex numbers
- Include all telephone switching offices that feed BCPS

The solicitation resulted in a 28 percent savings from the previous service.

Recommendation:

Award of contract is recommended to the lowest responsive bidder:

Verizon Maryland, Inc., Baltimore, MD

Responsible school or office: Information Technology

Contact Person: Greg Barlow

Funding Source: Operating budget of the Office of Information Technology

2. Contract: Contracted Services: Internet Service Provider
Bid #: JMI-617-04

Term: 3 years **Extensions:** 0 **Contract Ending Date:** 6/30/07 (tentative)
Estimated annual award Value: \$170,556
Estimated total award value: \$511,668

Bid issued: October 30, 2003
Pre-bid meeting date: November 24, 2003
Due Date: December 3, 2003
No. of vendors issued to: 25
No. of bids received: 6
No. of no-bids received: 3

Description:

The Office of Purchasing issued a solicitation that qualified and selected an award bidder(s) to provide a dedicated Internet access connection for BCPS schools and offices. The term of the contract shall commence on July 1, 2004, and all terms and conditions shall remain in effect until June 30, 2007. The Office of Purchasing requested one-year, two-year, and three-year pricing options for 25, 35, 45, and 100 Mbps service bandwidth.

Recommendation:

Award of contract is recommended to the two bidders providing the lowest two prices for the three-year option at 25 Mbps service bandwidth. This award will allow for high-speed/reliable service through load balancing and the use of different physical configurations. There shall be no installation costs. Because of the need for continuous and reliable Internet services, there is a need for a secondary awardee to serve as a backup if the primary is unable to deliver service for any reason or period of time. Award of contract is recommended to the following firms:

Primary	Verizon Network Integration Corp., Baltimore, MD
Secondary	Comcast Commercial Services, Inc., Moorestown, NJ

Responsible school or office: Department of Technology

Contact Person: Greg Barlow

Funding Source: Operating Budget for Department of Technology

3. Contract: School Buses
Bid #: PCR-239-04

Term: 6 months **Extensions:** N/A **Contract Ending Date:** 6/30/04 (tentative)
Estimated annual award Value: \$2,475,036
Estimated total award value: \$2,475,036

Bid issued: November 13, 2003
Pre-bid meeting date: November 24, 2003
Due Date: December 3, 2003
No. of vendors issued to: 5
No. of bids received: 4
No. of no-bids received: 0

Description:

The annual bid for the purchase of school buses was offered as follows:

GROUP I buses that accommodate 64 passengers.
GROUP IA buses that accommodate 64 passengers, with orthopedic lift
GROUP III buses that accommodate 48 passengers, with orthopedic lift and
air conditioning

Recommendation:

Award of contract is recommended to the lowest responsive bidder as follows:

GROUP I	32 units	American Bus Sales and Service
GROUP IA	4 units	J. Price International
GROUP III	8 units	J. Price International

Responsible school or office: Office of Transportation

Contact Person: Wayne Hopkins

Funding Source: Multi-year lease purchase agreement