

RFP P19-02, Data Cabling Low Voltage Services

P19-02, Data Cabling Non-Cost Evaluation Max Points Available: 60	BCI	Customer First Communications	Tech Optics	CommSouth Group	Innovative Services
Criteria / Points Available					
Contractor Qualifications - Criteria 1-4 (Contractor Questionnaire, References, Experience & Staffing) Points Available:60	Excellent - 100%	Very Good - 90%	Excellent - 100%	Very Good - 90%	Marginal - 50%
Scoring Notes		Limited K12 experience		Limited K12 experience	No K12 experience, only 3 permanent employees, 2 week lead times for starting jobs.
Total Score Points Available:	60.00	54.00	60.00	54.00	30.00
Notes: Vendors must achieve a minimum of 70% of the available non- cost points to be considered for cost evaluation. Non-Cost Determined Utilizing Scoring Matrix Relative to Points Available: Excellent=100%, Very Good= 90%, Good=80%, Adequate=70%, Marginal=50%, Poor=25%, Unacceptable=0%					Vendor was not selected for cost evaluation as they did not score a minimum of 70% of the available non-cost points.

P19-02, Data Cabling Cost Evaluation (3.7i) Line Item Pricing (Per drop)	CommSouth group	Customer First Communications	BCI Inc.	Tech Optics
Line Item Pricing Per Drop Option One: CAT6A Bonded				
Line Item Description				
Cost For 1 Drop To One Location Not To Exceed 328 Ft	\$237.50	\$361.15	\$525.00	\$275.52
Cost For 2 Drops To One Location Not To Exceed 328 Ft	\$465.35	\$667.30	\$800.00	\$496.04
Cost For 3 Drops To One Location Not To Exceed 328 Ft	\$683.60	\$973.46	\$1,075.00	\$726.56
Cost For 4 Drops To One Location Not To Exceed 328 Ft	\$901.80	\$1,279.61	\$1,350.00	\$952.08
Cost For 5 Drops To One Location Not To Exceed 328 Ft	\$1,120.00	\$1,585.76	\$1,625.00	\$1,202.60
Cost For 6 Drops To One Location Not To Exceed 328 Ft	\$1,338.25	\$1,891.91	\$1,900.00	\$1,403.12
Applicable Metal Raceway	Forty-Five dollars per 10' section	\$1,257.40	\$150.00	\$58.14

Line Item Pricing Per Drop Option Two: CAT6+ Non-Bonded				
Line Item Description				
Cost For 1 Drop To One Location Not To Exceed 328 Ft	\$156.10	\$229.82	\$350.00	\$152.10
Cost For 2 Drops To One Location Not To Exceed 328 Ft	\$302.60	\$404.64	\$505.00	\$249.20
Cost For 3 Drops To One Location Not To Exceed 328 Ft	\$439.45	\$579.47	\$660.00	\$326.30
Cost For 4 Drops To One Location Not To Exceed 328 Ft	\$576.30	\$754.29	\$815.00	\$413.40
Cost For 5 Drops To One Location Not To Exceed 328 Ft	\$713.15	\$929.11	\$970.00	\$573.00
Cost For 6 Drops To One Location Not To Exceed 328 Ft	\$850.00	\$1,103.93	\$1,125.00	\$662.60
Applicable Metal Raceway	Forty-Five dollars per 10' section	\$1,247.40	\$150.00	\$58.14

P19-02, Data Cabling Cost Evaluation (3.7i) Line Item Pricing (Per drop)	CommSouth group	Customer First Communications	BCI Inc.	Tech Optics
Time and Material Cost (Section 3.7ii of the Special Terms and Conditions)				
Lead Tech Labor Rate	\$41.50 - Normal \$60.00 - Overtime	\$85.00 - Normal \$127.50.00 - Overtime	\$50.00 - Normal \$70.00 - Overtime	\$52.00 - Normal \$52.00 - Overtime
Helper Labor Rate	\$34.50 - Normal \$90.00 - Overtime	\$65.00 - Normal \$97.50 - Overtime	\$40.00 - Normal \$55.00 Overtime	\$38.00 - Normal \$38.00 - Overtime
Other	N/A	N/A	N/A	N/A
Percentage Mark-up For Parts	15%	10%	15%	10%
Percentage Mark-up For Rental Equipment	5%	5%	15%	10%

P17-04, Data Cabling Cost Evaluation Points Avail: 40	Tech Optics	CommSouth	Customer First	BCI
Per Drop Build Out Cost (See Build-out costing tab for sample job) Estimated 75% of Work= Points Available				
Total Cat 6a and 6+ (See Line Item Build Out Tab)	24.11	22.78	16.36	14.21
Total Points Available: 25				
Time and Material Build Out Cost (See Build-out costing tab for sample job) Estimated 25% of Work= Points Available				
Time and Material (See T&M Build Out Tab)	14.36	15.00	11.10	14.36
Points Available: 15				
Total Cost Points Points Available: 40	38.47	37.78	27.46	28.57
Notes: See Separate Tabs for Line Item Build Out and T&M Build Out			Note: Innovative Services Not Evaluated	
<p>Important Note Regarding Cost: Cost points reflected in the Cost Evaluation are limited to the models selected as "typical" for work to be performed and is not intended to encompass all possible scenarios. It should be noted that many of the cost components vary in that "Vendor A" may be low on one type of drop, but not on another and/or "Vendor B" may be low on T&M, but not on another area. Therefore, cost is not linear or even proportionate. As a result, FCS Tech Services shall evaluate which of the pooled Vendors best meet any particular work, on a case-by-case basis. Furthermore, as the RFP details, Cost may not be the primary criteria used when selecting which vendor to use for a particular job and holds sole discretion on the selection of Vendor as long as they come from this pool and are utilized under the pricing, terms and conditions of RFP P19-02</p>				

P19-02, Data Cabling Cost Evaluation Line Item Build-Out	Cost Per Drop Required	# of Particular Drop Configuration per Room	# of Room Types	Total Per Room Type (s)	Costs Points Evaluation (75% of Work Estimated or 18.75 Points of 25 Cost Points Available with the 25 points being broken down between 6A and 6+) Note: Cost Evaluation: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score.)	Total Line Item Points (25 Available)
CAT6a Cost Breakdown (15 of the 25 Cost Points Allocated for Cost Evaluation Purposes)						Cat 6a Points = Cat 6+ Points
BCI						
Standard Classroom 1 Location/2 Drops/3 Times	\$800.00	3	6	\$14,400.00	15828.20/25725.00=.61x15= 9.23 Points	14.21
Lab 1 Location/4Drops/8X	\$1,350.00	8	1	\$10,800.00		
Workroom 1 Location/1 Drop	\$525.00	1	1	\$525.00		
Total Job				\$25,725.00		
CommSouth Group						
Standard Classroom 1 Location/2 Drops/3 Times	\$465.35	3	6	\$8,376.30	Low Cost = 15 Points	22.78
Lab 1 Location/4Drops/8X	\$901.80	8	1	\$7,214.40		
Workroom 1 Location/1 Drop	\$237.50	1	1	\$237.50		
Total Job				\$15,828.20		
Customer First Communications						
Standard Classroom 1 Location/2 Drops/3 Times	\$667.30	3	6	\$12,011.40	15828.20/22606.43=.70x15= 10.50 Points	16.36
Lab 1 Location/4Drops/8X	\$1,279.61	8	1	\$10,236.88		
Workroom 1 Location/1 Drop	\$361.15	1	1	\$361.15		
Total Job				\$22,609.43		

Tech Optics						
Standard Classroom 1 Location/2 Drops/3 Times	\$496.04	3	6	\$8,928.72	15828.20/16820.88=0.94x15= 14.11 Points	24.11
Lab 1 Location/4Drops/8X	\$952.08	8	1	\$7,616.64		
Workroom 1 Location/1 Drop	\$275.52	1	1	\$275.52		
Total Job				\$16,820.88		
CAT6+ Cost Breakdown (10 of the 25 Cost Points Allocated for Cost Evaluation Purposes)						
BCI						
Standard Classroom 1 Location/2 Drops/3 Times	\$505.00	3	6	\$9,090.00	7944.90/15960.00= 0.50x10=4.98	
Lab 1 Location/4Drops/8X	\$815.00	8	1	\$6,520.00		
Workroom 1 Location/1 Drop	\$350.00	1	1	\$350.00		
Total Job				\$15,960.00		
CommSouth Group						
Standard Classroom 1 Location/2 Drops/3 Times	\$302.60	3	6	\$5,446.80	7944.90/10213.30=0.78x10= 7.78	
Lab 1 Location/4Drops/8X	\$576.30	8	1	\$4,610.40		
Workroom 1 Location/1 Drop	\$156.10	1	1	\$156.10		
Total Job				\$10,213.30		
Customer First Communications						
Standard Classroom 1 Location/2 Drops/3 Times	\$404.64	3	6	\$7,283.52	7944.90/13547.66=0.59x10=5.86 Points	
Lab 1 Location/4Drops/8X	\$754.29	8	1	\$6,034.32		
Workroom 1 Location/1 Drop	\$229.82	1	1	\$229.82		
Total Job				\$13,547.66		

Tech Optics						
Standard Classroom 1 Location/2 Drops/3 Times	\$249.20	3	6	\$4,485.60	Low Cost = 10 Points	
Lab 1 Location/4Drops/8X	\$413.40	8	1	\$3,307.20		
Workroom 1 Location/1 Drop	\$152.10	1	1	\$152.10		
Total Job				\$7,944.90		

P19-04, Data Cabling Cost Evaluation (3.7ii) Time and Material Points Available: 15			
BCI	Hours/Amount (Hours for Labor, Amount for Total Parts Cost)	Rate	Total
Lead Tech	24	\$50.00	\$1,200.00
Helper	24	\$40.00	\$960.00
Parts	2500	1.10	\$2,750.00
Total BCI			\$4,910.00
Costs Points Evaluation (15 Points of 40 Cost Points Available) Note: Cost Evaluation: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score.)	$4699/4910=0.96 \times 15=14.36 \text{ Points}$		

	CommSouth	Hours/Amount (Hours for Labor, Amount for Total Parts Cost)	Rate	Total	
	Lead Tech	24	\$41.50	\$996.00	
	Helper	24	\$34.50	\$828.00	
	Parts	2500	\$1.15	\$2,875.00	
	Total CommSouth			\$4,699.00	
	Low Cost = 15 Points				

Customer First	Hours/Amount (Hours for Labor, Amount for Total Parts Cost)	Rate	Total	
Lead Tech	24	\$85.00	\$2,040.00	
Helper	24	\$65.00	\$1,560.00	
Parts	2500	\$1.10	\$2,750.00	
Total Customer1st			\$6,350.00	
4699/6350=0.74x15= 11.10				

Tech Optics	Hours/Amount (Hours for Labor, Amount for Total Parts Cost)	Rate	Total	
Lead Tech	24	\$52.00	\$1,248.00	
Helper	24	\$38.00	\$912.00	
Parts	2500	\$1.10	\$2,750.00	
Total Tech Optics			\$4,910.00	
4699/4910=0.96x15= 14.36 Points				

P19-02, Data Cabling Award Summary Max Points Available: 100	Tech Optics	CommSouth	BCI	Customer First	Innovative Services
Criteria / Points Available					
Non Cost: 60 Points Available (See Non-Cost Tab For Breakdown)	60.00	54.00	60.00	54.00	30.00
Cost: 40 Points Available (See Cost Evaluation Tab(s)For Breakdown)	38.47	37.78	28.57	24.46	Cost was not evaluated as vendor did not have a minimum of 70% of the available non-cost points needed to move on to the cost evaluation stage.
TOTAL	98.47	91.78	88.57	78.46	N/A
Notes	Awarded Contract Under P19-02	Awarded Contract Under P19-02	Awarded Contract Under P19-02	Awarded Contract Under P19-02	Non Award