

**Denton Independent School District**  
**RFP# 1901-03 E-Rate Eligible Locate Services**  
**for Denton ISD's Self-Provisioned Fiber-Optic Broadband Network**  
February 26, 2019

**SUMMARY:**

This item requests approval of RFP# 1901-03 for E-Rate Eligible Locate Services for Denton ISD's Self-Provisioned Fiber-Optic Broadband Network.

**BOARD GOAL:**

VI. Growth, Change and Fiscal Responsibility...demonstrate effective and efficient management of district resources.

**PREVIOUS BOARD ACTION:**

None

**BACKGROUND INFORMATION:**

This proposal was issued on December 2, 2018. Responses were received from two (2) companies: Fulcrum Consulting and USIC Locating Services. The District owns over 160 miles of buried fiber optic cable. Fulcrum Consulting has been performing the District's fiber optic cable locate service since 2011. The current locate service contract expires on June 30, 2019. This action is necessary to approve a new locate service contract for the next 3 years. The District has applied for E-Rate funding for this locate service, if approved, the E-Rate funding award will reduce the District's cost by sixty percent.

**SIGNIFICANT ISSUES:**

None.

**FISCAL IMPLICATIONS:**

The current annual contracted price is \$ 82,369.96. The total proposed cost per year will be \$96,012.00. The new annual cost for the locate service is 84,012.00 and we have added a photograph locate service, at a cost of \$12,000 per year due to increased construction within the boundaries of Denton ISD. This will ensure Denton ISD is covered in case of a contractor dispute over breakage to our fiber. The total cost reflects an annual increase of \$13,642.04. Contingent upon receiving the E-Rate funding award at a sixty percent reduction, which is not guaranteed, the approximate annual cost for the District at forty percent will be \$38,404.80. Costs for this service will be borne by the Technology Department budget regardless of E-Rate funding. Additionally, DISD currently has an Interlocal Cooperation Agreement with Denton County for reimbursement of a portion of the cost of fiber locate services.

**BENEFIT OF ACTION:**

This will insure the continued functionality and high performance of the District's fiber optic network.

**ALTERNATIVES:**

Not performing fiber optic locates could have a detrimental effect on the school district's network.

**SUPERINTENDENT'S RECOMMENDATION:**

It is recommended that the highest ranked proposer, Fulcrum Consulting, be accepted as the awarded vendor with a total negotiated annual price of \$96,012.00. This is made up of \$84,012.00 for annual locate service and \$12,000.00 for annual photograph locate service.

**STAFF PERSONS RESPONSIBLE:**

Debbie Monschke, Assistant Superintendent of Administrative Services  
Ernie Stripling, Technology Information Officer  
Dianna Casper, Director of Purchasing  
Cheryl Farmer, Senior Buyer

**ATTACHMENTS:**

RFP #1901-03 E-Rate Eligible Locate Services Vendor Response Summary

**APPROVAL:**

Signature of Staff Member Proposing Recommendation: \_\_\_\_\_

Signature of Divisional Assistant Superintendent: \_\_\_\_\_

Signature of Superintendent: \_\_\_\_\_