### 11i Solutions/Infinity based on award criteria.

#### Contractor's size, stability, management, record of performance and service.
1. **AireWire**
   - **Score:** 20
   - **Justification:** No references for North Alabama customers was presented.

2. **BlackBox**
   - **Score:** 20
   - **Justification:** Contractor did not provide documentation as per section 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. **11i Solutions/Infinity**
   - **Score:** 18
   - **Justification:** Vendor's size and presence in the market not as large or prolific as some other vendors

#### Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.
4. **AireWire**
   - **Score:** 10
   - **Justification:** No warranty info was submitted. No pricing for MAD's. No cable layouts were submitted.

5. **BlackBox**
   - **Score:** 4
   - **Justification:** Contractor did not provide documentation as per section 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.

6. **11i Solutions/Infinity**
   - **Score:** 10
   - **Justification:** Some clarification needed on LWAP installation.

#### Contractor's pricing/charges.
7. **AireWire**
   - **Score:** 50
   - **Justification:** No cost breakdown for pricing.

8. **BlackBox**
   - **Score:** 50
   - **Justification:** Contractor did not include any innovations over normal installation

9. **11i Solutions/Infinity**
   - **Score:** 50
   - **Justification:** Contractor did not include any innovations over normal installation

#### Contractor's innovative solutions that enhance current or future value and options.
10. **AireWire**
    - **Score:** 10
    - **Justification:** Insufficient detail in Project Implementation Plan/Gantt Charts

11. **BlackBox**
    - **Score:** 5
    - **Justification:** Design innovations were insufficient

12. **11i Solutions/Infinity**
    - **Score:** 0
    - **Justification:** Design innovations were insufficient

#### Summary and detail project implementation plan.
13. **AireWire**
    - **Score:** 10
    - **Justification:** Insufficient detail in Project Implementation Plan/Gantt Charts

14. **BlackBox**
    - **Score:** 5
    - **Justification:** Project implementation plan had insufficient detail.

15. **11i Solutions/Infinity**
    - **Score:** 5
    - **Justification:** Project implementation plan had insufficient detail.

#### Contractor's personnel qualifications.
16. **AireWire**
    - **Score:** 5

17. **BlackBox**
    - **Score:** 5

18. **11i Solutions/Infinity**
    - **Score:** 5

---

### Proposals for Wireless LAN Install, Distrib and Config - UAH Campus (P0067) page 1 of 2

<table>
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<tr>
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**Award Criteria Justification**

1. Contractor's size, stability, management, record of performance and service.
   - **Score:** 10
   - **Justification:** No references for North Alabama customers was presented.

2. Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.
   - **Score:** 2
   - **Justification:** No warranty info was submitted. No pricing for MAD's. No cable layouts were submitted.

3. Contractor's pricing/charges.
   - **Score:** 25
   - **Justification:** No cost breakdown for pricing.

4. Contractor's innovative solutions that enhance current or future value and options.
   - **Score:** 0
   - **Justification:** Design innovations were insufficient

5. Summary and detail project implementation plan.
   - **Score:** 5
   - **Justification:** Insufficient detail in Project Implementation Plan/Gantt Charts

6. Contractor's personnel qualifications.
   - **Score:** 5

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<table>
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<tr>
<th>Item</th>
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**Award Criteria Justification**

1. Contractor's size, stability, management, record of performance and service.
   - **Score:** 20
   - **Justification:** No references for North Alabama customers was presented.

2. Contractor's conformance to bid specifications, requirements, terms, conditions and provisions.
   - **Score:** 4
   - **Justification:** Contractor did not provide documentation as per section 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.
   - **Score:** 40
   - **Justification:** WCS solution offered.

4. Contractor's innovative solutions that enhance current or future value and options.
   - **Score:** 5
   - **Justification:** Project implementation plan had insufficient detail.

5. Summary and detail project implementation plan.
   - **Score:** 5

6. Contractor's personnel qualifications.
   - **Score:** 5

---

<table>
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<tr>
<th>Item</th>
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**Award Criteria Justification**

1. Contractor's size, stability, management, record of performance and service.
   - **Score:** 18
   - **Justification:** 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.
   - **Score:** 10

3. Contractor's pricing/charges.
   - **Score:** 48
   - **Justification:** Some clarification needed on LWAP installation.

4. Contractor's innovative solutions that enhance current or future value and options.
   - **Score:** 0
   - **Justification:** Contractor did not include any innovations over normal installation

5. Summary and detail project implementation plan.
   - **Score:** 10

6. Contractor's personnel qualifications.
   - **Score:** 5

---

## Proposal Total Score

- **AireWire:** 47
- **BlackBox:** 78
- **11i Solutions/Infinity:** 91
## Proposal awarded to 11i Solutions/Infinity based on award criteria.

### JeffCoat

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<tr>
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### Award Criteria

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<tr>
<td>1</td>
<td>20%</td>
<td>10</td>
<td>No references for north Alabama customers.</td>
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</table>
| 2        | 10%    | 3     | No manufacturer's warranty info provided. Bid Conformance price quote error (Option/Base), installation omitted. No cable layout.
| 3        | 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        | 5%     | 0     | Design innovations were insufficient |
| 5        | 10%    | 5     | Project Implementation Plan had questionable sequence and Gantt chart is inadequate. |
| 6        | 5%     | 5     | |

### Proposal Total Score

| Score | 38 |

### Award Criteria Justification

- Contractor's size, stability, management, record of performance and service. No North Alabama area experience with WLANs.
- Contractor's conformance to bid specifications, requirements, terms, conditions and provisions. No cabling warranty information. Moves, Adds and Changes information submitted was high: $300/connection. No cable layouts provided. Quotes for options 1/2 omitted.
- Contractor's pricing/charges. Cost Breakdown error: Base quote for installation of only 73 LWAPs and drops. WiSM quote has only 100 LWAP license.
- Contractor's innovative solutions that enhance current or future value and options. Design innovations were insufficient
- Contractor's personnel qualifications. No RCDD resumes provided
- Contractor's personnel qualifications. No RCDD resumes provided
- Contractor's innovative solutions that enhance current or future value and options. Design innovations were insufficient
- Contractor's personnel qualifications. No RCDD resumes provided

### Utilipath

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### Award Criteria

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<td>No North Alabama area experience with WLANs.</td>
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<tr>
<td>2</td>
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<td>2</td>
<td>No cabling warranty information. Moves, Adds and Changes information submitted was high: $300/connection. No cable layouts provided. Quotes for options 1/2 omitted.</td>
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<tr>
<td>3</td>
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<td>20</td>
<td>Cost Breakdown error: Installation cost omitted for LWAPs in Base Proposal.</td>
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<tr>
<td>4</td>
<td>5%</td>
<td>0</td>
<td>Design innovations were insufficient</td>
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<tr>
<td>5</td>
<td>10%</td>
<td>5</td>
<td>Project schedule, but no Project Implementation Plan details.</td>
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<tr>
<td>6</td>
<td>5%</td>
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### Proposal Total Score

| Score | 42 |

### Award Criteria Justification

- Contractor's size, stability, management, record of performance and service. No North Alabama area experience with WLANs.
- Contractor's conformance to bid specifications, requirements, terms, conditions and provisions. No cabling warranty information. Moves, Adds and Changes information submitted was high: $300/connection. No cable layouts provided. Quotes for options 1/2 omitted. |
- Contractor's pricing/charges. Cost Breakdown error: Base quote for installation of only 73 LWAPs and drops. WiSM quote has only 100 LWAP license.
- Contractor's innovative solutions that enhance current or future value and options. Design innovations were insufficient
- Contractor's personnel qualifications. No RCDD resumes provided
- Contractor's innovative solutions that enhance current or future value and options. Design innovations were insufficient
- Contractor's personnel qualifications. No RCDD resumes provided
- Contractor's personnel qualifications. No RCDD resumes provided

### Venture Tech

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### Award Criteria

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<td>No north Alabama references or area experience with WLANs for State Systems subcontractor.</td>
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<td>2</td>
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<td>3</td>
<td>No cabling warranty information. No pricing for MAC's. Cat 5e cable quoted versus Cat 5E (350Mhz). No cable layouts provided.</td>
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<td>3</td>
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<td>15</td>
<td>Cost Breakdown error: Base quote for installation of only 73 LWAPs and drops. WiSM quote has only 100 LWAP license.</td>
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<tr>
<td>4</td>
<td>5%</td>
<td>0</td>
<td>Design innovations were insufficient</td>
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<tr>
<td>5</td>
<td>10%</td>
<td>5</td>
<td>Project schedule, but no Project Implementation Plan details.</td>
</tr>
<tr>
<td>6</td>
<td>5%</td>
<td>0</td>
<td>No RCDD resumes provided</td>
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### Proposal Total Score

| Score | 33 |

### Award Criteria Justification

- Contractor's size, stability, management, record of performance and service. No north Alabama references or area experience with WLANs for State Systems subcontractor. |
- Contractor's conformance to bid specifications, requirements, terms, conditions and provisions. No cabling warranty information. No pricing for MAC's. Cat 5e cable quoted versus Cat 5E (350Mhz). No cable layouts provided. |
- Contractor's pricing/charges. Cost Breakdown error: Base quote for installation of only 73 LWAPs and drops. WiSM quote has only 100 LWAP license. |
- Contractor's innovative solutions that enhance current or future value and options. Design innovations were insufficient |
- Contractor's personnel qualifications. No RCDD resumes provided |
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