

RFP P22-19 Access Points & Switches Non-Cost Specifications Max Points Available: 50		Lockstep / Extreme As Specified	Lockstep / Extreme Alternate	PCS / Fortinet	SureLock / Juniper	Howard / Alcatel	Anexinet / Aruba
Criteria / Points Available	Points						
Technical Requirements & Scope of Work (Technical Proposal) (3.0 Special T&C) Points Available: 35	35	Excellent - 100%	Excellent - 100%	Poor - 25% (8.75) - Deficient or does not meet all the requirements in the technical evaluation to include shortest path bridging, multicast without rendezvous points and layer 2 extendable to edge without layer 3.	Poor - 25% (8.75) - Deficient or does not meet all the requirements in the technical evaluation to include shortest path bridging, multicast without rendezvous points and layer 2 extendable to edge without layer 3.	Poor - 25% (8.75) - Deficient or does not meet all the requirements in the technical evaluation to include shortest path bridging, multicast without rendezvous points and layer 2 extendable to edge without layer 3.	Poor - 25% (8.75) - Deficient or does not meet all the requirements in the technical evaluation to include shortest path bridging, multicast without rendezvous points and layer 2 extendable to edge without layer 3.
Warranty, Software & Support Requirements & Capabilities Points Available: 5	5	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%
Vendor Profile (Vendor Questionnaire, & Company History) Points Available: 5	5	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%
Erate Capabilities & Guarantee (2.10 Special T&C) Points Available: 5	5	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%
Total Points	50	50	50	23.75	23.75	23.75	23.75
Notes: 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%							

RFP P22-19 Access Points & Switches Cost
Max Points Available: 50

Network Switches WAPS (Less Optics)	Total Cost Combined Line Items	Points
SureLock / Juniper	\$8,256,278.00	50
Lockstep / Extreme Alternate	\$9,890,972.75	41.74
Lockstep / Extreme As Specified	\$13,703,406.03	30.1
PCS / Fortinet	\$10,773,446.85	38.32
Howard / Alcatel	\$19,223,018.00	21.5
Anexinet / Aruba	N/A	No points were awarded as FCS was looking for total solution under RFP P22-19. Anexinet did not provide pricing on switches as requested.

RFP P22-19 Access Points & Switches - Summary of Final Award							
		Lockstep / Extreme Alternate	Lockstep / Extreme As Specified	SureLock / Juniper	PCS / Fortinet	Howard / Alcatel	Anexinet / Aruba
	Non- Cost Points (50 Available)	50	50	23.75	23.75	23.75	23.75
	Cost Points (50 Available)	41.74	30.1	50	38.32	21.5	N/A
	Total	91.74	80.1	73.75	62.07	45.25	23.75