ADMINISTRATION RECOMMENDATION/REPORT

The administration recommends that the Board of Trustees approve a contract with Fibertown Data Centers for cloud hosting interconnect telecommunication services for the College.

BACKGROUND

The College's information technology services department (ITS) plans to start migrating qualified on-site computer systems to cloud service providers such as Amazon and Microsoft Azure. To run these systems reliably in the cloud, redundant and diverse network connections must be in place between the College and our cloud providers. Rather than procure and independently manage our own connection to each provider, ITS sought and reviewed proposals for cloud interconnect services that provide these solutions end-to-end.

Request for proposals #22-42a was issued on June 13, 2022, to procure cloud hosting interconnect services. Three (3) responses were received and evaluated by a team comprised of representatives from ITS who determined the proposal submitted by Fibertown Data Centers will provide the best value to the College.

IMPACT OF THIS ACTION

Procuring cloud hosting interconnect services will allow the College to connect to a range of cloud providers safely and reliably. When used in conjunction with the services offered by those cloud providers, the College will be able to migrate selective systems to the cloud. The impact of utilizing cloud service providers essentially modernizes our existing infrastructure. By leveraging these solutions, we achieve better disaster recovery and business continuity than available in our current data center.

BUDGET INFORMATION (INCLUDING ANY STAFFING IMPLICATIONS)

The three-year contract total is $365,277. The initial annual fee for the equipment and services is $141,759 and includes a $30,000 project contingency if required. The first year will be co-funded from the HEERF grant and the ITS operations 2022-2023 operating budget. The following years will be funded from the ITS department's subsequent years operating budget.

MONITORING AND REPORTING TIMELINE

The initial three-year award term will commence on or after August 30, 2022, with renewal options of two (2) one-year terms.

ATTACHMENTS

Attachment 1 - Tabulation

RESOURCE PERSONNEL

Allen Bourque	281- 476-1863	allen.bourque@sjcd.edu
Karen Allen	281-998-6106	karen.allen@sjcd.edu

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RFP 22-42a Cloud Hosting Interconnect
Attachment 1 – Tabulation

QUALIFICATIONS SUMMARY

#	Vendor	Points (Max 55)	Shortlist
1	AT&T Corporation	33.25	Yes
2	Fibertown Data Centers	27.67	Yes
3	Windstream Holdings II, LLC	43.58	Yes

PRESENTATIONS SUMMARY

#	Vendor	Points (Max 15)
1	AT&T Corporation	12.25
2	Fibertown Data Centers	13.13
3	Windstream Holdings II, LLC	14.43

PRICING SUMMARY

#	Vendor	Points (Max 30)	Price - 3 Years
1	AT&T Corporation	9.30	$ 1,081,465.20
2	Fibertown Data Centers	30.00	$ 335,278.80
3	Windstream Holdings II, LLC	14.74	$ 682,344.00

FINAL RANKING

#	Vendor	Final Score (Max 100)
1	Windstream Holdings II, LLC *	72.76
2	**Fibertown Data Centers**	**70.80**
3	AT&T Corporation	54.80