Project Information:

- The current HCS wireless network infrastructure is 59% Aruba equipment and HP/Aruba switches.
- We only need to purchase new hardware to update our current Meru and outdated Aruba Wireless Access Points.
- We already have Aruba Wireless Controllers with licensing for 56 APs. We have 1000+ Aruba instant controllerless APs.
- By standardizing on the Aruba platform, we only have one contact to go through for troubleshooting and submitting support requests.
- We are already setup and currently use the Aruba Prime Management System. Aruba’s single point of management for wired and wireless infrastructure.
- We already have employees that are trained on troubleshooting Aruba Wireless Access Points.

Identified Vendors:

<table>
<thead>
<tr>
<th>VENDOR NUMBER</th>
<th>VENDOR NAME</th>
<th>PRODUCT BRAND OFFERED</th>
</tr>
</thead>
<tbody>
<tr>
<td>V1</td>
<td>A3 Communications</td>
<td>Aerohive/Aruba/Brocade</td>
</tr>
<tr>
<td>V2</td>
<td>Applied Network Consulting</td>
<td>Xirrus/HP</td>
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<tr>
<td>V3</td>
<td>CNIC INC</td>
<td>Meraki/Aerohive</td>
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<tr>
<td>V4</td>
<td>ENA Services</td>
<td>Aerohive</td>
</tr>
<tr>
<td>V5</td>
<td>IMMIX Group</td>
<td>Cisco/Meraki</td>
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<tr>
<td>V6</td>
<td>Korcett Holdings</td>
<td>Ruckus/Dell</td>
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</tbody>
</table>

EVALUATION CRITERIA

(For Augmenting Current Environment):

Criteria Explanations:

**Compatibility**: Compatibility with existing Aruba network infrastructure.

**Support Compatibility**: Ability of HCS IT staff to setup, support, and maintain equipment (based on current workloads).

**Prior Experience**: HCS 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).
<table>
<thead>
<tr>
<th>CRITERIA</th>
<th>V1</th>
<th>V2</th>
<th>V3</th>
<th>V4</th>
<th>V5</th>
<th>V6</th>
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</thead>
<tbody>
<tr>
<td>HARDWARE COMPATIBILITY (15 POINTS)</td>
<td>15</td>
<td>15</td>
<td>10</td>
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<td>SUPPORT COMPATIBILITY (15 POINTS)</td>
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<tr>
<td>RELEVANT REFERENCES (10 POINTS)</td>
<td>10</td>
<td>10</td>
<td>5</td>
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<tr>
<td>PRIOR EXPERIENCE (10 POINTS)</td>
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<tr>
<td>COST OF ELIGIBLE GOODS AND SERVICES (30 POINTS)</td>
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<td>30</td>
<td>15</td>
<td>15</td>
<td>15</td>
<td>15</td>
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<tr>
<td>COST OF INELIGIBLE SERVICES (20 POINTS)</td>
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<td>20</td>
<td>10</td>
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<td>TOTAL</td>
<td>100</td>
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</table>

VENDOR EVALUATION NOTES:

- **Compatibility**: V1 and V2 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 Aruba platform offered by V1 and V2.
- **Relevant References**: V2, V3, V4, V5, and V6 did not score as well because they could not offer a “turn key” solution.
- **Prior Experience**: V3, V4, V5, and V6 scored low because HCS has no prior experience ordering goods and services. V2 scored low because HCS had somewhat of a negative experience during the 2017 eRate wireless project (Explanation: quoted and delivered wrong switches. Upon arrival of new switches, power cords were missing delaying project deadlines).
- **Cost of Eligible Goods and Services**: Based on provided information no vendor offered more than 60% MSRP. Our rating was scaled based on 30 pts. For 60% discount.
- **Cost of Ineligible Goods and Services**: All non-Aruba platform vendors rated low.