



DOVER SCHOOL DISTRICT SAU 11

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Empowering all Learners

TO: Members Dover School Board
William R. Harbron, Superintendent of Schools
Michael Limanni, Chief Financial Officer
FROM: Thomas Rup, Director of Technology
DATE: March 25th, 2024
RE: Internet and Wide Area Network E-Rate Bid Award

A sealed Request for Proposal was issued and received on March 5, 2024 for Internet and Wide Area Network services that include connectivity for the Dover School District to the internet as well as all buildings and offices. The bid was solicited to utilize federal E-Rate funds and was completed through District E-Rate consultants Epic Communications, Inc. Epic Communications, Inc. received five (5) responses that were evaluated using the E-Rate factoring system including, but not limited to E-Rate eligible recurring and one-time costs, overall suitability of the proposal for current and future needs of the District, and evidence of prior successful experience related to proposed services.

The District currently uses Comcast for district Internet and FirstLight for Wide Area Network (WAN) connectivity, and this solution would take the place of these two existing platforms. FirstLight provided a more comprehensive solution in their RFP submission for both services, as well as being the low bidder for this request. It is the recommendation to accept the three (3)-year proposal from FirstLight Fiber, Inc. of Portsmouth, NH in the total amount of \$223,380.00 (annual total \$74,460.00) effective July 1, 2024. FirstLight Fiber, Inc.'s proposal results are noted below, with full vendor proposal results on the following page.

Vendor Name	FirstLight Fiber, Inc.	FirstLight Fiber, Inc.	FirstLight Fiber, Inc.
Type of Service	Internet Access MS-HS	District WAN	CTC Tech Line
Months of Service	36	36	36
Capacity (Mbps)	5000	1000 per school (4000 at DHS)	300
Cost of Installation	\$0	\$0	\$0
Monthly Cost	\$3,000.00	\$2,815.00	\$390.00
Annual Cost	\$36,000.00	\$33,780.00	\$4,680.00
Total 3-Year Cost of E-Rate Eligible Product	\$108,000.00	\$101,340.00	\$14,040.00

These services will be funded through the general fund operating budget on an annual basis.

Internet Access, DMS & DHS (per location)

Vendor Name
Months of Service
Capacity in Mbps
Cost of Installation
Monthly Cost of E-Rate Eligible Product
Total Cost of E-Rate Eligible Product

*Cytranet	Breezeline	Breezeline	Comcast	Comcast	Consolidated	Consolidated	FirstLight	FirstLight
	36	36	36	36	36	36	36	36
	5000	10000	5000	10000	5000	10000	5000	10000
					\$ 3,000.00	\$ 3,000.00		
	\$ 1,900.00	\$ 3,080.00	\$ 2,035.00	\$ 3,035.00	\$ 1,575.00	\$ 2,685.00	\$ 1,500.00	\$ 2,600.00
	\$ 68,400.00	\$ 110,880.00	\$ 73,260.00	\$ 109,260.00	\$ 59,700.00	\$ 99,660.00	\$ 54,000.00	\$ 93,600.00
Total DMS & DHS, Monthly							\$ 3,000.00	
Total DMS & DHS, Annual							\$ 108,000.00	

Internet Access, CTC Technology Line

Vendor Name
Months of Service
Capacity in Mbps
Cost of Installation
Monthly Cost of E-Rate Eligible Product
Total Cost of E-Rate Eligible Product

Cytranet	Cytranet	Breezeline	Breezeline	Comcast	Comcast	Consolidated	FirstLight	FirstLight
12	12	36	36	36	36	36	36	36
100	300	100	300	100	300	1000	100	300
\$ 550.00	\$ 550.00					\$ 3,000.00		
\$ 709.00	\$ 1,065.00	\$ 380.00	\$ 508.00	\$ 390.00	\$ 550.00	\$ 1,450.00	\$ 290.00	\$ 390.00
\$ 9,058.00	\$ 13,330.00	\$ 13,680.00	\$ 18,288.00	\$ 14,040.00	\$ 19,800.00	\$ 55,200.00	\$ 10,440.00	\$ 14,040.00

District WAN

Vendor Name
Months of Service
Capacity in Mbps
Cost of Installation
Monthly Cost of E-Rate Eligible Product
Total Cost of E-Rate Eligible Product

*Cytranet	Breezeline	Breezeline	Breezeline	Breezeline	Consolidated	Consolidated	Consolidated	Consolidated	FirstLight	FirstLight	FirstLight	FirstLight
	36	36	36	36	36	36	36	36	36	36	36	36
	1000	4000	6000	10000	1000	4000	6000	10000	1000	4000	6000	10000
	\$ 3,656.00	\$ 6,500.00	\$ 8,610.00	\$ 12,320.00	\$ 3,870.00	\$ 5,822.00	\$ 6,910.00	\$ 6,910.00	\$ 2,815.00	\$ 3,675.00	\$ 4,100.00	\$ 5,825.00
	\$ 131,616.00	\$ 234,000.00	\$ 309,960.00	\$ 443,520.00	\$ 139,320.00	\$ 209,592.00	\$ 248,760.00	\$ 248,760.00	\$ 101,340.00	\$ 132,300.00	\$ 147,600.00	\$ 209,700.00

*Cytranet did not return a sealed bid and did not include any of the bid documentation.