

E-Rate Mini-Bid Evaluation Form – Category 2: Network Switches

Funding Year 2017 - 2018

Introduction: Union Academy plans to utilize Federal E-Rate funding to invest in new network switch infrastructure.

Project Information:

- Union Academy’s current network infrastructure consists entirely of HP branded switches. We are satisfied with the performance of our current HP equipment.
- We plan to re-purpose and continue use of several recently purchased HP switches. Standardization during this upgrade would ensure optimal use of time organizing and executing troubleshooting/support requests.
- Our staff has knowledge and training of HP branded equipment. Our staff has very limited experience with Cisco equipment. None of our staff has experience with Brocade or Meraki branded equipment. It would not be in our best interest to devote time and resources to introducing an all new switch manufacturer.
- We plan to evaluate Korcett’s managed network switch solution, with the most important factor being initial and recurring costs. We have experience with Korcett in providing quotes for managed wireless services.

Identified Vendors:

Vendor ID	Vendor Name	Product Brand Offered
V1	ANC	HP
V2	Korcett Holdings	Dell
V3	IMMIX	Cisco/Meraki

Evaluation Criteria:

Criteria	V1	V2	V3
Cost of Equipment – Initial and/or Recurring (25 Points)	25	15	5
Pricing vs. Availability of Features (20 Points)	18	15	5
Hardware Compatibility (20 Points)	20	10	5
Support Compatibility (15 Points)	10	15	5
Equipment Warranty/Replacement Policy (10 Points)	10	10	10
Prior Vendor Experience (10 Points)	0	5	0
TOTAL (100 Points)	83	70	30

Evaluation Notes:

- V1 scored highest in compatibility due to bidding our existing switch manufacturer. V2 received some points for hardware compatibility due to the possible awarding of a managed wireless service contract.
- V2 offers managed networking services. They scored lower on cost due to recurring management costs. However, support compatibility scored highest due to less support requirements from our staff.
- V3 did not provide bids on non-POE switches. In turn they scored very low on cost and pricing criteria.