



Fayette County Public Schools Purchasing Department

205 LaFayette Avenue, LaFayette Educational Center,
Building A, Fayetteville, GA 30214
(770) 460-3535 ext. 1043 or purchasing@fcboe.org

Notice of Intent to Award

E-Rate Eligible Wired and Wireless Access Layer Network Solutions (RFP 24-025-073)

March 26, 2024

The Fayette County Public Schools Purchasing Department would like to thank all respondents who participated in this solicitation.

The intent of this notice is to communicate the preliminary results of the selection process performed by the Purchasing Department and end-users. This is not an acceptance of your response, nor is it a confirmation of a contract or order. Based on the dollar value of this solicitation, final approval may be required from the Superintendent or the Board of Education as required by policy.

Selected Respondent:

Layer 3 Communications
1450 Oakbrook Dr., Suite 900
Norcross, GA 30093-6239

Award Term:

through June 30, 2029

The following staff may be contacted for more information:

For project coordination including ordering and delivery:

Jim Farmer, Chief Technology Officer
770-460-3535 ext. 1402 or farmer.jim@fcboe.org

For contract/solicitation questions:

Matthew D. Roberts, Purchasing Manager
770-460-3535 ext. 1043 or roberts.matthew@fcboe.org

For accounts payable or billing information:

Finance Department, Accounts Payable
770-460-3535 or invoices.finance@fcboe.org

Attachments:

Tabulations

Respondent Name	Contact Name	Telephone	Email	Website	Registered?	Attended Meeting?	Questions Submitted?	Response Submitted?
Layer 3 Communications	Alex Chitty	404-441-8151	achitty@layer3com.com	https://www.layer3com.com/	Yes	Yes	No	Yes
Cytranet	Samuel Mackintosh	702-846-5000	smackintosh@cytranet.io	https://www.cytranet.com/	Yes	No	No	Yes
PC Solutions & Integration, Inc.	Keila Crimmins	470-607-3952	kjohnson@pcsusa.net	https://pcsusa.net/	Yes	Yes	No	Yes
AiOS Group	Chris Hall	770-880-8388	chris.hall@aiosgroup.com	https://www.aiosgroup.com/	Yes	Yes	No	Yes
Advizex Technologies LLC	Robert Jones	404-867-1990	rjones@advizex.com	https://advizex.com/	Yes	Yes	No	Yes
Seven Outsource	Christina Miller	315-308-7852	christina@sevenoutsource.com	https://www.sevenoutsource.com/	Yes	No	Yes	No
Accu-Tech	Calvin Head	770-570-0183	calvin.head@accu-tech.com	https://www.accu-tech.com/	Yes	No	No	No
Interstate Telecommunications, Inc.	Jeff Jenkins	800-257-6290 EXT. 3	jeff@interstatenetworks.com	https://www.interstatenetworks.com/	Yes	No	No	No
PSM Investments LLC	Sadika Morris	888-508-6717	smorris@psminvestmentsllc.com	https://psminvestmentsllc.com/	Yes	Yes	No	No
Vertiv Company	Drew Henderson	678-673-4602	dhenderson@vertiv.com	https://www.vertiv.com/en-us/	Yes	Yes	No	No
Extreme Networks	Onushko	770-331-6462	ponushko@extremenetworks.com	https://www.extremenetworks.com/	Yes	Yes	No	No



Where Excellence and Creativity Merge

2024 FCBOE Network Refresh: RFP #240023834

Evaluation Matrix

Factor	Possible Points
Price for Eligible Goods and Services*	0 - 16
Integration with existing architecture/management	0 - 4
Prior experience with the vendor	0 - 4
Personnel Qualifications	0 - 4
Management Capability	0 - 4
TOTAL:	32

Point scale: 0 - 4; 0 being the lowest.

*** Price for Eligible Goods and Services will account for 50% of the total.**

Vendor 1: [Advizex](#); Vendor 2: [AiOS](#); Vendor 3: [Layer3](#); Vendor 4: [PCS](#)

List of bidders that did not meet RFP requirements:

1. Cytranet - pre-bid meeting attendance was a requirement.
2. Advizex - submission did not include required equipment mentioned in the RFP.



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Evaluation Matrix

Evaluator - 1

Factor	Possible Points	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Price for Eligible Goods and Services	0 - 16		2	16	10
Integration with existing architecture/management	0 - 4		0	4	2
Prior experience with the vendor	0 - 4		0	4	0
Personnel Qualifications	0 - 4		4	4	4
Management Capability	0 - 4		2	4	4
Max TOTAL	32		8	32	20



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Evaluation Matrix

Evaluator - 2

Factor	Possible Points	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Price for Eligible Goods and Services	0 - 16		8	16	5
Integration with existing architecture/management	0 - 4		4	4	0
Prior experience with the vendor	0 - 4		0	4	0
Personnel Qualifications	0 - 4		2	4	2
Management Capability	0 - 4		4	4	0
Max TOTAL	32		18	32	7



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2024 FCBOE Network Refresh: RFP #240023834

Evaluation Matrix

Evaluator - 3

Factor	Possible Points	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Price for Eligible Goods and Services	0 - 16		8	16	12
Integration with existing architecture/management	0 - 4		4	4	2
Prior experience with the vendor	0 - 4		0	4	1
Personnel Qualifications	0 - 4		3	4	4
Management Capability	0 - 4		4	4	2
Max TOTAL	32		19	32	21



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Evaluation Matrix

Evaluator - 4

Factor	Possible Points	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Price for Eligible Goods and Services	0 - 16		4	10	10
Integration with existing architecture/management	0 - 4		4	4	2
Prior experience with the vendor	0 - 4		1	4	1
Personnel Qualifications	0 - 4		4	4	4
Management Capability	0 - 4		4	4	4
Max TOTAL	32		17	26	21



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2024 FCBOE Network Refresh: RFP #240023834

Evaluation Matrix

Evaluator - 5

Factor	Possible Points	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Price for Eligible Goods and Services	0 - 16		4	16	4
Integration with existing architecture/management	0 - 4		4	4	0
Prior experience with the vendor	0 - 4		0	4	0
Personnel Qualifications	0 - 4		2	4	2
Management Capability	0 - 4		4	4	0
Max TOTAL	32		14	32	6



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2024 FCBOE Network Refresh: RFP #240023834

Evaluation Matrix

Evaluator - 6

Factor	Possible Points	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Price for Eligible Goods and Services	0 - 16		4	16	4
Integration with existing architecture/management	0 - 4		2	4	0
Prior experience with the vendor	0 - 4		0	4	0
Personnel Qualifications	0 - 4		0	4	0
Management Capability	0 - 4		4	4	0
Max TOTAL	32		10	32	4



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2024 FCBOE Network Refresh: RFP #240023834

Evaluation Matrix

Evaluator - 7

Factor	Possible Points	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Price for Eligible Goods and Services	0 - 16		8	12	6
Integration with existing architecture/management	0 - 4		3	4	3
Prior experience with the vendor	0 - 4		0	4	0
Personnel Qualifications	0 - 4		3	3	3
Management Capability	0 - 4		2	4	2
Max TOTAL	32		16	27	14