ANSON COUNTY SCHOOLS ERATE MINI-BID EVALUATION FORM

CATEGORY 2

**PROJECT INFORMATION:**

* The current Anson County Schools (ACS) network infrastructure is 99% Cisco equipment.
* We only need to purchase new hardware to update our current Cisco switching infrastructure.
* By standardizing on the Cisco platform, we only have one contact to go through for troubleshooting and submitting support requests.

**IDENTIFIED VENDORS:**

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

**EVALUATION CRITERIA (FOR AUGMENTING CURRENT ENVIRONMENT):**

CRITERIA EXPLANATIONS:

* **COMPATIBILITY**: Compatibility with existing Cisco network infrastructure.
* **SUPPORT COMPATIBILITY**: Ability of ACS IT staff to setup, support, and maintain equipment (based on current workloads).
* **PRIOR EXPERIENCE**: ACS 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).

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| --- | --- | --- | --- | --- | --- | --- |
| **CRITERIA** | **V1** | **V2** | **V3** | **V4** | **V5** | **V6** |
| **HARDWARE COMPATIBILTY (15 points)** | 3 | 3 | 3 | 3 | 15 | 3 |
| **SUPPORT COMPATIBILITY (15 points)** | 1 | 1 | 1 | 1 | 15 | 1 |
| **RELEVANT REFERENCES (10 points)** | 5 | 0 | 10 | 10 | 6 | 5 |
| **PRIOR EXPERIENCE (10 points)** | 0 | 0 | 10 | 0 | 10 | 0 |
| **COST OF ELIGIBLE GOODS AND SERVICES (30 points)** | 19 | 21 | 18 | 10 | 30 | 18 |
| **COST OF INELIGIBLE GOODS AND SERVICES (20 points)** | 5 | 5 | 5 | 5 | 20 | 5 |
| **TOTAL (100 points)** | 33 | 30 | 47 | 29 | 96 | 32 |

VENDOR EVALUATION NOTES:

* **COMPATIBILITY**: 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 knowledgeable and utilizes contracted support for Cisco platform offered by V5 only.
* **RELAVENT 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 ACS has no prior experience ordering goods and services except for V3 and V5.
* **COST OF ELIGIBLE GOODS AND SERVICES**: The only Cisco vendor rated the highest points due to being the lowest cost to add to our current infrastructure.
* **COST OF INELIGIBLE GOODS AND SERVICES:** All non-Cisco platform vendors rated low.