

P22-05, WAN Non-Cost Evaluation Option 1 Dark Fiber	Points Earned	Comcast	Points Earned	WANRack	Points Earned	Vero Fiber Networks
Criteria / Points Available						
Non-Cost: Section 3.0 Scope of Work Points Available: 20	20	100% Excellent	16	80% - Good (Build out time is outside our current need for a July 1 start date?)	16	80% - Good (Build out time is outside our current need for a July 1 start date?)
Non-Cost: Section 2.10 & 3.1.3 E-Rate Capabilities Points Available: 10	10	100% Excellent	10	100% Excellent	10	100% Excellent
Non-Cost: Section 2.8 & 2.9 Vendor Questionnaire & References Points Available: 10	10	100% Excellent	10	100% Excellent	10	100% Excellent
Total Score Points Available: 40	40	40.00	36	36.00	36	36.00
Notes: Non-Cost Determined Utilizing Scoring Matrix Relative to Points Available: Excellent=100%, Very Good= 90%, Good=80%, Adequate=70%, Marginal=50%, Poor=25%, Unacceptable=0%						

P22-05, WAN Cost Evaluation Option 1 Dark Fiber	Points Earned	Comcast	WANRack	Vero Fiber Network
Criteria / Points Available				
Total Cost to Provide Dark Fiber Service as per the terms and conditions of P22-05. Points Available: 60	60	\$21,492.00 Per Month / \$257,904.00 Annually / \$1,289,520.00 over 60 months	\$12,938.00 Per Month / \$155,256.00 Annually / Construction Cost: \$4,796,400.00 \$6,659,472.00 over 60 months	\$75,168.00 Per Month / \$902,016.00 Annually / \$4,510,080.00 over 60 months
Total Score Points Available: 60		60.00	11.62	17.20
Notes: Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)		Pricing referenced above includes Erate Funding consideration.	Pricing referenced above includes Erate Funding consideration.	Pricing referenced above includes Erate Funding consideration.

P22-05, WAN Summary Option 1 Dark Fiber	Points Earned	Comcast	Points Earned	WANRack	Points Earned	Vero Fiber Network
Criteria / Points Available						
<p>Non-Cost Points Available: 40 (Includes all elements of Section 3.0, 2.8, 2.9, 2.10, 3.1.3)</p>	40	Excellent 100%	36	Deducted points for buildout dates not being able to meet our timeline	36	Deducted points for buildout dates not being able to meet our timeline
<p>Cost Points Available: 60 Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)</p>	60	Full Cost Points Earned	11.62	Points Earned Based On Cost Evaluation	17.2	Points Earned Based On Cost Evaluation
<p>Total Score Points Available: 100</p>	100	Highest Scoring Vendor for Option 1 Solution	47.62		53.2	

P22-05, WAN Non-Cost Evaluation Option 2 Leased Lit Fiber	Points Earned	WANrack	Points Earned	Vero Fiber Networks
Criteria / Points Available				
<p>Non-Cost: Section 3.0 Scope of Work Points Available: 20</p>	<p>16</p>	<p>80% - Good (Build out time is outside our current need for a July 1 start date?)</p>	<p>16</p>	<p>80% - Good (Build out time is outside our current need for a July 1 start date?)</p>
<p>Non-Cost: Section 2.10 & 3.1.3 E-Rate Capabilities Points Available: 10</p>	<p>10</p>	<p>Excellent 100%</p>	<p>10</p>	<p>Excellent 100%</p>
<p>Non-Cost: Section 2.8 & 2.9 Vendor Questionnaire & References Points Available: 10</p>	<p>10</p>	<p>Excellent 100%</p>	<p>10</p>	<p>Excellent 100%</p>
<p>Total Score Points Available: 40</p>	<p>36</p>		<p>36</p>	
<p>Notes: Non-Cost Determined Utilizing Scoring Matrix Relative to Points Available: Excellent=100%, Very Good= 90%, Good=80%, Adequate=70%, Marginal=50%, Poor=25%, Unacceptable=0%</p>				

P22-05, WAN Cost Evaluation Option 2 Managed Lit Fiber Services	Points Earned	WANRack	Points Earned	Vero Fiber Networks
Criteria / Points Available				
Total 10 Year Cost to Provide Managed Lit Fiber Service Points Available: 60	60	\$6,153,420.00	47.6	\$7,763,040.00
Total Score Points Available: 60	60		47.6	
Notes: Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)				

P22-05, WAN Award Summary Option 2 Managed Lit Services	Points Earned	WANRack	Points Earned	Vero Fiber Networks
Criteria / Points Available				
<p style="text-align: center;">Non-Cost Points Available: 40 (Includes all elements of Section 3.0, 28, 2.9, 2.10, 3.1.3)</p>	36	Deducted points for buildout dates not being able to meet our timeline	36	Deducted points for buildout dates not being able to meet our timeline
<p style="text-align: center;">Cost Points Available: 60 Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)</p>	60	Full Cost Points Earned	47.6	Points assigned were based on the pricing formula used in the cost evaluation.
Total Score Points Available: 100	96	Highest scoring vendor for Option 2 Solution	83.6	

P22-05, WAN Final Award Summary	Comcast	WANRack	Vero Fiber Networks
Final Evaluation of Option 1 Dark Fiber Solution Versus Option 2 Leased Lit Fiber Service			
Provide WAN Service For Designated FCS Locations. FCS evaluated all cumulative costs for a period of 10 years.	The Comcast solution is for Dark Fiber Option 1.	The WANRack solution is for Lit Services Option 2.	The Vero Fiber solution is for Lit Services Option 2.
Estimated Total Spend Over a 10 Year Period	\$2,579,040.00	\$6,153,420.00	\$7,763,040.00
Award Recommendation	FCS recommends Comcast for award under Option 1 for Dark Fiber. When comparing the total cost of ownership over a 10 year period, Comcast is the most cost effective solution.		