



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #020624
Entitled

Private Wireless Services with Related Solutions

The following advertisement was placed December 19, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, December 20, 2023 in Oregon's *Daily Journal of Commerce*, and December 19 and December 26, 2023 in *The Oklahoman*: (The online sites Biddingo, Merx, Public Purchase, The New York State Contract Reporter, Sourcewell website, and the Sourcewell Procurement Portal, were amended on January 31, 2024, to reflect the extended due date of February 20, 2024).

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Private Wireless Services with Related Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than February 6, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

1429481 Ontario, Inc.	LightSpeed Technologies, Inc.
2Amplify	Linea Partners, Ltd.
2NDGEAR, LLC	Linkwave Wireless Solutions, Inc.
Air Systems, Inc.	Logicalis, Inc.
Airwavz Solutions, Inc.	Longway Broadband Services
Allied Digital Services, LLC	Maximin Management, LLC
Amdocs, Inc.	MetTel
American Tower	Microsoft
Aria Services, Inc.	Mid Atlantic Business Management, Inc.
AT&T	MOBIA Technology Innovations, Inc.

Ballast Networks, Inc.	Mobile Communications America, Inc.
Betacom, Inc.	Monster Candy Professional, Limited Liability Company
BlackHawk Data, LLC	Multi-Tech Systems, Inc.
Boingo Wireless	NeoTreks, Inc.
Boldyn Networks US Services, LLC	netlogx, LLC
CCI Worldwide	networkfx, Inc.
Celona, Inc.	Nodabl Networks, Inc.
CelPlan Technologies, Inc.	Nokia of America Corp.
CERAGON NETWORKS, INC.	Nokia of America Corporation
Cisco Systems	NTT, Ltd. Group Services
Clover International, LLC	One Way Wireless Construction
Communication Technology Services, "CTS"	PIER Group, LLC
Communication Technology Services, LLC	Pierson Wireless Corp.
Computer Design Center, LLC	Power & Telephone Supply Company
Connexion Links, LLC	Prime Vendor, Inc.
ConvergeOne, Inc.	PrimeCom USA, LLC
Cradlepoint	Prophet Corp.
CTL Corp. (Computer Technology Link Corp.)	PWXPress
Data Center Warehouse, LLC	R&R Consulting Group, LLC
Dell Technologies	RANZ
Discountcell, Inc.	Red 5 Professional Services
Diverse Tech Services, Inc.	Rigstar Communications, Inc.
Druid Software, Ltd.	Samsung Electronics America
ePlus Technology, Inc.	Shared Access
eRepublic, Inc.	Sigma Consultants Group, Inc.
Etherstack, Inc.	SiteXpedite, LLC
Eucast Global, Inc. (Clovity Inc.)	SLGCS, LLC
Evolve Cellular Inc.	Slice Wireless Solutions
Experteers, LLC	Smart Innovations, LLC
FAE USA, Inc.	SmartWave Technologies
Federated Wireless, Inc.	SonicWall, Inc.
Flower City Communications, Inc.	Source Incorporated of Missouri
Granite Telecommunications, LLC	STEP CG
Green Island Resources, LLC	Straightforward, LLC
H&H Telecom Construction, Inc.	Subsurface GPR, LLC
Heights Tower Services	Syniverse Technologies
Hughes Network Systems	T-Mobile USA, Inc.
Icom America, Inc.	TD SYNEX Corporation
Impact Broadband Corporation	Tech Mahindra Americas, Inc.
Intelibs, Inc.	Technology Management Corporation
Intuitus Corp.	Tecore Networks
INVENCES, INC.	Telephone Consulting Services of LI Corp
IP Access International, LLC	Tractum Corp.
Itsavvy, LLC	Trilogy 5G, Inc.
Johns Storage	USCC Services, LLC

JVCKENWOOD Canada	VamosX, LLC
Kajeet, Inc.	Victoria Communication Services, Inc.
KNZ Solutions, Inc.	WESCO Distribution, Inc.
Komplement	World Wide Technology
LanceSoft, Inc.	Xerox Canada, Ltd
LIFTNOW AUTOMOTIVE EQUIPMENT CORP.	Xius Corp.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on February 20, 2024, at 4:30 pm CT. Proposals were received from the following:

Airwavz Solutions, Inc.
 Betacom, Inc.
 Boldyn Networks US Services, LLC
 Clover International, LLC
 Communication Technology Services, "CTS"
 CTL Corp. (Computer Technology Link Corp.)
 Dell Technologies
 Discountcell, Inc.
 Eucast Global, Inc. (Clovity Inc.)
 Evolve Cellular Inc.
 Federated Wireless, Inc.
 Intelibs, Inc.
 IP Access International, LLC
 Kajeet, Inc.
 LanceSoft, Inc.
 Logicalis, Inc.
 Mobile Communications America, Inc.
 Multi-Tech Systems, Inc.
 Nokia of America Corp.
 Nokia of America Corporation
 NTT, Ltd. Group Services
 Pierson Wireless Corp.
 SiteXpedite, LLC
 SmartWave Technologies
 Syniverse Technologies
 TD SYNEX Corporation
 T-Mobile USA, Inc.
 Victoria Communication Services, Inc.
 WESCO Distribution, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Bill Davison, CPPO, NIGP-CPP, Procurement Analyst
 Lisa Truax, CPPB, Procurement Analyst
 Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst

Nicole Lueth, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from CTL Corp. and Multi-Tech Systems, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Betacom, Inc. is offering 4G and 5G private wireless solutions. They operate their own sales force and installation teams that collaborate closely with industry partners to optimize solutions and offerings that are unique to Sourcewell's participating entities' needs across the United States. Their all-in pricing includes installation, infrastructure costs, and managed services fees.

Communication Technology Services (CTS) is a managed service provider with a workforce of 500 located in 23 offices across the United States giving the ability to sell, operate, and dispatch services to local markets. They are a certified Minority-Business Enterprise (MBE). CTS is offering Sourcewell participating entities competitive discounts from list price.

Eucast Global, Inc. (Clovity Inc.) is a "single, one stop shop" for private networking, Internet of Things/Artificial Intelligence solutions, services, and support. They provide Sourcewell participating entities with Private 5G/CBRS/LTE networks as well as WiFi6 embedded capabilities to areas with no connectivity or low cell signal. They provide services globally with ten (10) U.S. distribution centers, three (3) in Canada, and one (1) in Mexico. They are offering a competitive discount from their list prices.

IP Access International, LLC is a manage service provider offering private wireless network solutions with cradle to grave support. They have developed an ecosystem of hardware manufacturers and local installers that work directly for them. They sell a majority via their direct sales team but do have dealers in four (4) states. Their pricing model provides Sourcewell participating entities with multiple category discounts off MSRP, including volume discounts.

Kajeet is a provider of wireless connectivity, software, and hardware solutions, currently managing service to over 3,000 public sector entities. Kajeet holds 41 U.S. patents in mobile technologies allowing entities across the United States to easily build and manage their own private wireless networks. Kajeet is offering competitive line-item discounts per manufacturer offered.

LanceSoft, Inc. offers telecom and IT consulting services from twenty-four (24) U.S. and five (5) Canadian offices, including additional offices across the world. They hold Minority Business Enterprise (MBE) and Minority-Women Business Enterprise (MWBE) certifications. As a system integrator and turn-key solution provider, their direct employees sell and support their private wireless solutions. They also work with a dealer network to extend their product offerings. LanceSoft is offering Sourcewell participating entities a competitive discount based on volume.

Logicalis, Inc. is a reseller and service provider offering private 5G wireless solutions across the United States. Their direct sales force will handle all sales and solutions to the public sector, higher education, and K-12 market segments. They use subcontractors to perform construction work on their private wireless engagements when needed. They are offering various pricing discounts off MSRP to Sourcewell participating entities.

Mobile Communications America serves as a reseller and system integrator. Located in 14 states and 90 U.S. based locations, their team of 500 provides on-site support and service plans. Their competitive discounts, volume discounts, and favorable terms provide Sourcewell participating entities with a streamlined procurement process.

Nokia of America Corp. is 160-year-old global telecommunications, information technology, and consumer electronics corporation serving more than half of the United States and Canadian markets. Nokia provides private wireless solutions including Private 5G and LTE built on the world's largest wireless network. Nokia is providing competitive price discounts as well as volume pricing discounts.

NTT, Ltd. Group Services dba NTT DATA Inc. offers a 3GPP-compliant private wireless network (PWN) Nokia radio access network (RAN) infrastructure for indoor and outdoor locations. Their direct sales force will engage directly with Sourcewell participating entities across the United States and Canada. They are offering a discount off each network segment and volume discounts.

Pierson Wireless is a turn-key integrator. 115 direct employees operate regionally across the United States in eight (8) cities providing coverage and support to Sourcewell participating entities. quick response via three (3) distribution warehouses. Participating entities will receive discounts off MSRP; discounts are customized to each solution.


TD SYNEX Corporation is providing IT distribution through its global operations. They are offering private wireless solutions through Ericsson Private 5G (EP5G). 800 direct sales representatives located throughout the United States and Canada will work directly with reseller partners to serve Sourcewell participating entities. TD SYNEX is providing one-time and annual pricing on PWN components and pricing from 2,500 technology manufacturers at various discount levels.

T-Mobile USA, Inc. is offering custom Private 5G networks as part of the T-Mobile for Business (TFB) 5G Advance Network Solution (ANS) portfolio. T-Mobile will rely on their vast and experienced direct sales force to lead all private wireless network opportunities in the United States. Their competitive pricing offers monthly and non-recurring charges for rate plans, solution design, and deployment.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #020624 to:

Betacom, Inc.	#020624-BTC
Communication Technology Services, "CTS"	#020624-CTS
Eucast Global, Inc. (Clivity Inc.)	#020624-EUC
IP Access International, LLC	#020624-IAC
Kajeet, Inc.	#020624-KAJ
LanceSoft, Inc.	#020624-LCS
Logicalis, Inc.	#020624-LOG
Mobile Communications America, Inc.	#020624-MCA
Nokia of America Corp.	#020624-NOK
NTT, Ltd. Group Services	#020624-NTT
Pierson Wireless Corp.	#020624-PRS
TD SYNEX Corporation	#020624-SYN
T-Mobile USA, Inc	#020624-SPT

The preceding recommendations were approved on May 3, 2024.

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Bill Davison, CPPO, NIGP-CPP, Procurement Analyst

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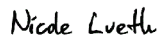
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Lisa Truax, CPPB, Procurement Analyst

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Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst

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Nicole Lueth, Procurement Analyst

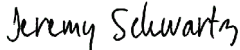
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #020624 for Private Wireless Services with Related Solutions**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer