



**Washington Parish School  
District  
Request for Proposals**

**RFP # Erate 2013-14**

**January 24, 2013**

**Presented by:**  
**Business Communications Inc.**  
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**Executive Summary:**

We appreciate the opportunity to submit the following Request for Proposal for Washington Parish School District in Franklinton, LA. Business Communications, Inc. holds the highest level of certification from Cisco which is Gold Partner and has achieved Cisco Channel Customer Satisfaction Excellence, the highest distinction a partner can achieve within the Cisco Channel Partner Program. This has allowed us to provide the best solutions, prices and services to our customers. In addition, BCI represents the most highly respected companies in the industry such as VMware, EMC, IBM, Dell, Microsoft, Citrix, and HP. By putting the customer first we are confident in our ability to meet this RFP requirements for Washington Parish School District.

**Washington Parish School District  
RFP 2013-14****TERMS AND CONDITIONS OF REQUEST FOR PROPOSAL (RFP)****General Requirements**

Vendor must participate in the FCC E-Rate Program and is responsible for complying with all rules and regulations of this program, including providing invoices to the Schools and Libraries Division in order for the school system to receive appropriate discounts.

**Acknowledged**

**Business Communications, Inc. SPIN number is 143005637**

**Business Communications, Inc. FCC Registration Number is 0011630910, green light status.**

This bid is made without any previous understanding or agreement with any other person, firm or corporation making a bid for the same purpose.

**Acknowledged****Response Submission**

Sealed responses to this RFP must be submitted and delivered to Washington Parish School Board, 800 Main Street, Franklinton, LA 70438, or submitted online at <https://www.centrauctionhouse.com/rfp.php?cid=10074> no later than 10 a.m. (Central Standard Time) on **Thursday, January 24, 2013**. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner. Late arrivals

will not be considered. **ERATE RFP 1/24/2013** should be clearly marked on the face of the envelopes containing the proposals. The envelopes should be addressed to:

Washington Parish School Board  
Attn: Jimmy Thigpen  
800 Main Street  
Franklinton, LA 70438

Oral, telephone, e-mail or fax proposals shall not be considered, nor will modifications of proposals by such communication be considered.

#### **Acknowledged**

The board will not be liable for any cost incurred by the respondents in preparing responses to this RFP or negotiations associated with award of a contract.

#### **Acknowledged**

#### **Contact Person**

Any questions concerning this RFP must be directed to Jimmy Thigpen via email at [jthigpen@wpsb.org](mailto:jthigpen@wpsb.org) no later than 4:00 PM CST on January 22, 2013.

#### **Acknowledged**

#### **E-rate Contingency Clause**

Any contract derived from this RFP shall include the option to void the entire contract or specific components of said contract in the event that e-rate funds are not awarded to the Washington Parish School Board.

#### **Acknowledged**

#### **Exclusion of Ineligible Equipment**

Bids submitted should contain only E-rate eligible equipment and services. **Any services or products that are not e-rate eligible must be presented on separate bids or quotes.**

#### **Acknowledged**

#### **Installation Charges**

Labor charges for installation and configuration of any product or service must be identified on the initial bid.

**Bid states no installation on the Services Requested, section III Internal Connections line items. Therefore, installation prices are not included in this response but are available for an additional cost.**

### **Completeness of Bid**

Any parts or equipment that are necessary to install the requested equipment or services must be identified on the bid.

### **Acknowledged**

### **Addenda**

WPSB reserves the right to amend this RFP by an addendum issued up to five business days prior to the date set for receipt of proposals. Addenda will be emailed to all vendors that have procured copies of the RFP.

### **Acknowledged**

### **Selection Criteria**

Washington Parish School reserves the right to reject any or all proposals and select the bid that offers the best overall benefit to the school system. Price is the primary factor but not the only one.

- 35% - Cost (relative to proposed level of service/equipment and affordability).

**Acknowledged – See attached price list**

- 25% - Vendor's ability to provide technical support services within 100 miles.

**Acknowledged - BCI meets this requirement**

**BCI**

**3636 S I10 Service Road West Suite 302**

**Metairie, LA 70001**

- 20% - Ability of the proposal to meet the district's current and future needs.

**Acknowledged – See BCI response below**

- 20% - Vendor's overall performance record based on past experience, available references and perceived reliability.

**Acknowledged – See Company experience, certifications, references below**

**Background, Qualifications, and Experience**

**Company Profile:** BCI Business Communications, Inc. (BCI) is a privately held communications and network systems integrator that blends people with technology through an unequalled commitment to excellence in customer service. For the past 20 years, BCI has combined technical expertise and superior products to create complete solutions that serve a wide range of customer needs within business, industry and government.

BCI's focus consists of nine primary areas: Cloud Services, Data Center, Security, Unified Communications, Wireless Solutions, Network Systems, Storage Solutions, Virtualization, and Structured Cabling Systems. Geographically, BCI is strategically located within the heart of its customer base with office locations in Jackson, New Orleans, Gulfport, Birmingham, Memphis, and Little Rock. The common thread of all customer relationships at BCI is one that is built on trust, empathy and an unwavering "can do" attitude. From planning and design to implementation and training, BCI offers its customers a single point of contact throughout the scope of an entire project. Additionally, BCI can provide on-going assistance such as hardware maintenance and network administration services for customers seeking expertise beyond the completed implementation.

At BCI, our philosophy is simple: As an extension of our customer's organization, we strive to forge long-term partnerships that provide our customers with a platform for growth and prosperity. This philosophy defines who we are, governs our actions and is the foundation of our business objectives. Forming long-term partnerships often requires collaborative relationships with other key vendors. BCI prides itself on cultivating these key relationships, with the goal of providing innovative solutions to our customers' unique needs

**BCI Achievements:**

BCI has been named to the Inc. 5000, Americas Fastest Growing Private Companies in the country. In the midst of difficult economic times, Business Communications, Inc. (BCI) has achieved substantial growth, culminating with their inclusion in Inc. magazine's 2009 list of the fastest growing private companies in America.

BCI has been recognized by Everything Channel as one of North America's Top 500 Technology Integrators. The VAR500 list details the leading revenue producers among technology integrators and technology Solution Provider organizations in North America. The list's ranking is based on gross worldwide revenue of hardware and software sales, as well as earnings from professional and managed information technology (IT) services.

BCI was listed in the Mississippi Business Journal's "Fast 40" program. This program honors the most dynamic privately held companies for growth and success in the community.

BCI was named one of the "Best Places to Work in Mississippi" by Mississippi Business Journal for the past 5 years.

**BCI Cisco Achievements:**

Recognized for achieving Cisco Channel Customer Satisfaction Excellence. Customer Satisfaction Excellence is the highest distinction a partner can achieve within the Cisco Channel Partner Program.

Recipient of the Cisco Gold Star in Customer Satisfaction in the Southeast. This designation recognizes BCI for delivering outstanding customer service to customers in the Southeast Region of the U.S. Cisco measures the customer satisfaction levels achieved by its partners based on regional target goals, providing a weighted average of a partner's pre- and post-sales support over a rolling 12-month period. Partners that achieve outstanding customer satisfaction are awarded the Customer Satisfaction Excellence Gold Star.

Recipient of the prestigious Cisco Technology Solution Specialist (TSS) designation. Cisco awards the TSS mark to partner engineers who successfully complete extensive training. Those who earn the designation must be experts who can demonstrate and design a Cisco solution within a particular technology, as well as escalate and facilitate post-sales issues during implementation of that technology. The process also helps systems engineers fully develop the skills to apply Cisco's solutions to customers' business issues. BCI's Kelvin Blair received the designation for Unified Communications.

Selected to participate in the UC 8 Solution release partner beta program in San Jose, CA. This program provided our CCIE access to all of the UC 8 software as well as documentation before it was release to the general public.

**Cisco Partner Level:**

Gold  
Customer Satisfaction Excellence

**Cisco Specializations:**

Advanced Borderless Network Architecture  
Advanced Collaboration Architecture  
Advanced Data Center Architecture  
Advanced Unified Communications  
Advanced Data Center Networking Infrastructure

Advanced Data Center Storage Networking  
Advanced Routing & Switching  
Advanced Security  
Advanced Wireless LAN  
ATP -Outdoor Wireless Mesh  
ATP –Cisco TelePresence Video Advanced  
ATP –Identity Services Engine

**Cisco Authorized DMS Partner**

**Cloud Partner:**

Cloud Builder-Infrastructure, Management and Services – Storage, Virtualization,  
Management, Services

**Cisco Certified Staff:**

Multiple CCIE, CCNP, CCNA, CCENT, CCDP, CCDA, ISE,Support Specialist

**Other:**

Ironport Gold Certified  
SmartCare Registered Partner  
WebEx Pilot Program

**SERVICES REQUESTED**

**I. Telecommunication Services**

Cellular phone service – District wide – (63 lines) Describe the rate plans, pricing options and features that are available. Cost of phones must be presented on separate bids.

**BCI is not responding to this line item.**

Basic Phone Service – District wide – 160 lines

**BCI is not responding to this line item.**

Long Distance – District wide – 160 lines.

**BCI is not responding to this line item.**

## II. Internet Access

FJHS - Dedicated internet access with port speed of 500 Mbps (minimum) delivered to 617 Main Street, Franklinton, LA 70438 via fiber. Three (3) year contract with possible 2-year extension clause.

**BCI is not responding to this line item.**

Wireless Data – 52 cellular lines.

**BCI is not responding to this line item.**

Student Email Accounts – 1500 CIPA compliant

**BCI is not responding to this line item.**

## III. Internal Connections

**19** - Cisco WS-C2960S-24TS-L (Or equivalent)

**50** - Cisco WS-C2960S-48TS-L (Or equivalent)

**138** - Cisco GLC-SX-MM (Or equivalent)

**48** - Cisco AIR-AP1131G-A-K9 (Or equivalent)

All equipment will be new and in original factory packaging. Do not include installation in the price of equipment.

**Acknowledged – See Attached Itemized Price List and Customer Terms and Conditions**

**All hardware and software maintenance has been priced for one year of coverage if not already included in the ERATE bundles. BCI/Cisco are providing the E-Rate Services Bundle for no additional charge that includes 1 year of Cisco Base (IOS Update, Bug fixes, TAC Access, etc.) and 3 years Hardware Replacement for all e-rate eligible equipment listed in this RFP.**

Video Conference Ring – The board desires to establish a video conference ring (Not web-hosted) between Franklinton High School, Mt. Hermon School, Pine School and Varnado High School. All stations should be mobile with one site set up as a presenter station and the other three set up as participant stations. Please quote all equipment separately.

**BCI is not responding to this line item.**