

Erate 2016/17 Network Expansion Evaluation Rubric

FACTOR	POINTS POSSIBLE	Consolidated Comm	HPN Bid #1	HPN Bid #2	Marco
Price of eligible products and services	30	24	23	26	30
Meeting Overall Requirements	25	25	25	25	25
Compatibility with existing equipment	20	20	20	20	20
Regional vendor	15	15	15	15	15
Experience with Moorhead Schools / K-12 references	10	10	10	10	10
TOTAL	100	98	95	97	100

Bids submitted:

- Consolidated Communications
- High Point Network (2 submitted bids)
- Marco

Evaluation notes:

Price of Eligible Products - Marco submitted the lowest price proposal

Consolidated Communications - \$189,048.15

High Point Networks - \$191,570.00 Quote #1

High Point Networks - \$168,082.00 Quote #2 with substitute after market SFPs

Marco - \$150,934.00

Meet Overall Requirements - All three vendors meet the bid specifications. High Point submitted a second bid with substitute after market products.

Compatibility with Existing Equipment - All three bidders submitted exact match products. High Point submitted a second bid with substitute after market product.

Regional Vendor - All three vendors have a local Fargo-Moorhead presence with support engineers in our local area.

Prior Experience / Vendor references - All vendors provided regional K-12 references and have worked with Moorhead Public Schools in the past

Marco wins bid award, based on overall evaluation points.