



CENTRAL NINE CAREER CENTER
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INTEGRITY * MOTIVATION * PROFESSIONALISM * ADAPTABILITY * COMMUNICATION * TEAMWORK

Memo

To: Nicole Otte, Cindy Payton

From: Kelly P. Murphy

Subject: 2019-2020 Erate Recommendation for Internet Bandwidth

Date: Monday, March 11, 2019

We currently use two internet providers (ENA and Ninestar) here at Central Nine that provide us 100MB each. Our total monthly charge for 200 MB of service is \$2,825 (ENA-\$875 + Ninestar-\$1950)

We have received proposals from five vendors. I have attached the summary evaluation matrix, and a chart of our actual bandwidth which shows how our present 200 MB bandwidth is maxing out daily.

Although ENA was not the lowest price, I recommend that we switch our existing service to them and discontinue using Ninestar.

In addition to the value added features from ENA below, our monthly payment of \$2825 will be reduced to a pre-discount charge of \$2,250 (we can expect an approximately 50% erate discount – so that will make our monthly charge approximately \$1125). This is a savings of up \$1700 monthly and we will increase our bandwidth from 200 MB to 500 MB.

Value Added Features of ENA that the other vendors do not provide:

- ENA National Backbone solely focused on schools and libraries that provide a direct connection to education focused websites
- 24x7x365 Customer Technical Assistance and support
- Chrononogical Bandwidth charts, traffic patterns, and many other monitoring tools
- Optional services include hosted Firewall, DNS Blackhole service that limits access to malicious sites and Responsive NetDefender DDoS mitigation designed to limit and stop attacks
- Over 90% of Indiana Schools and Libraries use ENA
- ENA is already ours (and most of Indiana schools) registered DNS provider

I have used ENA for 14 years and I have no reservations in fully recommending them to be our sole internet provider.

Respectfully submitted,

Kelly P. Murphy

TCTW

Utilizing Technology Centers that Work Practices
serving

Beech Grove | Center Grove | Franklin Community | Franklin Central | Greenwood | Indian Creek | Southport | Whiteland | Perry Meridian

Evaluation of E-rate Proposals

School/Library Name: Central Nine Career Center
Form 470 Responses for: #190004182 - Internet Access
Funding Year: 2019-2020

Possible Points

Vendor	Date Proposal Received	Term	Installation Charge	Static IP Charge	Price	1. Price	2. RFP Compliance	3. The level of service/support/ maintenance provided in the proposed service without additional cost	4. Satisfactory previous business/working relationship with the provider	5. References from other schools/libraries supporting satisfactory performance of the service from the vendor	Total Points	Notes
AT&T (12/19/18)		36	No Charge	No Charge	\$ 1,013.60	28	20	20	1	0	69	
		250 MB										
		300 MB										
		500 MB			\$ 1,405.50							
		600 MB										
		1 GB										
Cyranet (12/4/18)		??		No Charge	\$ 1,661.80	29	20	10	1	10	70	Taxes, fees, surcharges up
		250 MB										
		300 MB										
		500 MB	\$ 550.00		\$ 1,065.00							
		600 MB										
		1 GB										
		250 MB										
		300 MB										
		500 MB	\$ 550.00		\$ 1,368.00							
		600 MB			\$ 1,467.00							
		1 GB			\$ 1,515.00							
Smithville Fiber (12/11/18)		60	No Charge	No Charge	\$ 3,154.00	26	15	10	1	10	62	
		200										
		250 MB										
		300 MB			\$ 3,154.00							
		500 MB			\$ 3,154.00							
		600 MB										
		1 GB										
ENA (1/2/19)		36 Month			\$ 3,154.00	27	20	20	20	10	97	
		250 MB										
		300 MB			\$ 1,985.00							
		500 MB			\$ 2,250.00							
		600 MB										
		1 GB										
Johnson County Fiber (Ninestar) (1/4/19)		36 Month			\$ 2,695.00	30	15	15	18	10	88	
		250 MB										
		300 MB			\$ 945.00							
		500 MB			\$ 1,350.00							
		600 MB										
		1 GB			\$ 1,620.00							

2825 1700

Notes:
Are current monthly payment for 200 MB of internet bandwidth is \$2,825.00 (Ninestar-\$1950 + ENA-\$875)
Most vendors supplied two terms with the longer being cheaper
All vendors supplied pricing for up to 1 GB. This will allow us to upgrade in the future without having to receive additional bids
Ranking by price: Ninestar-\$1350, Cyranet-\$1368, AT&T \$1405, ENA \$2250
Value added by ENA.

ENA National Backbone
Direct connection to education focused websites
DNS Backbone service
Responsive NetDefender IDS/IPS mitigation
24x7x365 Customer Technical Assistance support
Chronological Bandwidth plans and traffic
Optional hosted firewall
Over 90% of Indiana Schools and Libraries use ENA
ENA is already ours (and most of Indiana schools) registered DNS provider

*Price

Price MUST be given more weight than any other single factor. Price must also be cost-effective. If the price is 2-3 times more than the lowest bidder, it will not be considered cost-effective and therefore denied E-rate funding. If the price is 1.5 times more than the lowest bidder, it will raise concerns with the E-rate program and will be difficult to get funding. If the service/equipment being evaluated has ineligible features, deduct the ineligible features out of the total price and only evaluate the eligible portion of the price.

