



WINSTON-SALEM / FORSYTH COUNTY SCHOOLS ERATE MINI-BID EVALUATION FORM
CATEGORY 1 & 2

PROJECT INFORMATION:

- The current WSFCS network infrastructure is 99% Cisco equipment.
- We only need to purchase new hardware to update our current Cisco switching infrastructure and increase wireless coverage in our existing Cisco wireless network.
- We already have Cisco Wireless Controllers with licensing for 6000 AP's. We are currently using around 60% of the licenses.
- By standardizing on the Cisco platform, we only have one contact to go through for troubleshooting and submitting support requests.
- We already have employees that are trained on the Cisco platform.
- We are already setup and currently use the Cisco Prime Management System. Cisco's single point of management for wired and wireless infrastructure.

IDENTIFIED VENDORS:

VENDOR NUMBER	VENDOR NAME	PRODUCT BRAND OFFERED
V1	A3 Communications	Aerohive / Aruba / Brocade
V2	Applied Network Consulting Group	Xirrus / HP
V3	CNIC	Aerohive / Meraki
V4	ENA Services	Aerohive
V5	IMMIX Group	Cisco / Meraki
V6	Korcett Holdings	Ruckus / Dell
V7	Converged Networks	Brocade

EVALUATION CRITERIA (FOR AUGMENTING CURRENT ENVIRONMENT):

CRITERIA EXPLANATIONS:

- **COMPATIBILITY:** Compatibility with existing Cisco network infrastructure.
- **SUPPORT COMPATIBILITY:** Ability of WSFCS IT staff to setup, support, and maintain equipment (based on current workloads).
- **PRIOR EXPERIENCE:** WSFCS previous experience with purchasing goods or services from vendor.
- **COST OF ELIGIBLE GOODS AND SERVICES:** Cost comparison for ERATE eligible goods and services.
- **COST OF INELIGIBLE GOODS AND SERVICES:** Cost associated with non-ERATE eligible goods and services (i.e. staff training for new hardware platform and new support model training for supporting two different environments).

CRITERIA	V1	V2	V3	V4	V5	V6	V7
HARDWARE COMPATIBILITY (15 points)	3	3	15	3	15	3	3
SUPPORT COMPATIBILITY (15 points)	1	1	15	1	15	1	1
RELEVANT REFERENCES (10 points)	5	0	10	10	6	5	8
PRIOR EXPERIENCE (10 points)	0	0	0	0	0	0	0
COST OF ELIGIBLE GOODS AND SERVICES (30 points)	19	21	18	10	30	18	28
COST OF INELIGIBLE GOODS AND SERVICES (20 points)	5	5	20	5	20	5	5
TOTAL (100 points)	33	30	78	29	86	32	45

VENDOR EVALUATION NOTES:

- **COMPATIBILITY:** V3 and V5 scored high because they bid a hardware platform that we already use. All other vendors bid hardware that we do not currently use. While we do know the hardware would work, it would take a lot of revised configurations on current hardware to get there.
- **SUPPORT COMPATIBILITY:** Our IT staff is trained and already supporting the Cisco platform offered by V3 and V5.
- **RELEVANT REFERENCES:** V2 did not score well because references were not easily found within documentation. Other vendors were rated based on number of and type of references provided.
- **PRIOR EXPERIENCE:** All vendors scored low because WSFCS as no prior experience ordering goods and services.
- **COST OF ELIGIBLE GOODS AND SERVICES:** Based on provided information no vendor offered more than 60% off MSRP. Our rating was scaled based on 30 pts for 60% discount. Some vendors offered multiple percentages on multiple platforms so an average was calculated (and rounded up) for an overall percentage. We deducted 1 rating point for every 2% below 60%. V6 did not provide a straight-forward percentage on hardware based on MSRP. Therefore we estimated a percentage and gave them a fair rating.
- **COST OF INELIGIBLE GOODS AND SERVICES:** All non-Cisco platform vendors rated low.