

West Ada School District- Elementary Wireless RFP Evaluation

April 17, 2017

Executive Summary

The West Ada School District released a Request for Proposal (RFP) in November of 2016 for wireless access point upgrades to all the district's elementary schools. To ensure potential vendors had an opportunity to assess the wireless network infrastructure at each building and ask questions about the project, a walkthrough of a representative number of elementary buildings occurred on December 1, 2016. The district received and opened responses on January 13, 2017. Table 1, below, contains a summary of the vendors, their products, and associated costs as originally proposed.

Table 1

Bidder	Proposed Manufacturer	Total Cost
CompuNet	Cisco	\$689,636.20
CorePC 1 *	Ubiquiti	\$464,931.00
CorePC 2	Ubiquiti	\$648,141.00
Micro K12	Ruckus	\$840,897.02
Structured	Extreme	\$786,517.76
Tek- Hut	Aerohive	\$469,145.00

The RFP outlines the criteria by which each response was evaluated. This RFP will also be eligible for approximately a fifty percent (50%) reimbursement through the Federal E-Rate program, which mandates the "pricing of goods and services" be the most highly weighted evaluation criteria. The following criteria and associated point values were used for the evaluation of the Elementary Wireless RFP.

Table 2

Criteria	Point Value
Pricing of eligible goods and services	25
Compatibility with District's existing infrastructure	20
Proposer qualifications/Understanding of Need/Experience including certifications	20
Price of ineligible goods and services	15
Past experience with Proposer	10
References	10
Maximum Possible Points	100

The Elementary Wireless RFP allowed vendors to propose a wireless solution that would best meet the needs of the district as outlined in the technical requirements of the specification. An analysis of responses for any technical solution must also include an assessment of the proposed solutions viability. For the West Ada School District, this assessment includes ensuring "Enterprise Class" products and vendors that have the capabilities to support a large organization.

"Enterprise Class" products offer the scalability, reliability, security, manageability, and flexibility to support all fifty-four (54) sites in the district from a central location with limited staff. When evaluating vendors, the District assesses the vendor's proximity, experience, size (both in staffing and financial viability), references and time in business.

It is important to note that during the evaluation process the wireless access point submitted by Core PC Response # 1, was determined to not meet the published bid criteria and was eliminated from consideration.

Summary

Evaluation of individual responses was a difficult and time-consuming process. The evaluation team consisted of Eric Frost (Network Engineer), Jared Desjarlais (Network Administrator), and Devan DeLashmutt (Chief Technology Officer). The pricing evaluation was broken down by the categories of services offered and then further broken down into the cost per access point. Analysis of the other non-pricing categories was difficult as the responses received were from a number of very qualified vendors. A brief analysis of each category follows.

Pricing of eligible goods and services

The RFP categorizes costs associated with each response into the following areas: the cost of access points, per access point licensing fees and support costs, the cost of professional services, and the cost of training and any miscellaneous components and parts. Professional services includes the cost of running additional network cabling where necessary, the cost of the associated parts and hardware, and the setup and configuration of the system. Miscellany accounts for additional costs such as hardware for a controller and protective covers for access point that will be place in gymnasiums. A summary of these costs is in Tables 3 and 4.

Table 3

Bidder	Manufacturer	Total AP Price	Licensing & Support	Professional Services	Training & Misc	Total
CompuNet	Cisco	\$349,637.05	\$86,722.65	\$252,076.50	\$1,200.00	\$689,636.20
CorePC 1*	Ubiquiti	\$156,240.00	\$47,750.00	\$254,891.00	\$6,050.00	\$464,931.00
CorePC 2	Ubiquiti	\$339,450.00	\$47,750.00	\$254,891.00	\$6,050.00	\$648,141.00
Micro K12	Ruckus	\$397,853.54	\$74,095.01	\$368,948.47		\$840,897.02
Structured	Extreme	\$385,331.59	\$78,345.92	\$319,239.47	\$3,600.78	\$786,517.76
Tek-Hut	Aerohive	\$344,470.00	\$23,275.00	\$101,400.00		\$469,145.00

Pricing of goods and services can further be broken down into unit cost. Licensing and Support are calculated per access point and professional services are calculated based upon the number of network drops required. Training and some proposed miscellaneous costs are based upon the project and do not have a per unit cost.

Table 4

Bidder	Total AP Price	# of APs	Price Per AP	Licensing & Support (LS)	LS Per AP	Professional Services (PS)	# of Drops	PS Per Drop	Training & Misc	Total
CompuNet	\$349,637.05	931	\$375.55	\$86,722.65	\$93.15	\$252,076.50	931	\$270.76	\$1,200.00	\$689,636.20
CorePC 1*	\$156,240.00	930	\$168.00	\$47,750.00	\$51.34	\$254,891.00	930	\$274.08	\$6,050.00	\$464,931.00
CorePC 2	\$339,450.00	930	\$365.00	\$47,750.00	\$51.34	\$254,891.00	930	\$274.08	\$6,050.00	\$648,141.00
Micro K12	\$397,853.54	931	\$427.34	\$74,095.01	\$79.59	\$368,948.47	931	\$396.29		\$840,897.02
Structured	\$385,331.59	931	\$413.89	\$78,345.92	\$84.15	\$319,239.47	931	\$342.90	\$3,600.78	\$786,517.76
Tek-Hut	\$344,470.00	931	\$370.00	\$23,275.00	\$25.00	\$101,400.00	390	\$260.00		\$469,145.00

Due to complexities of the environment and the RFP, vendors submitted different quantities for both access points and professional services. After clarifying phone calls with each vendor the following table was created to account for these discrepancies and to fairly evaluate and score the "Pricing of eligible goods and services" category.

Table 5

Bidder	Total AP Price	# of APs	Price Per AP	Licensing & Support (LS)	LS Per AP	Professional Services (PS)	# of Drops	PS Per Drop	Training & Misc	Total
CompuNet	\$349,637.05	931	\$375.55	\$0.00	\$0.00	\$105,595.96	390	\$270.76	\$1,200.00	\$456,433
CorePC 1	\$156,408.00	931	\$168.00	\$47,750.00	\$51.29	\$106,889.77	390	\$274.08	\$6,050.00	\$317,097
CorePC 2	\$339,815.00	931	\$365.00	\$47,750.00	\$51.29	\$106,889.77	390	\$274.08	\$6,050.00	\$500,504
Micro K12	\$397,853.54	931	\$427.34	\$74,095.01	\$79.59	\$154,554.14	390	\$396.29		\$626,502
Structured	\$385,331.59	931	\$413.89	\$78,345.92	\$84.15	\$133,730.82	390	\$342.90	\$3,600.78	\$601,009
Tek-Hut	\$344,470.00	931	\$370.00	\$23,275.00	\$25.00	\$101,400.00	390	\$260.00		\$469,145

All changes from bidder's original submission are highlighted in red and a summary of those changes is noted below.

- **CompuNet Licensing and Support** – The per unit cost for licensing and support was reduced to \$0.00, eliminating \$86,722.65 from the total cost. The District currently owns Cisco Wireless controllers and equipment, upgrading to the access points in the RFP would allow the existing licenses and support contracts to be used.
- **CorePC Number of Access Points** – A total of 931 access points were requested in the RFP. CorePC incorrectly submitted pricing for 930 access points. The per unit cost was used to calculate the Total AP Price and the Total Costs for Licensing and Support for 931 access points.
- **Number of network cables (drops)** – To ensure that the new access points would be properly installed the District assumed that a number of network cables would need to be replaced or moved at the time of installation. In discussions with vendors, it was determined that the RFP language specifying the number of network cables was confusing, as Tek-Hut was the only vendor to include pricing on the correct number of drops. The per unit pricing and the correct number of drops was used to calculate the Total Cost of Professional Services, for all other vendors.

A summary of the scores for the pricing of eligible goods and services is in the Table 6.

Table 6

Scoring - Price of eligible goods and services (25 Points)				
Vendor	Reviewer #1	Reviewer #2	Reviewer #3	Final Score
CompuNet	25	25	25	25
CorePC 1				--
CorePC 2	15	17	20	17.33
Micro K12	10	5	10	8.33
Structured	9	10	15	11.33
Tek-Hut	22	22	23	23.33

Compatibility with District’s existing infrastructure

Points in this category were awarded based on the compatibility of the District’s current infrastructure with the equipment submitted by the bidder. Proposals, which work entirely within the scope of existing infrastructure, receive the maximum number of points. Proposals requiring the purchase of additional equipment receive points based on the expected burden it would place on the District.

Table 7

Scoring – Compatibility with District’s Existing Infrastructure (25 Points)				
Vendor	Reviewer #1	Reviewer #2	Reviewer #3	Final Score
CompuNet	20	20	20	20
CorePC 1				--
CorePC 2	5	5	3	4.33
Micro K12	6	5	10	7
Structured	7	5	10	7.33
Tek-Hut	4	5	10	6.33

Proposer Qualifications/Understanding of Need/Experience (including certifications)

Points in this category were awarded based upon the vendor’s company size, number of staff located in the Treasure Valley, number of staff with certifications and enterprise level wireless experience, experience supporting contracts with companies as large, or larger, than the West Ada School District, and technical criteria submitted in the proposal. A summary of these three areas is located in the next table.

Table 8

Scoring Proposer Qualifications/Understanding of Need/Experience (20 Points)				
Vendor	Reviewer #1	Reviewer #2	Reviewer #3	Final Score
CompuNet	18	19	18	18.33
CorePC 1				--
CorePC 2	4	5	5	4.67
Micro K12	10	10	12	10.67
Structured	14	17	15	15.33
Tek-Hut	5	7	10	7.33

Price of ineligible goods and services

As previously noted, this RFP is E-Rate eligible. As such, the RFP evaluation must separately evaluate any goods and services that are not eligible for E-Rate reimbursement. Since no ineligible goods and services were requested, all vendors were awarded full points for this category.

Table 9

Scoring Pricing of Ineligible Goods and Services (15 Points)				
Vendor	Reviewer #1	Reviewer #2	Reviewer #3	Final Score
CompuNet	15	15	15	15.00
CorePC 1				--
CorePC 2	15	15	15	15.00
Micro K12	15	15	15	15.00
Structured	15	15	15	15.00
Tek-Hut	15	15	15	15.00

Past experience with Proposer

Members of the evaluation team have a number of years of experience with several of the bidding vendors. There were a total of 10 points possible in this category. Points were awarded based upon the experience with the vendor, the vendor's sub-contractors, and experience with the proposed wireless network system. Having this category in the selection criteria allows us a means to quantify our past and current experience with any vendors that have shown themselves compatible with the needs of the District. A based score of three (3) is awarded to vendors in which the District does not have any current working relationship. Establishment of a base score in this category allows the evaluation team to rate the current working relationship with existing vendors and score them either higher or lower than new vendors. The evaluation team also used information gathered during the bid evaluation process itself to adjust scores in this category.

Table 10

Scoring of Past Experience with Proposer (10 Points)				
Vendor	Reviewer #1	Reviewer #2	Reviewer #3	Final Score
CompuNet	10	10	8	9.33
CorePC 1				--
CorePC 2	4	4	3	3.67
Micro K12	4	4	3	3.78
Structured	0	0	0	0.00
Tek-Hut	5	6	7	6.00

References

Points in this section were awarded for references showing experience with educational institutions that had equal or larger student populations than West Ada School District as well as the number of wireless devices used at those institutions. A total of 10 points were possible in this category.

Table 11

Scoring of References (10 Points)				
Vendor	Reviewer #1	Reviewer #2	Reviewer #3	Final Score
CompuNet	9	9	9	9.00
CorePC 1				--
CorePC 2	2	3	2	2.33
Micro K12	6	7	6	6.33
Structured	4	7	6	5.67
Tek-Hut	5	5	5	5.00

Recommendation

A summary of the scores for all categories is found in Table 11. The highest score in each category is bold and underlined for reference. CompuNet had the highest rated response with 96.67 total points.

Table 12

Criteria	Points Possible	CompuNet	CorePC 1	CorePC 2	Micro K12	Structured	Tek-Hut
Pricing of eligible goods and services	25	<u>25.00</u>	--	17.33	8.33	11.33	<u>23.33</u>
Compatibility with District's existing infrastructure	20	<u>20.00</u>	--	4.33	7.00	7.33	6.33
Proposer qualifications/Understanding of Need/Experience including certifications	20	<u>18.33</u>	--	4.67	10.67	15.33	7.33
Price of ineligible goods and services	15	<u>15.00</u>	--	<u>15.00</u>	<u>15.00</u>	<u>15.00</u>	<u>15.00</u>
Past experience with Proposer	10	<u>9.33</u>	--	3.67	3.67	0.00	6.00
References	10	<u>9.00</u>	--	2.33	6.33	5.67	5.00
Total	100.00	<u>96.67</u>		47.33	51.00	54.67	63.00

It is the recommendation of the RFP evaluation team that the District Board of Trustees award the Elementary School Wireless Contract to CompuNet in the amount of \$456,433.01.

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Notice Content

The McCall-Donnelly Jt. School District No. 421 will be seeking proposals for Internet, Wide- Area-Network, and managed wireless local area network. A Request for Proposal and all other information will be available at the District Office, 120 Idaho St., McCall and on the District webpage at www.mdsd.org under the technology department. For further information contact Matt Cavallin, Director of Information Technology at 208-634-2161

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