

SUPPORTING AGENDA DATA
BOARD OF DIRECTORS, EDUCATION SERVICE CENTER, REGION 20

April 22, 2026

AGENDA ITEM #7: PROPOSALS

PROPOSAL FOR LEASED LIT & DARK FIBER SERVICES

The Deputy Director of School Business and Administration Services requested that proposal #260007 be solicited for the purchase of Leased Lit & Dark Fiber Services, for Navarro ISD. Three responsive proposals were received. A tabulation of the proposals is presented in this agenda item. The proposal term is through June 30, 2036 with up to ten one-year extensions. **The proposal for Leased Lit & Dark Fiber Services #260007 is awarded to: Zayo Group, LLC. The potential project cost for this proposal is \$17,750.00.**

		Vendor Name:	Zayo	Conterra	Conterra	Spectrum
		Bid Type	Leased Dark Fiber	Leased Lit Fiber	Leased Dark Fiber	Leased Lit Fiber
		Special Construction Cost	\$ -	\$ 133,871.94	\$ 133,871.94	\$ -
		Non-Recurring Charge	\$ 5,000.00	\$ -	\$ -	\$ -
		Category 1 Network Eqpt	\$ 23,913.80	\$ -	\$ 23,913.80	\$ -
		Monthly Recurring Charge	\$ 700.00	\$ 1,195.00	\$ 700.00	\$ 6,400.00
		10 Year MRC	\$ 84,000.00	\$ 143,400.00	\$ 84,000.00	\$ 768,000.00
		Total 10 Year Cost	\$ 107,913.80	\$ 277,271.94	\$ 241,785.74	\$ 768,000.00
1	Purchase Price	30	30.00	11.68	13.39	4.22
2	Reputation of the vendor and vendor's goods or services	10	10.00	10.00	8.00	8.00
3	Quality of the vendor's goods or services	10	9.00	9.00	8.00	8.00
4	Extent to which the goods or services meet the district's needs	15	15.00	15.00	15.00	15.00
5	Vendor's past relationship with district	10	10.00	10.00	5.00	5.00
6	Total long-term cost to the district	10	10.00	9.40	3.40	3.20
8a	Service Level Agreement	5	5.00	5.00	5.00	5.00
8b	Proposed Implementation Plan	5	5.00	5.00	4.00	4.00
8c	Local Service and Support Team	5	5.00	5.00	4.00	4.00
		Total:	100.00	99.08	65.79	56.42

PROPOSAL FOR LEASED LIT & DARK FIBER SERVICES

The Deputy Director of School Business and Administration Services requested that proposal #26021 be solicited for the purchase of Leased Lit & Dark Fiber Services, for multiple ISD's. One responsive proposal was received. A tabulation of the proposal is presented in this agenda item. The proposal term is through June 30, 2029 with up to ten one-year extensions. **The proposal for Leased Lit & Dark Fiber Services #26021 is awarded to: Zayo Group, LLC. The potential project cost for this proposal is \$11,262,389.36.**

		Vendor Name:	Zayo
		Bid Type	Leased Lit
1	Purchase Price	30	28.00
2	Reputation of the vendor and vendor's goods or services	10	9.00
3	Quality of the vendor's goods or services	10	9.00
4	Extent to which the goods or services meet the district's needs	15	14.00
5	Vendor's past relationship with district	10	9.00
6	Total long-term cost to the district	10	10.00
8a	Service Level Agreement	5	5.00
8b	Proposed Implementation Plan	5	5.00
8c	Local Service and Support Team	5	5.00
		Total:	100.00
			94.00

PROPOSAL FOR DEDICATED INTERNET ACCESS

The Deputy Director of School Business and Administration Services requested that proposal #26022 be solicited for the purchase of Dedicated Internet Access. Five responsive proposals were received. A tabulation of the proposals is presented in this agenda item. The proposal term is through June 30, 2029 with up to two one-year extensions. **The proposal for Dedicated Internet Access Services #26022 is awarded to: Zayo Group, LLC and Spectrum Business. The potential project cost for this proposal is \$462,840.00.**

		Vendor Name:	Zayo	Spectrum	Command Link	Learn	Metronet	
		Bid Type	Internet Access	Internet Access	Internet Access	Internet Access	Internet Access	
1	Purchase Price	30	25.13	25.43	9.03	9.32	5.00	
2	Reputation of the vendor and vendor's goods or services	10	9.50	9.50	10.00	10.00	2.00	
3	Quality of the vendor's goods or services	10	9.50	9.50	10.00	10.00	5.00	
4	Extent to which the goods or services meet the district's needs	15	14.50	14.50	15.00	15.00	0.50	
5	Vendor's past relationship with district	10	9.50	9.50	10.00	10.00	0.00	
6	Total long-term cost to the district	10	7.60	7.60	4.80	3.20	9.00	
8a	Service Level Agreement	5	5.00	5.00	5.00	5.00	5.00	
8b	Proposed Implementation Plan	5	5.00	5.00	5.00	5.00	5.00	
8c	Local Service and Support Team	5	5.00	5.00	5.00	5.00	5.00	
		Total:	100.00	90.73	91.03	73.83	72.52	36.50

PROPOSAL FOR CATERING

The Chief Operating Officer of Business and Operations Services requested that proposal #26030 be solicited for Catering Services. A tabulation of the proposals is presented in this agenda item. The proposal term is through May 31, 2029. **The proposal for catering Services, proposal #26030 is awarded to: Alonti Catering, Bill Miller Bar-B-Q, Domino's Pizza, Heavenly Gourmet, Jason's Deli, Poblanos, Taco Cabana, The Hearthstone Group and W.D. Deli for an estimated annual amount of \$225,000.00.**

		Alonti Catering	All Things Heavenly Inc dba Heavenly Gourmet	Poblanos on Main	Bill Miller Bar B Q	Hearthstone Bakery Café	Jason' s Deli	Texas Taco Cabana LP	WD Deli	Domino's Pizza
Price	30	26	26	25	28	28	28	28	27	28
Reputation of Vendors Goods and Services	20	17	18	19	19	18	19	17	19	18
Quality of Vendors Goods and Services	30	28	27	27	28	28	27	26	27	27
Delivery Fees	10	8	9	8	9	9	9	9	9	9
Available Staff	10	8	8	7	9	9	9	9	9	9
	100	87	88	86	93	92	92	89	91	91

PROPOSAL FOR GROUNDS MAINTENANCE

The Chief Operating Officer of Business and Operations Services requested that proposal #26031 be solicited for Grounds Maintenance. A tabulation of the proposals is presented in this agenda item. The proposal term is through June 30, 2029. **The proposal for Grounds Maintenance, proposal #26031 is awarded to responsive bidder: Cedar Hill Lawn Maintenance for an estimated annual amount of \$39,000.00.**

		ABC Home & Commercial Services	Cedar Hill Lawn Maintenance LLC	US Lawn
Monthly Cost 6/1/26 - 5/31/27		\$ 8,616.67	\$ 3,250.00	\$ 3,825.00
Monthly Cost 6/1/27 - 5/31/28		\$ 8,616.67	\$ 3,500.00	\$ 3,905.00
Monthly Cost 6/1/28 - 5/31/29		\$ 9,047.50	\$ 3,750.00	\$ 3,990.00
Hourly Rates M-F		\$ 300.00	\$ 125.00	\$ 47.00
Hourly Rates Saturday		\$ 400.00	\$ 200.00	\$ 70.50
Hourly Rates Sunday		\$ 500.00	\$ 200.00	\$ 94.00
Annual Cost 6/1/26 - 5/31/27		\$ 103,400.00	\$ 39,000.00	\$ 45,900.00
Annual Cost 6/1/27 - 5/31/28		\$ 103,400.00	\$ 42,000.00	\$ 46,860.00
Annual Cost 6/1/28 - 5/31/29		\$ 108,570.00	\$ 45,000.00	\$ 47,880.00
Total Term Costs		\$ 315,370.00	\$ 126,000.00	\$ 140,640.00
Monthly Cost 6/1/26 - 5/31/27	50	5	50	42
Monthly Cost 6/1/27 - 5/31/28	10	1	10	8.9
Monthly Cost 6/1/28 - 5/31/29	10	1	10	9.3
Hourly Rates M-F	6	1	2	6
Hourly Rates Saturday	2	0.5	1	2
Hourly Rates Sunday	2	0.5	1.2	2
Quality of Proposal	10	8	8	8
References	10	8	7	10
Total Points	100	25	89.2	88.2

PROPOSALS FOR MHSP FEDERAL GRANT PROGRAM EVALUATION

The Deputy Director of Teaching and Learning Services requested that proposal #2623002 be solicited for MHSP Federal Grant Evaluation. A tabulation of the proposals is presented in this agenda item. The proposal term is through December 31, 2029. **The proposal for MHSP Federal Grant Program Evaluation, proposal #2623002 is awarded to responsive bidder: britnysteinspsych, PLLC for an estimated grant total amount of \$300,000.00.**

		britnysteinspsych, PLLC	Far Harbor	The Evaluation Group
References	10	8.66	8.33	8.33
Team Qualifications	10	10	8.66	7
Program Evaluation Experience	20	17.33	15.33	17
Statistical Capacity	20	17.33	16.33	18.33
Technical Tools	10	9.66	9	9.33
Fidelity & Technical Assistance Support	10	9.33	8	8.66
Pricing	20	19.66	19	19.33
Total Points	100	91.66	84.6	88

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR WATER FILTRATION EQUIPMENT, SERVICES AND SUPPLIES

The Chief Operating Officer requested that proposals be solicited for Water Filtration, Services and Supplies to benefit the PACE Purchasing Cooperative membership. Three proposals were mailed. One responsive proposal was received. A tabulation of the responsive proposal is presented in this agenda item. This PACE proposals term will become effective upon board award with renewal option through December 31, 2032. **The proposal for PACE Purchasing Cooperative for Water Filtration, Services and Supplies #P00418, is awarded to responsive bidders: FloWater Inc.**

	Possible Points	FloWater Inc
Conformance to Term and Conditions	5	5
Pricing	38	32
Industry and Marketplace Successes	5	5
Bidders ability to deliver and service to PACE members	10	9
Bidders marketing plan	5	5
Value added attributes	5	5
Invoicing payment terms	2	2
Warranty coverage	10	10
Selection and variety of products and services offered	20	19
Total Points	100	92