

		Access Switches w/ stacking components	Aggregation switches	TOTAL of Switches, & Management Software*	Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score.)
Vendor	Manufacturer	Model	Model		
		965	80		
Morse Communications	Alcatel-Lucent	OS-6450	OS-6900		1,865,631/3,113,503= .60
				\$ 3,113,503.99	70 X.6= 42 Points
Blue Door	Avaya	AL4800	7254XSQ		1,865,631/3,019,418= .62
				\$ 3,019,418.81	70 X .62= 43.40 Points
Converged Networks	Brocade	ICX7250	ICX7750		1,865,631/2,648,559= .70
				\$ 2,648,559.85	70 X .7= 49 Points
Howard Technologies	Brocade	ICX7250	ICX7750		1,865,631/2,427,650= .77
				\$ 2,427,650.00	70 X .77= 53.90 Points
Prosys	Cisco	2960-X	9300		1,865,631/2,667,576= .70
			3850	\$ 2,677,576.38	70 X .7= 49 Points
Disys Solutions	Cisco	2960-X	9300		1,865,631/2,711,158= .69
				\$ 2,711,158.13	70 X .69= 48.3 Points
Lockstep	Extreme	X440	X670		
				\$ 1,865,631.37	
		X450		\$ 2,125,640.97	Low Offer = Full 70 Points
MXN corp	HP	5130EI	5900AF		1,865,631/2,183,457= .85
				\$ 2,183,457.97	70 X .85= 59.50 Points
Layer 3 Communications	Juniper	EX3300	QFX5100		1,865,631/2,072,586= .90
				\$ 2,072,586.25	70 X .90= 63 Points
* Cost Note	Total Cost reflects Tech Services comprehensive evaluation of equalized cost realized to FCS from the offers presented to include cost of switch all components, software, and ancillary items as known.				

Vendor	Manufacturer	Available Non-Cost	Vendor Qualifications	Management Software	NAC Solution	Switch Features	Familiarity/Comfort	Warranty/Service/Support	TOTAL
		30%	5%	5%	5%	5%	5%	5%	
			Prior Experience	Features	Features		Standard/familiar commands	Ongoing costs	
			Responsiveness	Ease of use	Ease of use		Intuitive	Availability/Accessibility	
			Reputation	Cost	Cost			Online Resources	
			Expertise					Competence/Effectiveness	
			Local Presence/Engineers						
Morse Communications	Alcatel-Lucent		2	2	4	4	3	3	18
Blue Door	Avaya		1	3	5	4	3	4	20
Converged Networks	Brocade		2	2	4	3	4	4	19
Howard Technologies	Brocade		3	2	4	3	4	4	20
Prosys	Cisco		4	2	4	5	5	5	25
Disys Solutions	Cisco		2	2	4	5	5	5	23
Lockstep	Extreme		5	5	5	5	5	4	29
MXN corp	HP		3	2	4	4	3	3	19
Layer 3 Communications	Juniper		3	2	4	4	2	4	19

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	Morse Communications	Blue Door	Converged Networks	Howard Technologies	Prosys	Disys Solutions	Lockstep	MXN Corp	Layer 3 Communications
Non- Cost Points (30 Available)	18	20	19	20	25	23	29	19	19
Cost Points (70 Available) <small>See Cost Tab for Breakdown and Point Calculation</small>	42	43.4	49	53.9	49	48.3	70	59.5	63
Total	60	63.4	68	73.9	74	71.3	99	78.5	82
Award							Highest Scoring and Lowest Cost Responsible and Responsive Offer Meeting FCS Terms and Conditions		