



**Harnett County Schools eRate Mini-Bid Evaluation Form for Category 2  
Wireless Access Points and Cable Installation**

**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- We only need to purchase new hardware to update our current Meru and outdated Aruba Wireless Access Points.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:**

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

**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).

CRITERIA	V1	V2	V3	V4	V5	V6
HARDWARE COMPATIBILITY (15 POINTS)	15	15	10	10	10	10
SUPPORT COMPATIBILITY (15 POINTS)	15	15	10	10	10	10
RELEVANT REFERENCES (10 POINTS)	10	10	5	5	5	5
PRIOR EXPERIENCE (10 POINTS)	10	5	5	5	5	5
COST OF ELIGIBLE GOODS AND SERVICES (30 POINTS)	30	30	15	15	15	15
COST OF INELIGIBLE SERVICES (20 POINTS)	20	20	10	10	10	10
<b>TOTAL</b>	100	95	55	55	55	55

#### 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.