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.