

OFFICIAL RECORD DOCUMENT # [5.H WIFI RFP EVALUATION COMMITTEE RECOMMENDATION](#)
PRDE-OSIATD-2018-003-WIRELESS EQUIPMENT AND SERVICES

2-14-19

WIFI RFP evaluation committee recommendation:

The evaluation committee analyzed all the proposals related to the PRDE's current and future needs and determined the following:

1. All the vendors comply with the PRDE requested access points:
 - a. Technical Specs
 - b. Licenses
 - c. Warranty and support

2. Only two vendors presented a required security enclosure for the AP:
 - a. IBM
 - b. Dreyfus

*CLARO not comply for this required item. Some vendors on the initial RFP process ask to clarify that item. PRDE said the following: *PRDE wants each vendor propose a security enclosure designed for the indoor and outdoor access points. In the access points market, there are several vendors that design specific enclosures by access points brands. These enclosures are safe and aesthetically appropriate and presentable.*

The IBM's security enclosure solution shows more robust and aesthetically appropriate. The Dreyfus's security enclosure for indoors AP is a front cover and for the outdoor AP it's doesn't have an appropriate ventilation. But they comply with the minimum specs.

3. Regarding to the SLA all the vendors comply with the PRDE minimums requirements.

4. *The Department intends to purchase and install up to 70,000 indoor (56,000) and outdoor (14,000) wireless access points during the 2018-2019 school year. The equipment is expected to provide full wireless coverage in all of the Department's 857 schools and 37 non-instructional facilities (including the 7 Region Offices), and to support approximately 160,000 tablets and laptops being purchased for Department schools.* The PRDE require a robust, easy to manage and resilient infrastructure. Also, the PRDE require a scalable and reliable WiFi network infrastructure. For that reason, PRDE requested the Zero Touch Provisioning, (ZTP). Zero touch provisioning (ZTP) is a switch feature that allows the devices to be provisioned and configured automatically, eliminating most of the manual labor involved with adding them to a network. IBM and Dreyfus comply with that required item.

*Claros's proposal doesn't not fully comply with that require item. In the Equipment and Service Proposal, tab#3, pages 50-53 they propose to install and configure 4

servers to implement Aruba Clear Pass, hosted at the Amazon Private Cloud. PRDE, was clear to request ZTP, that's mean: the vendor only need to install the AP and the cloud services will bring automatically access and configuration.

5. Some of the CLARO's assumptions propose possible additional charge to the PRDE.

6. Regarding to the PRDE/OSIATD experience with the vendors (Dreyfus, IBM and CLARO), the best experience is with IBM because they were part of the installation team of the PRDE Data Center, they work with the Internal Connection Projects at Erate's Schools. IBM comply with the 100% of the contract requirements and bring to us alternatives when we had different issues, they respond with no additional charge and they complied on completed all the PRDE's projects.

For that project the Evaluation Committee recommend IBM to install the WiFi access points and cloud manage services.