

E-Rate Bid Evaluation Matrix
Funding Year

2021

Page **1** of **1**

District Name
Bid # (if applicable)
Form 470#

ESCALON UNIFIED SCHOOL DIST
RFP NO. ESC2021-02
210004062

Bid Due Date and Time **December 17, 2020 at 2:00pm**
Allowable Contract Date **12/10/2020**

District is seeking please refer to the attached DISTRICT NETWORK EQUIPMENT AND WIRELESS UPGRADES RFP NO. ESC2021-02, All RFP inquiries are due in writing by 11/30/2020 to the attention of Luke Childs via email at lchilds@escalonusd.org. Proposals are due 12/17/2020, no later and must be submitted to the attention of Luke Childs, Director of Technology, at 1520 Yosemite Ave., Escalon, CA 95320. Please note that while the District is seeking a one-time capital investment in infrastructure, if a service provider's solution contains some elements of the service types "Basic Maintenance of Internal Connections" (BMIC) and/or "Managed Internal Broadband Services" (MIBS) as defined by the manufacturer and the 2021 Eligible Services list, the District will evaluate these proposals as long as they meet the RFP requirements. The District is not soliciting separate bids for BMIC or MIBS as stand-alone solutions.

Project or Service Description

Directions:

- Enter your Service Provider Name and E-rate eligible cost in order from lowest to highest.
- Each criteria has a Criteria Weight. Vendors are assigned points on how well they meet each factor, but cannot be assigned raw scores higher than the total number of responders.
- The entries for all factors are then totaled for each vendor. The winning bidder is the one with the highest score.
- The cost of E-Rate eligible services must be weighted most heavily to be in compliance with FCC rules.
- If NO bids are received, then indicate NO bids received under Winning Bidder and sign and date matrix.
- Keep this evaluation and all bids (winning and losing) in your permanent E-rate records.

of Responders: **3**

3 is the best possible score

Service Provider Name:
E-rate Eligible Cost:
E-rate Ineligible Costs:
Total Cost:

AMS.net	Gigakom	TechStrata	SP#4	SP#5
\$142,928.03	\$165,117.40	\$159,301.78		
		\$18,000.00		
\$142,928.03	\$165,117.40	\$177,301.78	\$0.00	\$0.00
Lowest				Highest

Selection Criteria	Criteria Weight*
Eligible Price/Charges	50
Non-eligible Price/Charges	10
District Experience	10
References	5
Ability to deliver service in desired time frame	5
Vendor qualifications/certifications	10
Proposal Quality	10
	100

Score	Score	Score	Score	Score
3	2.596843761	2.691646572	#DIV/0!	#DIV/0!
3	3	1		
2	0	0		
3	2	2		
3	3	3		
3	3	3		
3	2	2		

Overall Score	
Service Provider	Score
AMS.net	97
Gigakom	78
TechStrata	73
SP#4	#DIV/0!
SP#5	#DIV/0!

Comments:
Cost allocated only 25% of labor for TechStrata as eligible

Vendor Selected: **AMS.net**

Approved By:

Signature

Kristin Tiger

Print Name

CBO

Title

Date:

VENDOR 1 - AMS.net

Description	SKU	QTY	Cost Per Unit	E-rate Eligibility	Ext. Cost	Total Cost	Total Eligible Cost	Total Ineligible Cost
Ruckus ZoneFlex R720 WAP (+ ceiling-mount installation) or equivalent	901-R720-US00	41	\$ 582,750	100.00%	\$ 23,892.75	\$ 23,892.75	\$ 23,892.75	\$ -
Ruckus 3YR SLED Premium AP Support or equivalent	S41-0001-3LSG (included in cost)	41			\$ -	\$ -	\$ -	\$ -
Ruckus SZ100 AP LIC Upgrade or equivalent	L09-0001-SG00	41	\$ 61,200	100.00%	\$ 2,509.20	\$ 2,509.20	\$ 2,509.20	\$ -
Securing Mounting Bracket for R720	902-0120-0000	41	\$ 11,350	100.00%	\$ 461.25	\$ 461.25	\$ 461.25	\$ -
Aruba 5406R 44GT PoE+ & 4-port SFP+ (no PSU) v3 z12 Switch or equivalent	J1003A	3	\$ 3,822,000	100.00%	\$ 11,466.00	\$ 11,466.00	\$ 11,466.00	\$ -
Aruba 5400R z12 Mgmt Module or equivalent	J9827A	6	\$ 1,050,000	100.00%	\$ 6,300.00	\$ 6,300.00	\$ 6,300.00	\$ -
Aruba 5400R 1100W PoE+ z12 PSU or equivalent	J9829A	11	\$ 516,000	100.00%	\$ 5,676.00	\$ 5,676.00	\$ 5,676.00	\$ -
Aruba 24-port 10/100/1000 BASE-T PoE+ MACsec v3 z12 Module or equivalent	J9986A	20	\$ 1,512,000	100.00%	\$ 30,240.00	\$ 30,240.00	\$ 30,240.00	\$ -
Aruba 10G SFP+ LC SR 300m MMF XCVR or equivalent	J9150D	48	\$ 416,000	100.00%	\$ 19,968.00	\$ 19,968.00	\$ 19,968.00	\$ -
SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS or equivalent	SU2200RTX1ZUN	7	\$ 1,309,280	100.00%	\$ 9,164.96	\$ 9,164.96	\$ 9,164.96	\$ -
1.4kW Single-Phase Switched Automatic Transfer Switch PDU	PDUJH1SATNET	7	\$ 466,840	100.00%	\$ 3,267.88	\$ 3,267.88	\$ 3,267.88	\$ -
2-Post Rackmount/Wall Mount Install Kit	2POSTRKTWTV	7	\$ 58,730	100.00%	\$ 411.11	\$ 411.11	\$ 411.11	\$ -
Arrow Wire & Cable 5ft Cat6 Blue or equivalent	8686SL-5-6	455	\$ 2,060	100.00%	\$ 937.30	\$ 937.30	\$ 937.30	\$ -
Arrow Wire & Cable 5ft Cat6A Orange or equivalent	8686ASL-5-3	125	\$ 2,880	100.00%	\$ 360.00	\$ 360.00	\$ 360.00	\$ -
Panduit 2M 50/125 OM3 MM LC-LC fiber cables - Aqua or equivalent	FX2ERLINNSNM002	46	\$ 28,630	100.00%	\$ 1,316.98	\$ 1,316.98	\$ 1,316.98	\$ -
Aruba 3810M 48G PoE+ 1-slot Switch or equivalent	J1074A	1	\$ 2,990,000	100.00%	\$ 2,990.00	\$ 2,990.00	\$ 2,990.00	\$ -
Aruba 3810M 4SFP+ Module or equivalent	J1083A	1	\$ 530,000	100.00%	\$ 530.00	\$ 530.00	\$ 530.00	\$ -
Aruba X372 54VDC 1050W 1:0-240VAC PSU or equivalent	J1086A	2	\$ 479,600	100.00%	\$ 959.20	\$ 959.20	\$ 959.20	\$ -
Aruba 5406R 16-port SFP+ (no PSU) v3 z12 Switch - managed - 16 ports or equivalent	J1095A	2	\$ 4,032,000	100.00%	\$ 8,064.00	\$ 8,064.00	\$ 8,064.00	\$ -
Aruba 10G SFP+ LC/LR (10km) SMF XCVR or equivalent	J9151E	2	\$ 1,172,000	100.00%	\$ 2,344.00	\$ 2,344.00	\$ 2,344.00	\$ -
Panduit 2M 9/125 OS2 SM LC-LC Fiber Cable - Yellow or equivalent	F92ERLINNSNM002	2	\$ 33,500	100.00%	\$ 67.00	\$ 67.00	\$ 67.00	\$ -
Misc Fees					\$ -	\$ -	\$ -	\$ -
Subtotal		909	\$ 19,076.72		\$ 130,925.63	\$ 130,925.63	\$ 130,925.63	\$ -
Estimated Taxes		7.75%			\$ -	\$ -	\$ -	\$ -
Shipping					\$ -	\$ -	\$ -	\$ -
Labor					\$ -	\$ -	\$ -	\$ -
Total Cost		41	\$ 50.00	100	\$ 2,050.00	\$ 2,050.00	\$ 2,050.00	\$ -
					\$ 132,975.63	\$ 132,975.63	\$ 143,122.37	\$ -

Tax calculation differs by 194.34

Shipping and Labor should be cost allocated between eligible and ineligible costs accordingly.

VENDOR 2 - Gigamon

Description	SKU	QTY	Cost Per Unit	E-rate Eligibility	Ext. Cost	Total Cost	Total Eligible Cost	Total Ineligible Cost
Ruckus ZoneFlex R720 WAP (+ ceiling-mount installation) or equivalent	901-R720-US00	41	\$ 671,930	100.00%	\$ 27,549.13	\$ 27,549.13	\$ 27,549.13	\$ -
Ruckus 3YR SLED Premium AP Support or equivalent	S41-0001-3LSG	41			\$ -	\$ -	\$ -	\$ -
Ruckus SZ100 AP LIC Upgrade or equivalent	L09-0001-SG00	41	\$ 19,290	100.00%	\$ 790.89	\$ 790.89	\$ 790.89	\$ -
Securing Mounting Bracket for R720	902-0120-0000	41	\$ 51,760	100.00%	\$ 2,122.16	\$ 2,122.16	\$ 2,122.16	\$ -
Aruba 5406R 44GT PoE+ & 4-port SFP+ (no PSU) v3 z12 Switch or equivalent	J1003A	3	\$ 13,200	100.00%	\$ 541.20	\$ 541.20	\$ 541.20	\$ -
Aruba 5400R z12 Mgmt Module or equivalent	J9827A	6	\$ 4,805,660	100.00%	\$ 14,416.98	\$ 14,416.98	\$ 14,416.98	\$ -
Aruba 5400R 1100W PoE+ z12 PSU or equivalent	J9829A	11	\$ 1,320,230	100.00%	\$ 7,921.38	\$ 7,921.38	\$ 7,921.38	\$ -
Aruba 24-port 10/100/1000 BASE-T PoE+ MACsec v3 z12 Module or equivalent	J9986A	20	\$ 652,130	100.00%	\$ 7,173.43	\$ 7,173.43	\$ 7,173.43	\$ -
Aruba 10G SFP+ LC SR 300m MMF XCVR or equivalent	J9150D	48	\$ 1,901,150	100.00%	\$ 38,023.00	\$ 38,023.00	\$ 38,023.00	\$ -
		48	\$ 367,580	100.00%	\$ 17,643.84	\$ 17,643.84	\$ 17,643.84	\$ -

SmartOnline 120V 2.2kVA 1.6kW Double-Conversion UPS or equivalent		5U2ZD00T1X2JUN	7	\$	1,147.000	100.00%	\$	8,029.00	\$	8,029.00	\$	8,029.00	\$	-
1.4kW Single-Phase Switched Automatic Transfer Switch PDU		PDUWH1SATNET	7	\$	844.070	100.00%	\$	5,908.49	\$	5,908.49	\$	5,908.49	\$	-
2-Post Rackmount/Wall Mount Install Kit		2P05TRAKMT1WM	7	\$	52.310	100.00%	\$	366.17	\$	366.17	\$	366.17	\$	-
Arrow Wire & Cable 5ft Cat6 Blue or equivalent		86B6SL-5-6	455	\$	1.510	100.00%	\$	687.05	\$	687.05	\$	687.05	\$	-
Arrow Wire & Cable 5ft Cat6A Orange or equivalent		86B6ASL-5-3	125	\$	3.950	100.00%	\$	493.75	\$	493.75	\$	493.75	\$	-
Panduit 2M 50/125 OM3 MM LC-LC fiber cables - Aqua or equivalent		PXZERININSNM002	46	\$	29.250	100.00%	\$	1,345.50	\$	1,345.50	\$	1,345.50	\$	-
Aruba 3810M 48G PoE+ 1-slot Switch or equivalent		IL074A	1	\$	3,759.530	100.00%	\$	3,759.53	\$	3,759.53	\$	3,759.53	\$	-
Aruba 3810M 45FP+ Module or equivalent		IL083A	1	\$	669.820	100.00%	\$	669.82	\$	669.82	\$	669.82	\$	-
Aruba X372 54VDC 1050W 110-240VAC PSU or equivalent		IL086A	2	\$	421.920	100.00%	\$	843.84	\$	843.84	\$	843.84	\$	-
Aruba 5406R 16-port SFP+ (no PSU) v3 2x Switch managed - 16 ports or equivalent		IL095A	2	\$	5,069.710	100.00%	\$	10,139.42	\$	10,139.42	\$	10,139.42	\$	-
Aruba 10G SFP+ LC/LR (10km) SMF XCVR or equivalent		IL9151E	2	\$	1,003.150	100.00%	\$	2,006.30	\$	2,006.30	\$	2,006.30	\$	-
Panduit 2M 9/125 OS2 SM LC-LC Fiber Cable - Yellow or equivalent		F92ERININSNM002	2	\$	31.900	100.00%	\$	63.80	\$	63.80	\$	63.80	\$	-
Misc Fees			0	\$	-	-	\$	150,494.68	\$	150,494.68	\$	-	\$	-
Subtotal			7	\$	175.00	100%	\$	175.00	\$	175.00	\$	175.00	\$	-
Estimated Taxes				\$	3,012.07	100%	\$	3,012.07	\$	3,012.07	\$	3,012.07	\$	-
Shipping														-
Labor														-
Total Cost							\$	153,681.75	\$	153,681.75	\$	3,187.07	\$	-
Tax calculation differs by 225.85														
Shipping and Labor should be cost allocated between eligible and ineligible costs accordingly.														

VENDOR 3 - TechStrata														
Description	SKU	QTY	Cost Per Unit	E-rate Eligibility	Ext. Cost	Total Cost	Total Eligible Cost	Total Ineligible Cost						
ExtremeCloud IQ Indoor Tri Radio Wi-Fi 6 AP 2.4 GHz 5GHz & Sensor w/Dual 5GHz & Multirate Port Integrated Light Power Sensors BLE/Zigbee iW/L Green Mode INT Antennas 1-Bar incl Mt	AP410C-FCC	41	\$ 299.700	100.00%	\$ 12,287.70	\$ 12,287.70	\$ 12,287.70	\$						
ExtremeCloud IQ Pilot: Tier O CLOUD RTU License and EW TAC 3Yr (US K-12)	KCICQ-PTO-C- EW-3YR-K12	41	\$ 175.000	100.00%	\$ 7,175.00	\$ 7,175.00	\$ 7,175.00	\$						
Secure Bracket Wall Mount Supported on AP410C	AP-ACC-BKT - AX-WL	41	\$ 9.000	100.00%	\$ 369.00	\$ 369.00	\$ 369.00	\$						
2 StackingIOSFP28 1 Unpopulated VM Slot Includes 2 Fan Modules 2 Unpopulated Modular EX5520 350W AC Power Supply Module - Front to Back Airflow	5520-24X	2	\$ 3,898.500	100.00%	\$ 7,797.00	\$ 7,797.00	\$ 7,797.00	\$						
Perpetual MACsec License for the 5000 Series Power Cord 1SA USA NEMA 5-15 C15	10953	4	\$ 229.800	100.00%	\$ 919.20	\$ 919.20	\$ 919.20	\$						
ExtremeSwitching 5520 24/10/100/100GBASET FDXH-DX 802 3rd 90W PoE 2 StackingIOSFP28 1 Unpopulated VM Slot MACsec Capable Includes 3 Fan Modules 2 Unpopulated Modular PSU Slots (Includes 1 Year XIG P1)	5520-24W	20	\$ 1,678.500	100.00%	\$ 33,570.00	\$ 33,570.00	\$ 33,570.00	\$						
71SW AC Power Supply Module - Front to Back Airflow	10951	4	\$ 327.600	100.00%	\$ 1,310.40	\$ 1,310.40	\$ 1,310.40	\$						
Q 5m OSFP Plus Passive Copper Cable	10311	24	\$ 91.500	100.00%	\$ 2,196.00	\$ 2,196.00	\$ 2,196.00	\$						
ExtremeSwitching 5520 48/10/100/100GBASET FDXH-DX 802 3rd	5520-48W	4	\$ 2,608.500	100.00%	\$ 10,434.00	\$ 10,434.00	\$ 10,434.00	\$						
ExtremeCloud IQ Pilot 5500 Tier O for 3Yr Cloud Subscription with ExtremeWorks TAC OS (US K-12)	KCICQ-PT055- C-EW-3YK12	26	\$ 684.000	100.00%	\$ 17,784.00	\$ 17,784.00	\$ 17,784.00	\$						
P90-2000 Xtreme Power P90 Series	90000907	7	\$ 1,200.000	100.00%	\$ 8,400.00	\$ 8,400.00	\$ 8,400.00	\$						
2000VAT1500W Gmina UPS 2U 120VAC	90000741	7	\$ 250.000	100.00%	\$ 1,750.00	\$ 1,750.00	\$ 1,750.00	\$						
SNMP-2P3 Mini SNMP Card														
SPD-0815 Xtreme Power XPOU Series Switched Power PDU with C14 Power Inlet with Removeable 5-15P to C13 Power cord (B) 5-15/20R Output. replaces each independently Power Controlled via included SN	90000461	7	\$ 650.000	100.00%	\$ 4,550.00	\$ 4,550.00	\$ 4,550.00	\$						
XPC-2PRAIL 2-Post Rail Kit	90000406	7	\$ 80.000	100.00%	\$ 560.00	\$ 560.00	\$ 560.00	\$						
5ft (1.5m) Cat6 Non-shielded (UTP) PVC CM Ethernet Network Patch Cable, Blue	9696SL-5-6	455	\$ 3.500	100.00%	\$ 1,592.50	\$ 1,592.50	\$ 1,592.50	\$						
5ft (1.5m) Cat6 Shielded (STP) PVC CM Ethernet Network Patch Cable, Yellow	9696SL-5-3	125	\$ 3.500	100.00%	\$ 437.50	\$ 437.50	\$ 437.50	\$						

	46	\$	7,500	100.00%	\$	345.00	\$	345.00	\$	345.00	\$
FS-MM-2M-LC Multimode PVC (OFNR) 20mm Fiber Optic Patch											
2m (7ft) LC UPC to LC UPC Duplex OM3	2	\$	8,500	100.00%	\$	17.00	\$	17.00	\$	17.00	\$
Bulkmode PVC (OFNR) 20mm Fiber module	2	\$	250,000	100.00%	\$	500.00	\$	500.00	\$	500.00	\$
Extreme Networks SFP+ LQ/LR (10km) SFP+											
Extreme Networks SFP+ LQ/SR (300m) MMF SFP+	48	\$	85,000	100.00%	\$	4,080.00	\$	4,080.00	\$	4,080.00	\$
Misc Fees		\$	-		\$	-	\$	-	\$	-	\$
Subtotal	0	\$	-		\$	143,382.10	\$	143,382.10	\$	143,382.10	\$
Estimated Taxes	7.75%	\$	1,150.00	100%	\$	1,150.00	\$	1,150.00	\$	1,150.00	\$
Shipping		\$	24,000.00		\$	24,000.00	\$	24,000.00	\$	24,000.00	\$
Labor					\$	168,532.10	\$	168,532.10	\$	161,644.21	\$
Total Cost					\$	168,532.10	\$	168,532.10	\$	161,644.21	\$

Tax calculation differs by 2342.43???

Only calculated 25% of labor as eligible

18,000.00