

**Erate 2016/17 Wireless Network Evaluation Rubric**

<b>FACTOR</b>	<b>POINTS POSSIBLE</b>	<b>Marco Bid #1</b>	<b>Marco Bid #2</b>	<b>NetrixIT option #1</b>	<b>NetrixIT option #2</b>
Total Price and Cost Effectiveness	<b>30</b>	27	15	25	25
Meeting Overall Requirements	<b>25</b>	20	15	25	25
Compatibility with existing wireless networking infrastructure	<b>20</b>	15	15	20	20
Regional Vendor	<b>15</b>	15	15	15	15
Experience with Moorhead Schools / K-12 references	<b>10</b>	10	10	10	10
<b>TOTAL</b>	<b>100</b>	87	70	95	95

**Vendors submitting Bids:**

- Marco
- NetrixIT

**Evaluation notes:**

**Total Price and Cost Effectiveness -**

Marco Bid #1 - \$108,294.00 - Cisco (Did not quote external antenna APs, no redundant controller power supplies)

Marco Bid #2 - \$204,204.00 - Cisco (Did not quote external antenna APs, AP quantities doubled)

Netrix IT option #1 - \$112,421 - 802.11ac Wave 1 APs

Netrix IT option #2 - \$147,394 - 802.11ac Wave 2 APs, enterprise grade APs, and includes at no additional cost renewal of districtwide AP licensing for existing 300 - 802.11ac APs.

**Meeting Overall Requirements** - NetrixIT bid the specified MERU wireless equipment with both bid options. Marco bid Cisco brand access points and controller. Fortinet solution includes redundant power supplies in each controller, 80 MHz channels include Airtime Fairness, 160 MHz channel capable APs, single pane management console of all district APs and supports 4x4 spatial streams for Multi User--Multi Input and Multi Output (MU-MIMO) deployments.

**Compatibility with existing Wireless Infrastructure** - Netrix bid Meru equipment currently used in Moorhead Schools as well as the upgraded Meru equipment. Marco bid Cisco equipment, which would require moving existing HZN wireless equipment to MHS and placing Cisco equipment at the new HZN 5-8 site.

**Regional Vendor** - Both Marco and NetrixIT have Fargo offices with local technical support staff

**Prior Experience** - The district has past experience both Marco and NetrixIT.