



SCHOOL BOARD ACTION REPORT

DATE: 11/5/2020
FROM: Denise Juneau, Superintendent
LEAD STAFF: JoLynn Berge, Chief Financial Officer

For Introduction: December 16, 2020
For Action: January 13, 2021

1. TITLE

Approving a contract for RFP072094 PRI/DID Phone Circuits with Magna5, LLC.

2. PURPOSE

Approval to sign a telecommunications contract with Magna5, LLC for a period of three years, expandable to five years at the District's discretion.

3. RECOMMENDED MOTION

I move that the School Board authorize the Superintendent to execute a contract with Magna5, LLC for Primary Rate Interface, Session Initiation Protocol (SIP) and Direct Inward Dial (DID) services, not to exceed \$257,615 over three years not including Washington sales and federal taxes, extendable to five years, at the same rate, in the form of the draft contract attached to the Board Action Report, with any minor additions, deletions and modifications deemed necessary by the Superintendent, and to take any necessary actions to implement the contract.

4. BACKGROUND INFORMATION

Seattle Public Schools has 12,000 direct-dial phone numbers (called DIDs) and 19 primary phone circuits providing phone service for parents, teachers, students, and staff district-wide. The district has historically used an RFP to procure the best available service rates, locking in contract terms for three years. This new contract is required to sustain and support all of our existing dial-in/out and 911 capability for both classrooms and customer service district-wide. The existing contract will expire in February 2021.

For the prior three-year period the total amount paid was \$309,000.

1. ALTERNATIVES

Pay month-to-month for service with the existing vendor. This option is not recommended, as it is more expensive (~30%) and puts the District in the position of not having a vendor that is contractually obligated to provide this critical service.

2. RESEARCH AND DATA SOURCES / BENCHMARKS

The Primary Rate Interface (PRI) circuits are the current standard for interfacing the district's telephone system with the Public Switched Telephone Network (the phone company).

We recognize that the current trend is to transition from traditional PRI circuits to a less expensive IP alternative known as SIP Trunking. While seeking cost-effective solutions, this RFP included vendors that provided support in both the PRI and SIP capability and can help the district transition to the new technology – where is most appropriate.

This contract provides an opportunity, given our current remote learning environment, to dynamically scale up or down the amount of available circuits based on demand and adjusting cost accordingly.

5. FISCAL IMPACT/REVENUE SOURCE

Fiscal impact to this action will be at or under \$257,615 for three years billed monthly for 36 months with an option to extend the contract for two additional years, in one-year increments, by mutual agreement.

The revenue source for this motion is General Fund.

Expenditure: ☐ One-time ☐ Annual ☒ Other Monthly

Expenditure: ☐ One-time ☐ Annual ☒ Multi-Year ☐ N/A

Revenue: ☐ One-time ☐ Annual ☐ Multi-Year ☒ N/A

6. COMMUNITY ENGAGEMENT

With guidance from the District's Community Engagement tool, this action was determined to merit the following tier of community engagement:

☐ Not applicable

☒ Tier 1: Inform

☐ Tier 2: Consult/Involve

☐ Tier 3: Collaborate

7. EQUITY ANALYSIS

This service provides telephone capability for critical student services to include enrollment, transportation, and student support TechLine in alignment with the SPS strategic plan.

8. STUDENT BENEFIT

This provides 911 and Emergency support for classrooms as well as dial-in support for teachers.

9. WHY BOARD ACTION IS NECESSARY

Seattle Public Schools has 12,000 phone numbers, and 19 major phone circuits providing phone service for parents, teachers, students, and staff district wide. The phone contract is about to expire in February 2021. Board action is required to obtain a new contract due to the sum of services for 3 years of phone circuits will total more than \$257,615.

10. POLICY IMPLICATION

Per Board Policy No. 6220, Procurement, any contract over \$250,000 must be brought before the Board for approval.

11. BOARD COMMITTEE RECOMMENDATION

This motion was discussed at the Operations Committee meeting on December 3, 2020. The Operations Committee reviewed the motion and moved it forward for recommendation for approval by the full Board.

12. TIMELINE FOR IMPLEMENTATION

Work to convert the existing phone circuits would begin during mid-Winter Break and would be complete by Spring Break 2021. The work would transition school by school, and would be done gradually, to minimize a large-scale general outage that would be disruptive to regular SPS business communications.

13. ATTACHMENTS

- Exhibit A - Section 01100 Summary of Work (for reference)
- Exhibit B – Magna5, LLC proposal (for reference)
- Exhibit C - Magna5, LLC Agreement (for approval)

AGREEMENT

PRIMARY RATE INTERFACE AND DIRECT INWARD DIAL SERVICES

This Agreement, Contract No. RFP072094 is effective upon execution by and between Seattle School District No. 1, a Washington municipal corporation ("District"), and Magna5, LLC ("Contractor"). The District and the Contractor agree as follows:

1. **SCOPE OF WORK AND SCHEDULE**

Contractor shall provide products and related services as described in Exhibit A; Section 00110 Summary of Work on the schedule set forth therein.

This contract shall be in effect from the March 1, 2021 through February 28, 2024. Upon mutual approval of the Vendor and the District, the contract may be extended up to two (2) one-year terms under the same terms and conditions, for a total not to exceed five (5) years. Extended contracts will be on March 1 and end on February 29. Such extension will be requested in writing at least 90 days in advance of the existing contract end date. Either party may terminate the Agreement at any time upon thirty (30) days written notice.

2. **CONTRACT PRICE**

District agrees to pay Contractor monthly for services in an amount estimated to be **TWO HUNDRED FIFTY- SEVEN THOUSAND, SIX HUNDRED, FIFTEEN DOLLARS (\$257,615)** plus Washington state sales tax, based on the increased amount of 19DS1's.

This amount constitutes the "Maximum Authorized Compensation" for services to perform the work identified in the Request for Proposal No. RFP072094. The Contractor shall provide a standard monthly billing invoice, as shown in Exhibit B: Proposal Response or as may be modified and mutually agreed in the future.

Compensation will be paid only to the extent that Contractor presents documented evidence of fees earned and expenses incurred during the period for which payment is requested, and in no case shall the total compensation exceed the Maximum Authorized Compensation. Contractor shall submit its invoices in the form and according to the schedule prescribed in the General Conditions, to the address listed in paragraph 3. below.

3. **COMMUNICATIONS**

The District's representative for this contract is Eric Kinzel, DoTS Project Manager Senior Infrastructure Planning. All correspondence, requests, notices and other communications to District, in relation to this Agreement, shall be in writing and shall be delivered to:

To the District: Eric Kinzel
DoTS Project Manager
Senior Infrastructure Planning
Mail Stop 21-350
Seattle School District No. 1
P.O. Box 34165
Seattle, WA 98124-1165

To Contractor: Jane Muxen-McCullough
CFO
Magna5, LLC
3001 Dallas Parkway, Suite 610
Frisco, TX 75034

Either party may from time to time change such address by giving the other party notice of such change in accordance with the provisions of this Paragraph 3.

4. **CONTRACTOR'S REPORTS**

Contractor shall provide reports as requested by District in a format proposed by Contractor and approved by the District.

5. **INVOICES**

Invoices must be submitted as referenced in Section 00700, General Conditions, Article 2 – PAYMENTS MADE TO CONTRACTOR.

6. **THIS AGREEMENT INCLUDES THE FOLLOWING ATTACHMENTS:**

Exhibit	Topic
A	Section 00110 Summary of Work
B	Proposal Response for RFP072094 dated September 29, 2020
C	Addendum No. 1, dated September 22, 2020.
D	Section 00700 General Conditions
E	Section 00600 Performance and Payment Bond

MAGNA5, LLC

SEATTLE SCHOOL DISTRICT NO. 1

Signature

Signature

(Contractor Representative)

JoLynn Berge

Title

CFO/ Superintendent Designee
Title

Date Signed

Date Signed

Company Name

Employer I.D. No. or Social Security No.

SUMMARY OF WORK**1.0****Request for Pricing (1)****ISDN Primary Rate Interface Proposal:**

The Seattle School District No. 1 (District) seeks proposals from qualified local exchange carrier service (LEC) vendors to provide ISDN Primary Rate Interface (PRI) trunking and Direct Inward Dialing (DID) services for the District's existing DID block of 10,000 contiguous numbers in a single NPA-NNX as well as an additional 2000 DID's outside of the contiguous block (all of which are currently in use). If necessary, number portability must also be provided.

Presently the LEC services sought in this solicitation are provided by a competitive local exchange carrier (CLEC). The DID block as referenced in this document is the District's existing 206-252 NPA-NNX as well as 206-743-3XXX and 206-413-2XXX in accordance to standard industry specifications. These 12,000 DID numbers must be provided to the District's communications sites identified in the following table in a PRI DS1 format.

<u>Site Name</u>	<u>Seattle Address</u>
John Stanford Center (10)	2445 - 3 rd Ave. S
Ballard High School (1)	1418 NW 65 th
Cleveland High School (1)	5511 – 15th Ave. S
Garfield High School (1)	400 - 23 rd Ave. E
Ingraham High School (1)	1819 N 135th St
Lincoln HS Building (1)	4400 Interlake Ave. N
Rainier Beach High School (1)	8815 Seward Park S
Roosevelt High School (2)	1410 NE 66th St
Sealth High School (1)	2600 SW Thistle St

ISDN PRI is a multipurpose, high speed, multiplexed digital interface. This interface is based on international standards (ITU-T), national standards (ANSI T1S1), and Telecordia (Bellcore) technical references. PRI uses a 1.544 Mbps (DS1) digital interface, structured to contain bearer channels for the transport of user information with a message-oriented out-of-band signaling channel for control of the bearer channels. A PRI includes a D-Channel that supports 64 Kbps of in-band signaling information flow in each direction. A D-Channel has a message-oriented protocol that supports call control signaling. The remaining 23 channels on the PRI are Bearer Channels. Each B-Channel supports 64 Kbps user information flow in each direction. A typical ISDN PRI consists of a single DS1 and is configured as 23B+D interface. 23 B-Channels and 1 D-Channel provides for 1.536 Mbps of user information in each direction. A PRI group may consist of multiple DS1 facilities with shared D-Channel facilities, typically one active D-Channel and one back-up D-Channel.

Notice A: Additional service information is enumerated below:

- 1) The District has a large, private network of approximately 100 PBX's which provide voice services to all administrative and school buildings. These PBXs are interconnected with a private network and are connected to the public switched telephone network (currently) via 19 each ISDN PRI T1 circuits.
- 2) The District requires a service level agreement (SLA) that guarantees a minimum facility availability of 99.95 percent.
- 3) This proposal covers portability/migration, purchase, installation, testing, verification and delivery of the existing 12,000 Direct Inward Dial (DID) numbers over ISDN PRI services to multiple District locations.
- 4) These 12,000 DID numbers must be provided in specific trunk groups of ISDN PRI to as many as nine different District locations in Seattle, directed by number range. There will be one primary group of DS1's (one PRI group) at the District's core location which will serve as a core trunk group and as an overflow (all trunks busy condition as well as circuit failure) for DID traffic inbound to the other location's PRI circuits. Any costs for Trunk Group Overflow from the eight satellite locations to the primary group will be included in the basic recurring costs quoted. Vendors will provide an overflow group size of 23 simultaneous calls or specify in writing what group size they do provide. Vendor will be available to re-route DID traffic to alternative destinations either vendor provided or to an alternate carrier within 4 hours or less.
- 5) The District requires that the interface be individual DS1's presented to the District in a standard ISDN PRI format suitable for interface with the District's NEC SV9500 PBX systems. The primary PRI group at the core location will be in NFAS format, with one D-channel, and one back-up D-channel provided, serving 6 DS1's. There are also 4 stand-alone PRI circuits at the core location. Satellite locations will typically be one DS1 as a stand-alone PRI group, with overflow to the core.
- 6) The successful proposer will be responsible for implementing restrictions on the service such that no directory assistance usage, third party, toll or other billable charges apply other than the basic service costs proposed. The District uses these routes for long distance calling. Vendor is responsible for routing all long distance calls through the WaTech Switched Long Distance Service.
- 7) Any toll, usage or other per-call charges incurred as a result of vendor's incomplete restriction will be the sole responsibility of the vendor, for the life of the contract, and will not be paid for by the District.
- 8) In addition to standard voice service, the District will utilize these PRI circuits for 911 calls. The District will retain full responsibility for the maintenance and updating of the E911 address data base for the entire 12,000 contiguous DID range utilizing the LCSi product ALIPro and Comtech.
- 9) The PRI service provided must allow for the District's PBX equipment to designate what Caller ID is presented to the PSTN.
- 10) PRI service should allow for reliable fax transmission & receipt.
- 11) SIP trunk requirements must include the ability to have service rerouted to PRI trunks in case of circuit failure for any reason. SPS PRI service should also be able to fail over the SIP trunks. Additionally, fax traffic must either successfully traverse the SIP trunk, or be automatically routed to a fax-friendly route.

2.0 REQUIREMENTS

- 1) It is the District's intent to evaluate proposal responses based upon the prices listed in Section 00400, Form of Proposal, and the required submittal documentation as identified in this Section.
- 2) Proposers must submit an implementation plan which addresses number portability, T1 span implementation, and coordination of responsibility for cutover.
- 3) State whether the proposed service is a "reseller", "facilities based business", or both. If both, provide details of each service provided.

- 4) Identify any and all customer provided equipment that may be required to complete the termination of local telephone service as proposed herein.
- 5) Identify your maintenance procedures on local telephone service. Define the process for reporting service problems on a 7 day x 24 hour basis. Define whether maintenance is provided on a 7 day x 24 hour basis.
- 6) If the proposer is a reseller of local telephone service, proposer will detail current and proposed procedures relative to the provision of service, installation and disconnect lead times, resolution of problems, and escalation procedures between the reseller and the facilities based provider. The proposer will be ultimately responsible for each of these aspects.
- 7) Proposers will provide information on schedules for installation of all local service offerings. Describe by service offering the time frames required to complete the installation.
- 8) Proposers will submit a sample copy of a customer bill for local service. At a minimum, billing will be done on a per line basis providing the local service telephone number or circuit identification number and the address at which it terminates (including zip code). It will also contain the customer name and customer code, a list of any individual numbers billed with the master number, all options listed individually, and one-time charges listed individually, clearly detailing individual charges.
- 9) Billings will be available in hard copy and in an electronic format. The proposer will provide a summary statement of services on a monthly basis. Billing must be able to be customized based on customer requirements and multiple cost centers. Billing must be able to be combined reflecting one bill for all services or aggregated by customer-specified units or divisions.
- 10) The District will determine the initial total quantity of DS1's required and at its own discretion prior to installation may increase or decrease the number of DS1's utilized. Eighteen PRI DS1's are currently in use, at the nine District locations listed above. Any DS1 installed shall be maintained by the District for at least six months; any T1 so maintained may be disconnected thereafter without termination liability, so long as any disconnect does not reduce the total number of circuits below 10 PRI's of the initial installation quantity.
- 11) The proposer shall provide both non-recurring and recurring pricing for a term of both 36 and 60 months. If the proposer has a termination and liability agreement (TLA) for services proposed, that TLA shall reflect the owner's requirement to add and delete services as described above without penalty. The proposer shall include all relevant Contracts and TLA documentation with submittals. Any contracts or TLA documentation not provided as a part of this proposal will not be considered.
- 12) The anticipated completion date for all installation, testing and cut-over of new services will be **January 1, 2021**. Installation of supporting DS1 or optical transport alternative should commence no later than **December 1, 2020**.
- 13) The proposer shall provide coordination with District personnel prior to final cutover for complete testing of all PRI and DID functions and services. Proposer will individually test each underlying DS1 circuit. Proposer will test all-circuits-busy overflow and circuit failure overflow to the core group. Proposer will test switch-over to back-up D-channel at the District core location.

3.0 SUBMITTALS

- 1) Submittals shall be made as required by the general provisions of the proposal documents. A response is required (e.g., "Proposer does/does not comply") to all sections and subsections.
- 2) Proposers shall submit one ELECTRONIC copy of their proposal. Please see Section 00200, Instruction to Proposers, 4.0 Submittal Requirements, Submittal Method.
- 3) Submittal materials will be organized to correspond to the organization and order of the specifications. They shall indicate the appropriate specification section, part, page and line number for each item at the top of each submittal page and provide a tabulation of all items to be submitted. Please see Section 00200, Instruction to Proposers, 4.0 Submittal Requirements, Submittal Method.

- 4) Where a submittal sheet describes more than one item, the submittal item shall be clearly identified including all applicable features.
- 4) Product submittals shall include, but not be limited to the following:
 - a. Documentation of systems, including detail specification sheets.
 - b. Warranty documents.
 - c. Proof of meeting specific requirements as requested throughout the Summary of Work documents.
- A. The successful proposer will be required to provide the following information prior to contract award.
 - 1) Proof of meeting the qualifications set forth in Subsection C. below, Quality Assurance.
 - 2) A complete proposed schedule of installation and testing. Schedule will not show specific dates but will indicate expected flow times for all required tasks.
- B. Codes and Standards
 - 1) The wiring and equipment shall be installed using procedures that meet or exceed Bell System or Rural Electrification Administration (REA) standards.
 - 2) Applicable portions of the City of Seattle building and fire codes shall apply to all work.
 - 3) Applicable portions of the National Electric Code (NEC) shall apply to all work.
 - 4) Applicable portions of the Federal Communications Commission (FCC) Parts 15 and 68 shall apply to all equipment supplied.
 - 5) Applicable portions of National Electrical Contractors Association (NECA) Standards of Installation shall apply to all work.
 - 6) Applicable portions of the Building Industry Consulting Service International (BICSI) Telecommunications Distribution Methods Manual shall apply to all work.
 - 7) Applicable portions of TIA-568-A (Commercial Building Telecommunications Standard), TIA-569 (Commercial Building Standard for Telecommunications Pathways and Spaces), TIA-606 (Administration Standard for the Telecommunications Infrastructure of Commercial Buildings), and TIA-607 (Commercial Building Grounding and Bonding Requirements for Telecommunications) shall apply to all work.
- C. Quality Assurance
 - 1) The successful proposer shall have been regularly engaged in the design and installation of PRI and DID facilities and projects, in the greater Seattle area, equal in complexity and capacity to those required by this specification for a period of at least five years.
 - 2) For use in the proposal evaluation, proposers will provide with their submittal response a customer reference list (Section 00400, Form of Proposal, Attachment 2) of at least five similar system installations which have been operational for at least 60 months. These systems shall be in the greater Seattle market area and shall be available for inspection.
 - 3) During installation and testing the proposer shall provide a competent supervisor to have full charge over all work at each site. The supervisor shall have broad experience in supervising the installation and coordination of telecommunications systems; anyone judged inadequate or noncooperative by the District representative shall be replaced immediately, at the request of

the District. The supervisor shall make himself/herself available on site to the District's representative.

- 4) Any discrepancies in operation or service, or other problems discerned during final testing, cutover, inventory and post cutover evaluation will be furnished to the successful proposer in writing.

D. Service Level Agreement

- 1) The proposer shall provide their proposed Service Level Agreement (SLA) terms. Included in this should be: hours of operation, population supported, services and product features, process of support, customer responsibility, proposer responsibilities, measures of service, and charges.
- 2) Upon the District's report to the proposer that basic PRI call processing is not functioning, the proposer will respond to the report within 4 hours and resolve the issue within 24 hours.
- 3) Upon the District's report to the proposer that 911 calls are not being routed to the correct PSAP, the proposer will respond to the report in 1 hour and resolve the issue within 4 hours.

E. Installation and Labor

- 1) All communications facilities and equipment will be installed by a licensed and bonded signal and communications contractor holding a valid Washington State Electrical Contractors License as described in Chapter 19.28, paragraph 120 of the Revised Code of Washington.
- 2) Work shall be performed by workmen skilled in the trade, in which they work, and shall include all work necessary to properly complete the installation in a professional manner as to present a neat and finished appearance. All work shall reflect the highest quality of workmanship.
- 3) Any work judged to be less than the highest quality by the District representative will be redone by the proposer at his or her own expense prior to final acceptance of the system.

END OF SUMMARY OF WORK



Approving a contract for RFP072094 PRI/DID Phone Circuits with Magna5, LLC

Seattle Public Schools is committed to making its online information accessible and usable to all people, regardless of ability or technology. Meeting web accessibility guidelines and standards is an ongoing process that we are consistently working to improve.

While Seattle Public Schools endeavors to only post documents optimized for accessibility, due to the nature and complexity of some documents, an accessible version of the document may not be available. In these limited circumstances, the District will provide equally effective alternate access.

For questions and more information about this document, please contact the following:

[Timothy Hall](#)
Administrative Assistant, Technology Services
tlhall@seattleschools.org

- Magna5 Proposal
Copy
- Magna5 Agreement

**SECTION 00400
FORM OF PROPOSAL**

TO:
Seattle School District No. 1
Contracting Services
2445 Third Avenue South
Seattle, WA 98134

FOR: Request for Proposal No. RFP072094
Primary Rate Interface and Direct
Inward Dial Services

U.S. Mail:
Mail Stop 22-337
P. O. Box 34165
Seattle, WA 98124-1165

In response to your Invitation to submit a proposal response for the above referenced work, the undersigned ("Proposer") offers to furnish all of the following required to perform the work in accordance with the contract and any addenda thereto for the firm and fixed prices set forth below: labor, materials, tools, supplies, equipment, storage, transportation, supervision, products, services and other items.

Proposer certifies that: I have examined and am fully familiar with all provisions of the contract including any addenda thereto; I have carefully checked all of the words and figures which comprise this proposal; and have by careful examination of the contract, any addenda thereto, the site and all other pertinent conditions and matters, satisfied myself as to the nature, location, character, quality, and quantity of the work required by the contract and as to the conditions and other matters that may be encountered at the site or that may affect performance of the work or the cost or difficulty thereof, and that Proposer has the experience, facilities and qualified personnel to perform this Contract.

Federal Tax Identification No.: 47-2623227

Legal Name of Proposer: Magna5 LLC

Business Name: Magna5

Business Address: 3001 Dallas Parkway, Suite 610, Frisco TX 75034

Contact Person: Jane Muxen McCullough

E-mail Address: jmuxen@magna5global.com

Telephone No.: 206 973-5815 (O) 206 933-0701 (M)

Fax No.: 888 879-4055

In submitting this Proposal, the undersigned agrees:

1. To hold open its proposal for sixty (60) days from the date designated for receipt of proposals.

2. Upon receipt of written notification from the District that it is the low responsive, responsible proposer, to duly execute the Services Contract between the District and the Contractor, and deliver it to SEATTLE SCHOOL DISTRICT NO. 1, together with the Performance and Payment Bond and Certificates of Insurance within seven days from the date of such award.
3. To perform the work in accordance with the Services Contract which consists of the proposal specifications, General Conditions, and all other Contract Documents as set forth in Section 00500, and all addenda thereto; and
4. To commence work under the contract upon receipt of a written Purchase Order and complete by the date specified in the Contract.

As full compensation for satisfactory performance of all obligations under the contract, the undersigned will perform such work for the costs defined on Attachment No. 1 and is incorporated by this reference. Failure to complete and submit this form and all attachments or the inclusion of false information shall be considered evidence that this proposal is unresponsive to the terms and conditions of the proposal.

Proposer acknowledges that it has taken steps reasonably necessary to ascertain the nature and location of the Work, and that it has investigated and satisfied itself as to the general and local conditions which can affect the Work or its cost.

Proposer acknowledges that (1) the District will continue to occupy parts of the sites and may employ, under separate contracts, other contractors at or near the sites concurrently with the work of this contract, (2) Proposers will have limited use of the premises for work, storage, access, parking, and equipment and (3) Proposers will be required to coordinate the use of the premises under the direction of the District.

This proposal constitutes a firm offer which cannot be withdrawn until a formal contract for the work is signed by Seattle School District No. 1 and another proposer or the expiration of sixty (60) calendar days after the due date for proposal submission.

Proposer acknowledges receipt, understanding and full consideration of Addenda No. 1, 2, & 3
(List each addendum separately by number)

PLEASE NOTE: The District reserves the right to reject any firm that is not willing to accept the District's General Conditions as noted in the standard form of contract.

OFFICIAL(S) AUTHORIZED TO SIGN FOR PROPOSER

"I certify (or declare) under penalty of perjury under the laws of the State of Washington that the foregoing is true and correct."

Signature of Corporation.

Magna5 LLC (Proposer name)a limited liability companyBy: Joseph O'Hara
Joseph O'Hara (Sep 29, 2020 04:01 CDT)Print Name: Joseph O'HaraPlace of Execution: Frisco (City) TX (State)Date: Sep 29, 2020Title: CFO

Signature of Partnership or Joint Venture

(Name of Partnership or Joint Venture)

By (all general partners or joint ventures):

Name: N/APlace of Execution: N/A (City) N/A (State) N/ADate Signed: N/AName: N/APlace of Execution: N/A (City) N/A (State) N/ADate Signed: N/AName: N/APlace of Execution: N/A (City) N/A (State) N/ADate Signed: N/A

**ATTACHMENT 1
PROPOSAL PRICE FORM****I. BASE PROPOSAL:**

NOTES: "Unit Price" is the standard cost for a single instance of the item specified (e.g., one ISDN PRI).

"All Additional Charges" are any and all costs which are not mandated by Federal, State, or Local regulations *specifically* as taxes. Taxes are not to be included. (See Section 00200, Subsection 6.0, Taxes.)

- i. Furnish, Install, and Integrate ISDN PRI Services per specification (total number of PRI's may vary) based on a three (3) year contract.

Item	Unit Price (x)	All Additional Charges (y)	Total Unit Cost (x + y)
T1 PRI – Monthly Recurring Cost	\$ 305	+	\$ 0
			= \$ 305 (A)
T1 PRI – Installation Cost	\$ 305	+	\$ 0
			= \$ 305 (B)

- ii. Furnish (port/migrate), Install, and Integrate DID Services per specification (12,000 DID's) based on a three (3) year contract.

Item	Unit Price (x)	All Additional Charges (y)	Total Unit Cost (x + y)
DID – Monthly Recurring Cost	\$.10	+	\$ 0
			= \$ 1,200 .10 (C)
DID – Installation Cost	\$ 0	+	\$ 0
			= \$ 0 (D)

Total Unit Cost (as totaled above)	Estimated Quantity	Time	Total Cost
\$ 305 (A)	x 18 T1 PRI	x 36 (months)	= \$ 197,640 (E)
\$ 305 (B)	x 18 T1 PRI	x 1 (initial)	= \$ 5,490 (F)
\$.10 (C)	x 12,000 DID	x 36 (months)	= \$ 43,200 (G)
\$.10 0 (D)	x 12,000 DID	x 1 (initial)	= \$ 1,200 0 (H)

TOTAL PROPOSAL EVALUATION AMOUNT (E + F + G + H): \$ ~~307,920~~

\$ 246,330 corrected

**ATTACHMENT 1
PROPOSAL PRICE FORM****I. BASE PROPOSAL:**

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- i. Furnish, Install, and Integrate ISDN PRI Services per specification (total number of PRI's may vary) based on a three (3) year contract.

Item	Unit Price (x)	All Additional Charges (y)	Total Unit Cost (x + y)
T1 PRI – Monthly Recurring Cost	\$ 305	+	\$ 0
			= \$ 305 (A)
T1 PRI – Installation Cost	\$ 305	+	\$ 0
			= \$ 305 (B)

- ii. Furnish (port/migrate), Install, and Integrate DID Services per specification (12,000 DID's) based on a three (3) year contract.

Item	Unit Price (x)	All Additional Charges (y)	Total Unit Cost (x + y)
DID – Monthly Recurring Cost	\$.10	+	\$ 0
			= \$ 1,200 (C)
DID – Installation Cost	\$ 0	+	\$ 0
			= \$ 0 (D)

Total Unit Cost (as totaled above)	Estimated Quantity	Time	Total Cost
\$ 305 (A)	x 18 T1 PRI	x 36 (months)	= \$ 197,640 (E)
\$ 305 (B)	x 18 T1 PRI	x 1 (initial)	= \$ 65,880 (F)
\$.10 (C)	x 12,000 DID	x 36 (months)	= \$ 43,200 (G)
\$.10 (D)	x 12,000 DID	x 1 (initial)	= \$ 1,200 (H)

TOTAL PROPOSAL EVALUATION AMOUNT (E + F + G + H): \$ 307,920

NOTE: THE DISTRICT RESERVES THE RIGHT TO REDUCE THE FINAL NUMBER OF T1's TO NOT LESS THAN 10.

NOTES: NO charges for directory or operator assistance, Inter-LATA or Intra-LATA toll, usage based charges, third party billing, or any "Special Services" will apply. It is the bidder's responsibility to configure the service at the prices quoted above so that no toll or special service charges are allowed. Any charges rendered for these services for the life of the contract will be disallowed. (See Section 01100, Summary of Work, Subsection 1.0, Item No. 7.)

END OF ATTACHMENT 1

**ATTACHMENT 2
ALTERNATE PROPOSAL FORM****II. ALTERNATE PROPOSALS:**

The following three (3) alternates represent differences in cost outlined in the Base Proposal to incorporate alternates should any be accepted by the District.

Alternate 1: Furnish, Install, and Integrate ISDN PRI and DID Services per specification (total number of PRI's may vary) based on a five (5) year contract.

Item	Unit Price (x)	All Additional Charges (y)	Total Unit Cost (x+y)
T1 PRI – Monthly Recurring Cost	\$ <u>5,490</u>	+ \$ <u>0</u>	= \$ <u>5,490</u> (I)
T1 PRI – Installation Cost	\$ <u>0</u>	+ \$ <u>0</u>	= \$ <u>0</u> (J)
DID – Monthly Recurring Cost	\$ <u>1,200</u>	+ \$ <u>0</u>	= \$ <u>1,200</u> (K)
DID – Installation Cost	\$ <u>0</u>	+ \$ <u>0</u>	= \$ <u>0</u> (L)
Alternate 1 Total Amount (I + J + K + L):			\$ <u>6,690</u>

Alternate 2: Furnish, Install, and Integrate twenty-four (24) SIP voice trunk Services per specification (total number of SIP trunks may vary)

Item	Unit Price (incl. all Additional Charges) (x)	Quantity (y)	Total Cost (x+y)
SIP Trunks – Monthly Recurring Cost	\$ <u>4.50</u>	x 24	= \$ <u>108</u> (M)
SIP Trunks – Installation Cost	\$ <u>0</u>	x 24	= \$ <u>0</u> (N)
Alternate 2 Total Amount (M + N):			\$ <u>108</u>

Alternate 3:

SPS is requesting budgetary pricing for SIP trunk connections to carry 100 voice conversations simultaneously. These SIP trunks will be made available SPS in one of two ways:

A) conventional internet, leveraging the district's existing internet pipe

or

B) via a direct fiber drop to the Westin (downtown Seattle) on 8th floor but the vendor would need to provide appropriate meet-me fiber cross-patching connections to other locations at the Westin.

(circle one): ADD / DEDUCT \$ Not Providing

NO charges for directory or operator assistance, Inter-LATA or Intra-LATA toll, usage based charges, for third party billing, or any "Special Services" will apply. It is the proposer's responsibility to configure the services at the prices quoted above so that no toll or special service charges are allowed. Any charges rendered for these services for the life of the contract will be disallowed. (See Section 01100, Summary of Work, Subsection 1.0, Item No. 7.)

END OF ATTACHMENT 2

**ATTACHMENT 3
CUSTOMER REFERENCE LIST**Proposer Name: **Magna5** Telephone No.: **206 933-0701** Date: **9/28/2020**

Job Name	Number of Sites	Number of T1's	Date in Service	Firm, Contact Name, Telephone Number and Email address
State of Washington WaTech-Long Distance and SCAN	300+	150+	06/01/2010	WaTech CTS Eric Talberg 360-407-8736 Eric.talberg@watech.wa.gov
Northwest Justice Project	18	0	05/19/2009	Northwest Justice Project James Logan 206-705-7777 jamesl@nwjustice.org
Washington State Department of Transportation	46	100+	03/30/2011	WSDOT Nels Anderson AndersN@wsdot.wa.gov 360-705-7577
Washington State Employment Security (ESD)	2	3	8/23/2013	ESD Al Horton 360-407-4455 Ahorton@esd.wa.gov
Lake Washington School District	1	0	05/13/2016	LWSD Matt Palmer mapalmer@lwsd.org 425-936-1222

END OF ATTACHMENT 3

SUMMARY OF WORK**1.0****Request for Pricing (1)****ISDN Primary Rate Interface Proposal:**

The Seattle School District No. 1 (District) seeks proposals from qualified local exchange carrier service (LEC) vendors to provide ISDN Primary Rate Interface (PRI) trunking and Direct Inward Dialing (DID) services for the District's existing DID block of 10,000 contiguous numbers in a single NPA-NNX as well as an additional 2000 DID's outside of the contiguous block (all of which are currently in use). If necessary, number portability must also be provided.

Presently the LEC services sought in this solicitation are provided by a competitive local exchange carrier (CLEC). The DID block as referenced in this document is the District's existing 206-252 NPA-NNX as well as 206-743-3XXX and 206-413-2XXX in accordance to standard industry specifications. These 12,000 DID numbers must be provided to the District's communications sites identified in the following table in a PRI DS1 format.

Site Name	Seattle Address
John Stanford Center (10)	2445 - 3 rd Ave. S
Ballard High School (1)	1418 NW 65 th
Cleveland High School (1)	5511 - 15th Ave. S
Garfield High School (1)	400 - 23 rd Ave. E
Ingraham High School (1)	1819N 135th St
Lincoln HS Building (1)	4400 Interlake Ave. N
Rainier Beach High School (1)	8815 Seward Park S
Roosevelt High School (2)	1410 NE 66th St
Sealth High School (1)	2600 SW Thistle St

ISDN PRI is a multipurpose, high speed, multiplexed digital interface. This interface is based on international standards (ITU-I), national standards (ANSI T1S1), and Telecordia (Bellcore) technical references. PRI uses a 1.544 Mbps (DS1) digital interface, structured to contain bearer channels for the transport of user information with a message-oriented out-of-band signaling channel for control of the bearer channels. A PRI includes a D-Channel that supports 64 Kbps of in-band signaling information flow in each direction. A D-Channel has a message-oriented protocol that supports call control signaling. The remaining 23 channels on the PRI are Bearer Channels. Each B-Channel supports 64 Kbps user information flow in each direction. A typical ISDN PRI consists of a single DS1 and is configured as 23B+D interface. 23 B-Channels and 1 D-Channel provides for 1.536 Mbps of user information in each direction. A PRI group may consist of multiple DS1 facilities with shared D-Channel facilities, typically one active D-Channel and one back-up D-Channel.

Notice A: Additional service information is enumerated below:

- 1) The District has a large, private network of approximately 100 PBX's which provide voice services to all administrative and school buildings. These PBXs are interconnected with a private network and are connected to the public switched telephone network (currently) via 19 each ISDN PRI T1 circuits.

Magna5 has read, understands, and will comply with this requirement.

- 2) The District requires a service level agreement (SLA) that guarantees a minimum facility availability of 99.95 percent.

Magna5 has read, understands, and will comply with this requirement.

- 3) This proposal covers portability/migration, purchase, installation, testing, verification, and delivery of the existing 12,000 Direct Inward Dial (DID) numbers over ISDN PRI services to multiple District locations.

Magna5 has read, understands, and will comply with this requirement. As the incumbent carrier Magna5 does not require to port numbers including any of the steps associated with DID service.

- 4) These 12,000 DID numbers must be provided in specific trunk groups of ISDN PRI to as many as nine different District locations in Seattle, directed by number range. There will be one primary group of DSI's (one PRI group) at the District's core location which will serve as a core trunk group and as an overflow (all trunks busy condition as well as circuit failure) for DID traffic inbound to the other location's PRI circuits. Any costs for Trunk Group Overflow from the eight satellite locations to the primary group will be included in the basic recurring costs quoted. Vendors will provide an overflow group size of 23 simultaneous calls or specify in writing what group size they do provide. Vendor will be available to re-route DID traffic to alternative destinations either vendor provided or to an alternate carrier within 4 hours or less.

Magna5 has read, understands, and will comply with this requirement. As the incumbent carrier, Magna5 currently has the 12,000 DID's designed as instructed by Seattle Public Schools, which allows for re-route to alternate destination within 4 hours or less.

- 5) The District requires that the interface be individual DSI's presented to the District in a standard ISDN PRI format suitable for interface with the District's NEC SV9500 PBX systems. The primary PRI group at the core location will be in NFAS format, with one D-channel, and one back-up D-channel provided, serving 6 DSI's. There are also 4 stand-alone PRI circuits at the core location. Satellite locations will typically be one DSI as a stand-alone PRI group, with overflow to the core.

Magna5 has read, understands, and will comply with this requirement.

- 6) The successful proposer will be responsible for implementing restrictions on the service such that no directory assistance usage, third party, toll or other billable charges apply other than the basic service costs proposed. The District uses these routes for long distance calling. Vendor is responsible for routing all long distance calls through the WaTech Switched Long Distance Service.

Magna5 has read, understands, and will comply with this requirement. As the incumbent, Magna5 currently supports the design as outlined.

- 7) Any toll, usage or other per-call charges incurred as a result of vendor's incomplete restriction will be the sole responsibility of the vendor, for the life of the contract, and will not be paid for by the District.

Magna5 has read, understands, and will comply with this requirement.

- 8) In addition to standard voice service, the District will utilize these PRI circuits for 911 calls. The District will retain full responsibility for the maintenance and updating of the E911

address data base for the entire 12,000 contiguous DID range utilizing the LCSI product ALIPro and Comtech.

Magna5 has read, understands, and will comply with this requirement.

- 9) The PRI service provided must allow for the Districts PBX equipment to designate what Caller ID is presented to the PSTN.

Magna5 has read, understands, and will comply with this requirement. As the incumbent provider, Magna5 currently supports this requirement.

- 10) PRI service should allow for reliable fax transmission & receipt.

Magna5 has read, understands, and will comply with this requirement. Magna5 will support industry standard of best effort in supporting fax data traffic. This includes utilizing T.38 IP protocol, also supporting a combination of T.38 to T.38 relay, T.38 to G.711 transcoding and ECM over T.38. In addition, Magna5 can offer an optimized outbound Time-division multiplexing (TDM) termination routes to support fax signaling which can prove better performance for fax traffic.

- 11) SIP trunk requirements must include the ability to have service rerouted to PRI trunks in case of circuit failure for any reason. SPS PRI service should also be able to fail over the SIP trunks. Additionally, fax traffic must either successfully traverse the SIP trunk, or be automatically routed to a fax-friendly route.

Magna5 has read, understands, and will comply with this requirement. Magna5 is connected in a variety of methods: Direct TDM connections through our various switches and gateways in Seattle, Los Angeles, San Antonio, Dallas, Miami, and New York. SIP Direct to PSTN vendors; we have many connections to PSTN tier 1 and tier 2 providers via SIP both public and private which allows Magna5 redundancy and failover as well as maximizing the the most direct route possible for the last mile.

2.0

REQUIREMENTS

- 1) It is the District's intent to evaluate proposal responses based upon the prices listed in Section 00400, Form of Proposal, and the required submittal documentation as identified in this Section.

Magna5 has read, understands, and will comply with this requirement.

- 2) Proposers must submit an implementation plan which addresses number portability, T1 span implementation, and coordination of responsibility for cutover.

Magna5 has read, understands, and will comply with this requirement. Magna5 implementation plan is included.



Implementation
Plan for T1 & PRI.pdf

- 3) State whether the proposed service is a "reseller", "facilities based business", or both. If both, provide details of each service provided.

Magna5 is both a reseller and a facilities based business. As a reseller, Magna5 has the ability both from a network and contractual basis to resell service from other providers. This includes but is not limited to T1, DID's, SIP, Ethernet and Internet. Our position as a facilities based business, Magna5 has its own organic LSnetwork with tandems into the Seattle Rate Center.

- 4) Identify any and all customer provided equipment that may be required to complete the termination of local telephone service as proposed herein.

Magna5 does not require the customer to provide any equipment as it applies to RFP072094 ISDN PRI and DID Services.

- 5) Identify your maintenance procedures on local telephone service. Define the process for reporting service problems on a 7 day x 24 hour basis. Define whether maintenance is provided on a 7 day x 24 hour basis.

Magna5 currently uses email and direct customer contact for notification of planned network maintenance and outage events. Magna5 provides service support 7X24X365. Support can be reached by email, chat, or phone.

- 6) If the proposer is a reseller of local telephone service, proposer will detail current and proposed procedures relative to the provision of service, installation and disconnect lead times, resolution of problems, and escalation procedures between the reseller and the facilities based provider. The proposer will be ultimately responsible for each of these aspects.



Magna5 Escalation
Process 07062020 Er

- 7) Proposers will provide information on schedules for installation of all local service offerings. Describe by service offering the time frames required to complete the installation.



Implementation
Plan for SIP.pdf

- 8) Proposers will submit a sample copy of a customer bill for local service. At a minimum, billing will be done on a per line basis providing the local service telephone number or circuit identification number and the address at which it terminates (including zip code). It will also contain the customer name and customer code, a list of any individual numbers billed with the master number, all options listed individually, and one-time charges listed individually, clearly detailing individual charges.

Magna5 has read, understands, and will comply with this requirement. A sample of the current invoice provided by Magna5 is included in this response.



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.pdf

- 9) Billings will be available in hard copy and in an electronic format. The proposer will provide a summary statement of services on a monthly basis. Billing must be able to be customized based on custom requirements and multiple cost centers. Billing must be able to be combined reflecting one bill for all services or aggregated by customer-specified units or divisions.

Magna5 has read, understands, and will comply with this request. As the incumbent provider the billing is currently delivered in both hard copy and electronic format. Magna5 invoices are customizable and as such, currently meet the requirement as outlined above.

- 10) The District will determine the initial total quantity of DS1's required and at its own discretion prior to installation may increase or decrease the number of DS1's utilized. Eighteen PRI DS1's are currently in use, at the nine District locations listed above. Any DS1 installed shall be maintained by the District for at least six months; any DS1 so maintained may be disconnected thereafter without termination liability, so long as any disconnect does not reduce the total number of circuits below 10 PRI's of the initial installation quantity.

Magna5 has read, understands, and will comply with this requirement.

- 11) The proposer shall provide both non-recurring and recurring pricing for a term of both 36 and 60 months. If the proposer has a termination and liability agreement (ILA) for services proposed, that ILA shall reflect the owner's requirement to add and delete services as described above without penalty. The proposer shall include all relevant Contracts and ILA documentation with submittals. Any contracts or ILA documentation not provided as a part of this proposal will not be considered.



Long Distant Voice Magna5 LLC MSA
Termination (outbo -Frisco.docx

- 12) The anticipated completion date for all installation, testing and cut-over of new services will be January 1, 2021. Installation of supporting DS1 or optical transport alternative should commence no later than December 1, 2020.

Magna5 has read, understands, and will comply with this requirement.

- 13) The proposer shall provide coordination with District personnel prior to final cutover for complete testing of all PRI and DID functions and services. Proposer will individually test each underlying DS1 circuit. Proposer will test all-circuits-busy overflow and circuit failure overflow to the core group. Proposer will test switch-over to back-up D-channel at the District core location.

Magna5 has read, understands, and will comply with this requirement.

3.0

SUBMITTALS

- 1) Submittals shall be made as required by the general provisions of the proposal documents. A response is required (e.g., "Proposer does/does not comply") to all sections and subsections.

Magna5 has read, understands, and will comply with this requirement.

- 2) Proposers shall submit one ELECTRONIC copy of their proposal. Please see Section 00200, Instruction to Proposers, 4.0 Submittal Requirements, Submittal Method.

Magna5 has read, understands, and will comply with this requirement.

- 3) Submittal materials will be organized to correspond to the organization and order of the specifications. They shall indicate the appropriate specification section, part, page and line number for each item at the top of each submittal page and provide a tabulation of all items to be submitted. Please see Section 00200, Instruction to Proposers, 4.0 Submittal Requirements, Submittal Method.

Magna5 has read, understands, and will comply with this requirement.

- 4) Where a submittal sheet describes more than one item, the submittal item shall be clearly identified including all applicable features.

Magna5 has read, understands, and will comply with this requirement.

- 4) Product submittals shall include, but not be limited to the following:
- Documentation of systems, including detail specification sheets.
 - Warranty documents.

c. Proof of meeting specific requirements as requested throughout the Summary of Work documents.

Magna5 has read, understands, and will comply with this requirement.

A The successful proposer will be required to provide the following information prior to contract award.

- 1) Proof of meeting the qualifications set forth in Subsection C. below, Quality Assurance.
- 2) A complete proposed schedule of installation and testing. Schedule will not show specific dates but will indicate expected flow times for all required tasks.

Magna5 has read, understands, and will comply with this requirement.

B. Codes and Standards

- 1) The wiring and equipment shall be installed using procedures that meet or exceed Bell System or Rural Electrification Administration (REA) standards.
- 2) Applicable portions of the City of Seattle building and fire codes shall apply to all work.
- 3) Applicable portions of the National Electric Code (NEC) shall apply to all work.
- 4) Applicable portions of the Federal Communications Commission (FCC) Parts 15 and 68 shall apply to all equipment supplied.
- 5) Applicable portions of National Electrical Contractors Association (NECA) Standards of Installation shall apply to all work.
- 6) Applicable portions of the Building Industry Consulting Service International (BICSI) Telecommunications Distribution Methods Manual shall apply to all work.
- 7) Applicable portions of TIA-568-A (Commercial Building Telecommunications Standard), TIA-569 (Commercial Building Standard for Telecommunications Pathways and Spaces), TIA- 606 (Administration Standard for the Telecommunications Infrastructure of Commercial Buildings), and TIA-607 (Commercial Building Grounding and Bonding Requirements for Telecommunications) shall apply to all work.

Magna5 has read, understands, and will comply with this requirement.

C. Quality Assurance

- 1) The successful proposer shall have been regularly engaged in the design and installation of PRI and DID facilities and projects, in the greater Seattle area, equal in complexity and capacity to those required by this specification for a period of at least five years.
- 2) For use in the proposal evaluation, proposers will provide with their submittal response a customer reference list (Section 00400, Form of Proposal, Attachment 2) of at least five similar system installations which have been operational for at least 60 months. These systems shall be in the greater Seattle market area and shall be available for inspection.
- 3) During installation and testing the proposer shall provide a competent supervisor to have full charge over all work at each site. The supervisor shall have broad experience in supervising the installation and coordination of telecommunications systems; anyone judged inadequate or

- noncooperative by the District representative shall be replaced immediately, at the request of the District. The supervisor shall make
- 4) Any discrepancies in operation or service, or other problems discerned during final testing, cutover, inventory and post cutover evaluation will be furnished to the successful proposer in writing.

Magna5 has read, understands, and will comply with this requirement.

D. Service Level Agreement

- 1) The proposer shall provide their proposed Service Level Agreement (SLA) terms. Included in this should be hours of operation, population supported, services and product features, process of support, customer responsibility, proposer responsibilities, measures of service, and charges.
- 2) Upon the Districts report to the proposer that basic PRI call processing is not functioning, the proposer will respond to the report within 4 hours and resolve the issue within 24 hours.
- 3) Upon the Districts report to the proposer that 911 calls are not being routed to the correct PSAP, the proposer will respond to the report in 1 hour and resolve the issue within 4 hours.

Magna5 has read, understands, and will comply with this requirement.

E. Installation and Labor

- 1) All communications facilities and equipment will be installed by a licensed and bonded signal and communications contractor holding a valid Washington State Electrical Contractors License as described in Chapter 19.28, paragraph 120 of the Revised Code of Washington.
- 2) Work shall be performed by workmen skilled in the trade, in which they work, and shall include all work necessary to properly complete the installation in a professional manner as to present a neat and finished appearance. All work shall reflect the highest quality of workmanship.
- 3) Any work judged to be less than the highest quality by the District representative will be redone by the proposer at his or her own expense prior to final acceptance of the system.

Magna5 has read, understands, and will comply with this requirement.

END OF SUMMARY OF WORK






RFP Attachment RFP072094-Primary Rate Interface & Direct Inward Dial Services

Final Audit Report

2020-09-29

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