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## MEMORANDUM

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**TO:** Kenny Wilder

**FROM:** Angela R. Young, Executive Director of Contracting *S. Cannon (for)*  
**email:** [Youngal@fultonschools.org](mailto:Youngal@fultonschools.org)

**DATE:** May 21, 2021

**SUBJECT:** RFP No. 141-21, Telecommunications- Cellular Services

The purpose of this memorandum is to provide you with information to be used in determining your selection for the above-referenced Request for Proposal (RFP). The following information is provided:

- a) Evaluation Factors and Evaluation Results
- b) Evaluators
- c) Numerical Scoring System

We request that you select from the list presented, your recommendation of award for the subject solicitation. Please note that three (3) proposals were received, evaluated. Two (2) were determined to be in the competitive range. Discussions were conducted and Best and Final Offers (BAFOs) were received and evaluated.

Please identify your recommended firm in the space provided on the attached document. Sign and date the document and return it to the Contracting Department. If you have any questions, please contact me at (470) 254-8970.

Attachments

**EVALUATION RESULTS**  
**RFP NO. 141-21, TELECOMMUNICATIONS- CELLULAR SERVICES**

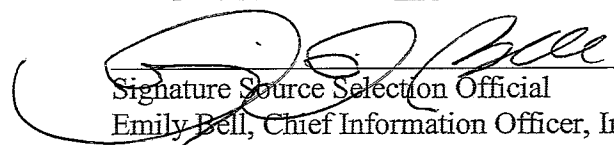
POINTS	AT& T MOBILITY NATIONAL ACCOUNTS	T- MOBILE USA, INC.
<b>Price (350)</b>	350	348
<b>Technical Capabilities (450)</b>		
Methodology (115)	110	85
Capabilities (335)	290	265
<b>Business Stability (100)</b>		
History & Organization (20)	20	15
Financial Status (20)	20	20
References (20)	20	20
Subcontractors (20)	20	20
Previous Default (20)	20	20
<b>Exceptions and Modifications (100)</b>	50	50

**OVERALL:** **900** **843**

Estimated Cost for One (1) Year: \$1,310,000.00

**Complete and return to the Executive Director of Contracting Department**

Company(s) Selected: T-Mobile USA Inc and AT&T Mobility National Accounts


 Date: 5/24/21  
 Signature Source Selection Official  
 Emily Bell, Chief Information Officer, Information Technology

## EVALUATORS

### Evaluators:

Kenny Wilder, Director, Infrastructure Management- Chairperson

Brandon Juliet, Systems Analyst, Infrastructure Management

Djamal Balbed, Systems Analyst, Transportation Services

Paul Hildreth, Coordinator, Safety & Security

## NUMERICAL SCORING SYSTEM

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<u>SCORE</u>	<u>CRITERION</u>
900-1000	<b>Outstanding</b> - To receive this rating the approach or plan must satisfy to the fullest extent those characteristics required in the RFP. It presents new or proven methods and is resented in extensive detail to assure the evaluator a thorough understanding of the proposed approach. The approach has an outstanding probability of meeting requirements with limited technical risk.
800-899	<b>Excellent</b> - To receive this rating the approach or plan must satisfy all the characteristics required in the RFP. It presents a methodology in sufficient detail to assure the evaluator a good understanding of the proposed approach. The approach has an excellent probability of meeting requirements with limited technical risk.
700-799	<b>Satisfactory</b> - To receive this rating the approach or plan must adequately meet the minimum requirements in the RFP and is presented with at least minimal detail to assure the evaluator of an understanding of the proposed approach. The approach has a satisfactory probability of meeting requirements with limited technical risk.
Below 700	<b>Unsatisfactory</b>