

Wireless Solutions- Proposal Evaluations

Ten vendors submitted proposals representing five manufacturer brands.

Criteria used in evaluating proposals included:

Manufacturer Solution (60 pts possible)

Manufacturer (OEM) Company Strength and Viability (15 points)

Solution's Architecture and Technology (15 points)

Solution's System Requirements and Capabilities (15 points)

Proof of Concept trial findings (15 points)

After evaluating manufacturer solutions and conducting pilots, two solutions were determined as best aligned overall with District needs.

Seven vendors proposing those two solutions, and pricing were then evaluated.

Vendor and Pricing (40 pts possible)

Vendor Company Information (15 points)

Pricing and Costs (25 points)

<u>Total Points</u> <u>(100 possible)</u>	<u>Manufacturer, APs,</u> <u>Maintenance term</u>	<u>Vendor</u>	<u>Estimated cost as</u> <u>proposed</u>
85	Ruckus- R700, 5 yr	ETS	\$660,558.27
83	Meraki- MR32, 5 yr	AOS	\$680,280.00
82	Ruckus- R700, 5 yr	Aercor	\$740,809.31
81	Ruckus- R700, 5 yr	ByteSpeed	\$674,558.27
81	Meraki- MR34, 5 yr	AOS	\$993,480.00
79	Meraki- MR32, 5yr	Marco	\$743,540.50
62	Meraki- MR34, 5 yr	EmbarkIT	\$1,056,479.50

Other Proposals Evaluated

Manufacturer, APs, Maintenance term

Ruckus- R700, 3 yr

Ruckus- R600, 3 yr and 5 yr

Aruba- 205/225, 3 yr and 5 yr

Aerohive- 230/390, 3 yr and 5 yr

Extreme- 3805i/3825i, 3 yr

Aruba- Instant AP 205/225, 5 yr

Vendors

Aercor, ByteSpeed, ETS

Aercor, ByteSpeed, ETS,

Combined Systems Technology

McGladrey

Choice Solutions

Communication Innovators

McGladrey

Ruckus is located in Sunnyvale, CA.

ETS (formerly known as Erb's) is located in Cedar Rapids, IA.