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**Bid Proposals for Request For Proposal (RFP) Relating to Network Electronics
Review Committee Recommendation
March 19, 2018**

The RFP Bid Proposal Review Committee meet on March 15th and 16th to review bid proposals from ten vendors. The committee consisted of William Harbron, Libby Simmons, John Valvanis, Kevin Bourre, Jeffrey Myers, Louise Paradis, and David Pereira (GGD consultant). The following findings are being presented by the committee with our recommendations. Below are the overall scores:

Reseller	Vendor (5 Year)	Proposal Costs	Technical Specifications	Industry Manufacturer Ranking	Professional Support Services	References	Overall Weighted Score	Overall Total
SHI	Extreme Networks	4	4.00	5	3	3	3.900	19.000
Harbor Networks	Ruckus	4	3.88	5	3	3	3.869	18.875
Optiv	Aruba	4	3.75	5	3	3	3.838	18.750
Ockers	Meraki	4	3.75	5	3	3	3.838	18.750
RTM	Meraki	4	3.50	5	3	3	3.600	18.000
Packet Logic	Meraki (7 year)	4	3.38	5	3	3	3.569	17.875
eplus (Meraki)	Meraki	3	3.25	5	3	3	3.363	17.250
ePlus (Cisco)	Meraki w/Cisco	3	3.25	5	3	3	3.363	17.250
Gov Connect	Meraki	3	3.00	5	3	3	3.125	16.500
Iserv	Meraki	2	2.38	4	3	3	2.644	14.375
Nessit	Meraki	1	1.50	2	3	3	1.775	10.500

Each vendor was evaluated on the following criteria; Proposal Costs, Technical Specifications, Industry Manufacturer Ranking, Professional Support Services, and References. Below are the breakdowns for each of the categories:

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Technical Specifications							
Reseller	Vendor (5 Year)	Firewall	Network	Wifi	Management	Management Controller Location	Technical Score
Gov Connect	Meraki	3	5	5	3	Cloud only	4.000
ePlus (Cisco)	Meraki w/Cisco	3	4.5	5	3	Cloud only	3.875
Optiv	Aruba	1	4.5	4.5	5	Cloud/On premises	3.750
Nessit	Meraki	3	5	4	3	Cloud only	3.750
epus (Meraki)	Meraki	3	4.5	3.5	3	Cloud only	3.500
Ockers	Meraki	3	3.5	4	3	Cloud only	3.375
RTM	Meraki	3	4	3	3	Cloud only	3.250
Packet Logic	Meraki (7 year)	3	4	3	3	Cloud only	3.250
Iserv	Meraki	3	2	4	3	Cloud only	3.000
Harbor Networks	Ruckus	1	3	2.5	3	On premises	2.375
SHI	Extreme Networks	1	2	2	1	On premises	1.500

Proposal Costs					
Reseller	Vendor (5 Year)	Costs	Average +/-	Remove Low/High End	Score (5=Less than Avg/ 1= Less Than Avg)
SHI	Extreme Networks	\$ 339,360.00	\$ (212,140.74)		4.0
Harbor Networks	Ruckus	\$ 430,236.11	\$ (121,264.63)	\$ (105,686.37)	4.0
Optiv	Aruba	\$ 433,413.98	\$ (118,086.76)	\$ (102,508.50)	4.0
Ockers	Meraki	\$ 437,456.72	\$ (114,044.02)	\$ (98,465.76)	4.0
RTM	Meraki	\$ 539,781.00	\$ (11,719.74)	\$ 3,858.52	3.5
Iserv	Meraki	\$ 539,268.57	\$ (12,232.17)	\$ 3,346.09	3.5
Packet Logic	Meraki (7 year)	\$ 586,626.97	\$ 35,126.23	\$ 50,704.49	3.0
epus (Meraki)	Meraki	\$ 590,042.82	\$ 38,542.08	\$ 54,120.34	3.0
ePlus (Cisco)	Meraki w/Cisco	\$ 614,360.52	\$ 62,859.78	\$ 78,438.04	2.5
Gov Connect	Meraki	\$ 652,115.67	\$ 100,614.93	\$ 116,193.19	2.0
Nessit	Meraki	\$ 903,845.74	\$ 352,345.00		1.0
		\$ 551,500.74	\$ 535,922.48		

Professional Support Services		
Reseller	Vendor (5 Year)	Score
ePlus (Cisco)	Meraki w/Cisco	3
epus (Meraki)	Meraki	3
Gov Connect	Meraki	3
Harbor Networks	Ruckus	3
Iserv	Meraki	3
Nessit	Meraki	3
Ockers	Meraki	3
Optiv	Aruba	3
Packet Logic	Meraki (7 year)	3
RTM	Meraki	3
SHI	Extreme Networks	3

References		
Reseller	Vendor (5 Year)	Score
ePlus (Cisco)	Meraki w/Cisco	3
epus (Meraki)	Meraki	3
Gov Connect	Meraki	3
Harbor Networks	Ruckus	3
Iserv	Meraki	3
Nessit	Meraki	3
Ockers	Meraki	3
Optiv	Aruba	3
Packet Logic	Meraki (7 year)	3
RTM	Meraki	3
SHI	Extreme Networks	3

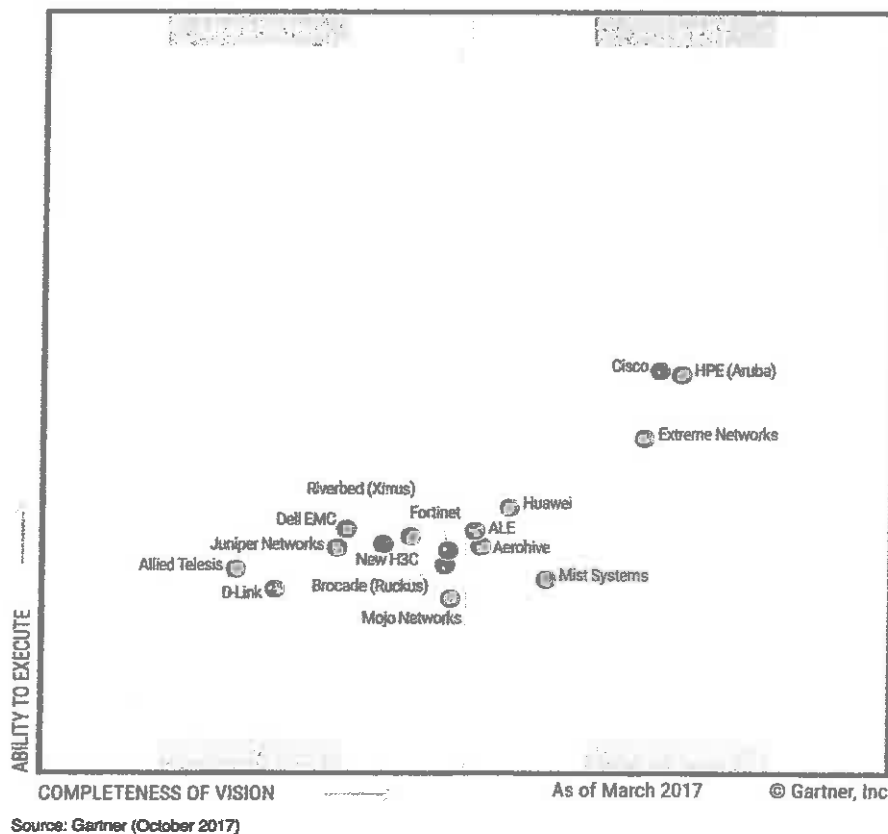
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Industry Manufacturer Rating (See Gartner 2017 Magic Quadrant)		
Reseller	Vendor (5 Year)	Score
ePlus (Cisco)	Meraki w/Cisco	5
eplus (Meraki)	Meraki	5
Gov Connect	Meraki	5
Iserv	Meraki	5
Nessit	Meraki	5
Ockers	Meraki	5
Optiv	Aruba	5
Packet Logic	Meraki (7 year)	5
RTM	Meraki	5
SHI	Extreme Networks	4
Harbor Networks	Ruckus	2

Industry Manufacturer Ratings are compiled by the Gartner Company. The below Magic Quadrant was their latest industry review from October of 2017 of wired and wireless LAN vendors:

Figure 1. Magic Quadrant for the Wired and Wireless LAN Access Infrastructure



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Conclusion/Recommendation: The committee has reviewed all vendors in accordance with the Networking Electronics RFP. **It is our recommendation that we award the bid to Optiv.** Optiv provides a solid technical solution with on premise network management, comparable pricing, and is in the top tier of industry manufacturers rating according to the Gartner Magic Quadrant. Although the Optiv bid does not include a firewall solution, and is not the highest ranking in the overall total score, we feel that Optiv provides the Dover School District with the best overall solution and recommend their proposal for approval with the purchase the firewall solution at a later time.

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