

AireWire

Proposal awarded to 11i Solutions/Infinity based on award criteria.

Item	Description	Qty	UOM	Unit Cost	Extended Cost
1	Wireless LAN Installation, Distribution and Configuration	1	EA	\$ 230,445.00	\$ 230,445.00

DATE COMPLETED	BUYER
7/12/2011	MAA

	Award Criteria	Weight	Score	Justification
1	Contractor's size, stability, management, record of performance and service.	20%	10	No references for North Alabama customers was presented.
2	Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.	10%	2	No warranty info was submitted. No pricing for MAD's. No cable layouts were submitted.
3	Contractor's pricing/charges.	50%	25	No cost breakdown for pricing.
4	Contractor's innovative solutions that enhance current or future value and options.	5%	0	Design innovations were insufficient
5	Summary and detail project implementation plan.	10%	5	Insuficient detail in Project Implementaion Plan/Gantt Charts
6	Contractor's personnel qualifications.	5%	5	
		100%	47	Proposal Total Score

BlackBox

Item	Description	Qty	UOM	Unit Cost	Extended Cost
1	Wireless LAN Installation, Distribution and Configuration	1	EA	\$ 206,697.89	\$ 206,697.89

	Award Criteria	Weight	Score	Justification
1	Contractor's size, stability, management, record of performance and service.	20%	20	
2	Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.	10%	4	Contractor did not provide documentation as per sction 4.3 of the bid. Contractor should be able to offer Leviton lifetime warranty, but only offered Black Box lifetime warranty and Leviton 20 year warranty..
3	Contractor's pricing/charges.	50%	40	WCS solution offered.
4	Contractor's innovative solutions that enhance current or future value and options.	5%	5	
5	Summary and detail project implementation plan.	10%	4	Project implementation plan had insuficient detail.
6	Contractor's personnel qualifications.	5%	5	
		100%	78	Proposal Total Score

11i Solutions/Infinity Tech

Item	Description	Qty	UOM	Unit Cost	Extended Cost
1	Wireless LAN Installation, Distribution and Configuration	1	EA	\$ 306,229.00	\$ 306,229.00

	Award Criteria	Weight	Score	Justification
1	Contractor's size, stability, management, record of performance and service.	20%	18	Vendor's size and presence in the market not as large or prolific as some other vendors
2	Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.	10%	10	
3	Contractor's pricing/charges.	50%	48	Some clarification needed on LWAP installation.
4	Contractor's innovative solutions that enhance current or future value and options.	5%	0	Contractor did not include any innovations over normal installation
5	Summary and detail project implementation plan.	10%	10	
6	Contractor's personnel qualifications.	5%	5	
		100%	91	Proposal Total Score

JeffCoat

Proposal awarded to 11i Solutions/Infinity based on award criteria.

DATE COMPLETED	BUYER
7/12/2011	MAA

Item	Description	Qty	UOM	Unit Cost	Extended Cost
1	Wireless LAN Installation, Distribution and Configuration	1	EA	\$ 122,722.67	\$ 122,722.67

	Award Criteria	Weight	Score	Justification
1	Contractor's size, stability, management, record of performance and service.	20%	10	No references for north Alabama customers.
2	Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.	10%	3	No manufacturer's warranty info provided. Bid Conformance price quote error (Option/Base), installation omitted. No cable layout
3	Contractor's pricing/charges.	50%	15	Cost Breakdown error: Installation cost omitted WAP's in Base proposal. RFP Modified: MACs location scope was limited/ confined to existing drop proximity.
4	Contractor's innovative solutions that enhance current or future value and options.	5%	0	Design innovations were insufficient
5	Summary and detail project implementation plan.	10%	5	Project Implementation Plan had questionable sequence and Gantt chart is inadequate.
6	Contractor's personnel qualifications.	5%	5	
		100%	38	Proposal Total Score

Utilipath

Item	Description	Qty	UOM	Unit Cost	Extended Cost
1	Wireless LAN Installation, Distribution and Configuration	1	EA	\$ 487,755.00	\$ 487,755.00

	Award Criteria	Weight	Score	Justification
1	Contractor's size, stability, management, record of performance and service.	20%	10	No North Alabama area experience with WLANs.
2	Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.	10%	2	No cabling warranty information. Moves, Adds and Changes information submitted was high: \$300/connection. No cable layouts provided. Quotes for options 1/2 omitted.
3	Contractor's pricing/charges.	50%	20	Cost Breakdown error: Installation cost omitted for LWAPs in Base Proposal.
4	Contractor's innovative solutions that enhance current or future value and options.	5%	0	Design innovations were insufficient
5	Summary and detail project implementation plan.	10%	5	Project schedule, but no Project Implementation Plan details.
6	Contractor's personnel qualifications.	5%	5	
		100%	42	Proposal Total Score

Venture Tech

Item	Description	Qty	UOM	Unit Cost	Extended Cost
1	Wireless LAN Installation, Distribution and Configuration	1	EA	\$ 426,997.78	\$ 426,997.78

	Award Criteria	Weight	Score	Justification
1	Contractor's size, stability, management, record of performance and service.	20%	10	No north Alabama references or area experience with WLANs for State Systems subcontractor.
2	Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.	10%	3	No cabling warranty information. No pricing for MAD's. Cat 5e cable quoted versus Cat 5E (350Mhz). No cable layouts provided.
3	Contractor's pricing/charges.	50%	15	Cost Breakdown error: Base quote for installation of only 73 LWAPs and drops. WiSM quote has only 100 LWAP license.
4	Contractor's innovative solutions that enhance current or future value and options.	5%	0	Design innovations were insufficient
5	Summary and detail project implementation plan.	10%	5	Project schedule, but no Project Implementation Plan details.
6	Contractor's personnel qualifications.	5%	0	No RCDD resumes provided
		100%	33	Proposal Total Score