

Erate 2015/16 Wireless Network Evaluation Rubric

FACTOR	POINTS POSSIBLE	Heartland Business Systems	HPN	Marco	Netrix IT
Price of eligible products and services	25	20	0	15	25
Prior experience with the vendor	20	0	20	20	20
Vendor references	20	20	5	20	20
Prices for ineligible products, services, fees, and extended contracts	20	0	0	0	0
Local vendor	15	0	15	15	15
TOTAL		40	40	70	80

Bids submitted:

- Heartland Business Systems
- High Point Networks
- Marco
- NetrixIT

Evaluation notes:

Price -

Heartland - \$147,720 - Cisco Enterprise controller model 3700 APs

High Point Networks - \$ was not computed. Mounting brackets not included in total of bid, but are listed separate. Aruba AP model 215 quoted does not meet required specifications. Aruba model 215 Wireless Access Point does not have 2 ethernet ports for future bandwidth requirements, therefore Aruba AP is not comparable to the Meru 832e Wireless Access Point.

Marco - \$164,389 - Meraki (Did not quote external. Computed external antenna costs)

Netrix IT- \$146,174 - Meru

Prior Experience - The district has past experience with High Point, Marco and NetrixIT.

Vendor references - High Point Network did not meet bid specs as references submitted did not qualify. The RFP required references from K-12 schools greater than 6,000 students that have deployed the quoted wireless AP solution.

Prices for ineligible products and services - No vendors provided included options, value adds or premium features within their proposals.

Local vendor - Heartland Business systems is the only vendor, without a local support presence