



**GOVERNMENT OF PUERTO RICO**  
**DEPARTMENT OF EDUCATION**

March 12, 2012

PRDE eRate Funding  
Evaluation Committee

Marie Ortiz Sánchez  
Chief Information Officer

**TECHNICAL ANALYSIS AND RECOMMENDATION FROM THE IT OFFICE OF THE PROPOSALS RESPONSES TO THE RFP NO. SF (OC) 2011-17**

The IT Office did a thorough evaluation of the proposals presented in response to the RFP SF (OC) 2011-017. This evaluation was performed by the Technical Advisors designated by the Secretary of Education, Dr. Edward Moreno Alonso, as such. The composition of the Technical Advisor Team was:

- Internal Connections:
  - Víctor Ortiz Pizarro, PRDE Network Administrator, Security and Technology Specialist
  - Francisco Alonso Cruz, School Network Administrator and Technology Analyst
  - Marie Ortiz Sánchez, Chief Information Officer

Technical Advisors Analysis:

- I. EDNET, OpenLink and SDI were eliminated because the **Performance Bond was not submitted.**
- II. Only one proposal was submitted as requested in the RFP. The scope requested Internal Connections for 750 schools. Except for IBM all the others quoted for all the schools (1,500). **We have corrected the pricing comparison table to reflect the amounts correspondent to 750 schools. This reduction may impact the pricing of the proposals; since their scope was wrong the prices may go up significantly.**
- III. IBM
  - a. Travel expenses will be invoice to PRDE. We are not sure that this is acceptable for the Agency.
  - b. Shipping charges will be invoice to PRDE. We understand that these charges should be included as part of the equipment prices not separate.
  - c. Offers top of the line equipment at excellent prices.
  - d. Proposed a structured Project Plan for the whole project.
  - e. Proposed an alternative solution for internal connections that is supposed to reduce the number of switches needed.

- f. Proposed a fiber optic between the main and secondary connection boxes. This will be charge separately.
- IV. Netwave:
- a. Propose an incomplete solution missing important components.
  - b. Not sufficient Performance Bond
  - c. Proposal not clear. It is impossible to determine the number of sites quoted and obtain a clear idea of what the services offered.
- V. Netxar:
- a. Incomplete proposal:
    - i. Do not mention switches or cabling Warranties they only make references to HP support for Terminal Services and Cisco only for the AP.
  - b. Proposal makes reference to the previous RFP
  - c. The Concentrator Box proposed does not comply with the RFP specifications. It only has a 3rack unit.
  - d. Mention that for distances more than 295 ft. they will use fiber but does not quote them.
  - e. Does not include electrical materials and installation
  - f. Past experience of cabling solution with Netxar was not satisfactory
  - g. Not enough Performance Bond
- VI. PRT:
- a. Quoted cabling and Internal Connections for 1,500 schools. We have reduced the number of schools in the price comparison table but understand that this may impact the prices.
  - b. Babilon Technologies is not a cabling company; we have no experience or reference of their work.
  - c. Insisted that the Central Site is not eRate eligible.
  - d. Did not submit a Project Plan or equivalent.

#### Technical Advisors Recommendation

We recommend that the RFP be awarded to IBM. The superiority of the products proposed versus the pricing is considerable. Secondly our expedience with the quality of services by both IBM and Truenorth in our Data Center has been always satisfactory. It was the only company that really read and proposed for what we actually asked in the RFP. Since the other proposals considered the total number of school for their quotation it is a real possibility that their prices will increase considerably.

**FY 2012 RFP SF (OC) 2011-017 (INTERNAL CONNECTIONS)  
VENDOR SERVICE PRICE COMPARISON**

	EDNET	IBM	NETWAVE	NETXAR	OPENLINK	PRT	SDI	SESCO
1 SWITCHES	\$19,964,100.00	\$6,684,328.50	Tech Team should review	\$25,255,164.00	Tech Team should review	\$19,001,100.00	\$38,692,380.00	\$17,223,000.00
2 UPS	\$18,847,816.00	\$7,709,312.00	price proposals; pricing unclear	\$8,368,279.40	price proposals; pricing unclear	\$12,582,750.00	\$12,928,905.40	\$11,273,300.00
3 CABLING	\$20,000,000.00	\$23,871,410.00		\$13,311,390.00		\$57,562,500.00	\$15,111,000.00	\$11,500,000.00
4 CONCENTRATOR BOXES	\$16,282,603.00			\$2,830,325.00			\$3,569,197.50	\$10,260,000.00
5 PATCH CORDS/PANELS	\$4,943,575.00			\$3,219,939.67			\$997,787.00	\$2,369,250.00
6 ACCESS POINTS	\$4,550.00	\$1,430.10		\$4,366.80			\$14,334.20	\$3,350.00
7 TERMINAL SERVICES	\$22,185,000.00	\$5,093,842.50		\$1,389,780.00		\$1,023,750.00	\$7,898,445.00	\$858,750.00
8 MISCELLANEOUS	\$20,501,530.65	\$2,680,929.95		\$360,000.00				
9 INELIGIBLES				\$181,666.67				\$2,354,550.00
	<u>\$122,729,174.65</u>	<u>\$46,041,253.05</u>		<u>\$54,920,911.54</u>		<u>\$90,170,100.00</u>	<u>\$79,212,049.10</u>	<u>\$55,842,200.00</u>
		Also see Alternative IC Proposal/Pricing						Also see Alternative IC Proposal/Pricing

**NOTE: Price variations for Concentrator boxes appear to be due to major differences in quantities quoted (3,750 vs. 7,125 vs 10,000). This may also be true for patch cord/panel pricing. Tech team should consider this when evaluating price proposals.**

**NOTE: PRDE should plan to add estimated costs for travel, expenses, shipping, design, taxes and project management (in the range of 12-15% of total product/install costs)**

## FY 2012 RFP SF (OC) 2011-017 (INTERNAL CONNECTIONS)

### KEY NOTES

EDNET	IBM	NETWAVE	NETXAR	OPENLINK	PRT	SDI	SESCO
No Bid Bond No Perf. Bond	Bid Bond = 20% of Bid Amt Performance Bond: Single = \$80M Aggregate = \$250M	Bid Bond = 20% of 1.2 M 2 Perf. Bonds = \$10M	Bid Bond = 20% of 4.5 M Performance Bond: Single - \$6M Aggregate - \$12M with potential for increase  51% of Netxar purchased by Digicel Group On 1/31/11. As of 3/31/11, Digicel has \$600M in cash reserves	Bid Bond = 20% of Bid Amt No Performance Bond  If drop location exceeds 295' then requires a change order  Underground pipe requires a change order	Bid Bond = 20% of Bid Amt Perf. Bond = \$40M	No Bid Bond No Performance Bond  Requires 10% Match Prepayment w/30 days or right to terminate  Invoices to be Paid in 14 Days  Requires Department waive right to terminate for convenience  If quantities are reduced, then pricing discount decreases and may increase total price  SDI assumes UPS, Cabinets and Cabling will be installed same time at each location	Bid Bond = 20% of 1.2 M Performance Bond = \$6M; Bond Co letter says will consider higher amount

### MATERIAL CONTRACT LIMITS

EDNET	IBM	NETWAVE	NETXAR	OPENLINK	PRT	SDI	SESCO
None	None	None	None	None	None	Reserves right to revised contract terms pertaining to E- Rate funding, invoices, representations and exclusion of liability for E-Rate funding	None

**FY 2012 RFP SF (OC) 2011-017 (INTERNAL CONNECTIONS)  
VENDOR SERVICE PRICE COMPARISON**

*Revised to 750 schools*

	EDNET	IBM	NETWAVE	NETXAR	OPENLINK	PRT	SDI	SESCO	
1 SWITCHES	\$6,731,400.00	\$6,684,328.50	Tech Team should review price proposals; pricing unclear	\$8,194,809.00	Tech Team should review price proposals; pricing unclear	\$6,355,350.00	\$12,526,792.50	\$5,571,750.00	
2 UPS	\$5,970,016.00	\$7,709,312.00		\$2,661,634.40		\$3,991,160.00	\$4,095,210.40	\$3,570,800.00	
3 CABLING	\$20,000,000.00	\$23,871,410.00		\$31,295,000.00		\$16,450,000.00	\$15,111,000.00	\$11,500,000.00	
4 CONCENTRATOR BOXES	\$5,168,828.00			\$3,274,265.00			\$2,254,230.00	\$3,240,000.00	
5 PATCH CORDS/PANELS	\$9,842,950.00			\$3,349,269.67			\$997,787.00	\$760,500.00	
6 ACCESS POINTS	\$4,550.00	\$1,430.10		\$4,366.80			\$7,500.00	\$14,334.20	\$3,350.00
7 TERMINAL SERVICES	\$11,655,000.00	\$5,093,842.50		\$3,730,590.00			\$3,071,250.00	\$3,949,222.50	\$2,576,250.00
8 MISCELLANEOUS	\$16,264,030.65	\$2,680,929.95		\$180,000.00					
9 INELIGIBLES				\$181,666.67					\$745,800.00
	<b>\$75,636,774.65</b>	<b>\$46,041,253.05</b>		<b>\$52,871,601.54</b>		<b>\$29,875,260.00</b>	<b>\$38,948,576.60</b>	<b>\$27,968,450.00</b>	

Also see Alternative IC Proposal/Pricing

Also see Alternative IC Proposal/Pricing

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None	None	None	None	None	None	Reserves right to revised contract terms pertaining to E- Rate funding, invoices, representations and exclusion of liability for E-Rate funding	None

**FY 2012 RFP SF (OC) 2011-017 (INTERNAL CONNECTIONS)**

**VENDOR SERVICE PRICE COMPARISON**

**SWITCHES**

DESCRIPTION
School Switches
School Switches - Small
School Switches - Small
School Switches - Med
School Switches - Med
School Switches - Lg
School Switches - Lg
Central Office Switches
SFP
Switch Installation - Schools
Switch & AP Installation - Central Off
School GBIC
Central Office GBIC

EDNET			
QTY	MANUF	UNIT	EXTENDED
4,500	Transition Ntwrks	\$1,149.20	\$5,171,400.00
150	Transition Ntwrks	\$4,160.00	\$624,000.00
9,000	Transition Ntwrks	\$104.00	\$936,000.00
300	Transition Ntwrks	\$104.00	\$31,200.00
<b>\$6,731,400.00</b>			

IBM			
QTY	MANUF	UNIT	EXTENDED
500	Juniper	\$809.10	\$404,550.00
1000	Juniper	\$90.00	\$90,000.00
2000	Juniper	\$809.10	\$1,618,200.00
4000	Juniper	\$90.00	\$360,000.00
2000	Juniper	\$809.10	\$1,618,200.00
4000	Juniper	\$90.00	\$360,000.00
150	Juniper	\$809.10	\$121,365.00
300	Juniper	\$90.00	\$27,000.00
4650		\$448.39	\$2,085,013.50
<b>\$6,684,328.50</b>			

NETXAR			
QTY	MANUF	UNIT	EXTENDED
4,500	Cisco	\$1,449.78	\$6,524,010.00
150	Cisco	\$1,449.78	\$217,467.00
300	Cisco	\$194.44	\$58,332.00
4500		\$300.00	\$1,350,000.00
150		\$300.00	\$45,000.00
<b>\$8,194,809.00</b>			

**UPS**

DESCRIPTION
Schools
Central Office
UPS Installation
UPS Installation
Travel

EDNET			
QTY	MANUF	UNIT	EXTENDED
4,500	Liebert	\$1,320.80	\$5,943,600.00
20	Liebert	\$1,320.80	\$26,416.00
<b>\$5,970,016.00</b>			

IBM			
QTY	MANUF	UNIT	EXTENDED
4520	Eaton	1270.62	\$5,743,202.40
4520		434.98	\$1,966,109.60
<b>\$7,709,312.00</b>			

NETXAR			
QTY	MANUF	UNIT	EXTENDED
4,500	Eaton	\$522.22	\$2,349,990.00
20	Eaton	\$522.22	\$10,444.40
4,500	Eaton	\$60.00	\$270,000.00
20	N/A	\$60.00	\$1,200.00
750	N/A	\$40.00	\$30,000.00
<b>\$2,661,634.40</b>			

**CABLING**

DESCRIPTION
CAT6
CAT 6 Jacks
Fiber Optic Drops (500')
Cabling Material- Sm Sch
Cabling Material - Med. Sch
Cabling Material - Lg Sch
Cabling Install
Cabling Install - Sm Sch
Cabling Install - Med. Sch
Cabling Install - Lg Sch

EDNET			
QTY	MANUF	UNIT	EXTENDED
100,000		\$200.00	\$20,000,000.00
4,500		\$2,900.00	\$13,050,000.00
<b>\$20,000,000.00</b>			

IBM			
QTY	MANUF	UNIT	EXTENDED
250		\$16,806.06	\$4,201,515.00
400		\$29,308.60	\$11,723,440.00
100		\$79,464.55	\$7,946,455.00
250		\$7,584.16	\$1,896,040.00
400		\$12,064.65	\$4,825,860.00
100		\$26,817.59	\$2,681,759.00
<b>\$23,871,410.00</b>			

NETXAR			
QTY	MANUF	UNIT	EXTENDED
100,000	Panduit	\$216.67	\$21,667,000.00
100,000		\$7.64	\$764,000.00
100,000		\$88.64	\$8,864,000.00
			\$0.00
			\$0.00
			\$0.00
<b>\$31,295,000.00</b>			

**CONCENTRATOR BOXES**

DESCRIPTION
Concentrator Boxes
Cabinets - Schools
Cabinets - Central Office
Concentrator - Install
Ground Busbar/Ground Cable
Ground Busbar/Ground Cable - Install

EDNET			
QTY	MANUF	UNIT	EXTENDED
4,500	Great Lakes	\$640.90	\$2,884,050.00
20	Great Lakes	\$1,238.90	\$24,778.00
4520		500	\$2,260,000.00

**\$5,168,828.00**

IBM			
QTY	MANUF	UNIT	EXTENDED

NETXAR			
QTY	MANUF	UNIT	EXTENDED
4500	Panduit	\$455.56	\$2,050,020.00
4500		\$102.27	\$460,215.00
			\$610,625.00
4500		\$34.09	\$153,405.00

**\$3,274,265.00**

**PATCH CORDS/PANELS**

DESCRIPTION
Patch Cord - 5 Ft
Patch Cord - 10'
Fiber Patch Cord
Patch Panel
Patch Panel
Labels, Raceway/Fittings, Boxes, Plates

EDNET			
QTY	MANUF	UNIT	EXTENDED
100,000		\$7.02	\$702,000.00
100,000		\$78.00	\$7,800,000.00
4,500	Siemon	\$295.10	\$1,327,950.00
20	Siemon	\$650.00	\$13,000.00

**\$9,842,950.00**

IBM			
QTY	MANUF	UNIT	EXTENDED

NETXAR			
QTY	MANUF	UNIT	EXTENDED
100,000	Panduit	\$7.02	\$702,000.00
100,000	Panduit	\$9.17	\$917,000.00
300	Panduit	\$14.41	\$4,323.00
4500	Panduit	\$172.44	\$775,980.00
			\$949,966.67

**\$3,349,269.67**

**ACCESS POINTS**

DESCRIPTION
Access Points
Access Point Controller
Wireless Controller Maint - Yr 1
Wireless Controller Maint - Yr 2-3
Wireless AP - Warranty

EDNET			
QTY	MANUF	UNIT	EXTENDED
10	Cisco	\$455.00	\$4,550.00

**\$4,550.00**

IBM			
QTY	MANUF	UNIT	EXTENDED
10	Juniper	\$71.10	\$711.00
1	Juniper	\$719.10	\$719.10
1	Juniper	\$374.44	\$374.44
2	Juniper	\$425.96	\$851.92

**\$1,430.10**

NETXAR			
QTY	MANUF	UNIT	EXTENDED
10	Cisco	\$386.94	\$3,869.40
10	Cisco	\$49.74	\$497.40

**\$4,366.80**

**TERMINAL SERVERS**

DESCRIPTION
Terminal Servers
Terminal Server - Memory
Terminal Server - Hard Drive
Terminal Server Warranty
Terminal Server Installation
Terminal - Professional Services

EDNET			
QTY	MANUF	UNIT	EXTENDED
2,250	Cisco	\$4,680.00	\$10,530,000.00
2,250		\$500.00	\$1,125,000.00

**\$11,655,000.00**

IBM			
QTY	MANUF	UNIT	EXTENDED
2250	IBM	\$1,287.00	\$2,895,750.00
2250		\$976.93	\$2,198,092.50

**\$5,093,842.50**

NETXAR			
QTY	MANUF	UNIT	EXTENDED
2250	HP	827.17	\$1,861,132.50
2250	HP	\$42.61	\$95,872.50
2250	HP	\$195.00	\$438,750.00
2250	HP	\$353.26	\$794,835.00
2250	HP	\$240.00	\$540,000.00

**\$3,730,590.00**



**MISCELLANEOUS**

DESCRIPTION
Site Survey
Central Office Install
Install & Cable Mgmt Materials
Electrical Install & Grounding
Underground Conduit (100')
Project Management
Shipping and Handling
Design & Engineering

EDNET			
QTY	MANUF	UNIT	EXTENDED
750		\$200.00	\$150,000.00
3		\$30,000.00	\$90,000.00
4,500		\$100.00	\$450,000.00
4,500		\$300.00	\$1,350,000.00
750		\$250.00	\$187,500.00
1			\$9,298,721.25
1			\$4,737,809.40
			<b>\$16,264,030.65</b>

IBM			
QTY	MANUF	UNIT	EXTENDED
			\$0.00
750		\$2,657.00	\$1,992,750.00
1		\$688,179.95	\$688,179.95
			<b>\$2,680,929.95</b>

NETXAR			
QTY	MANUF	UNIT	EXTENDED
750		\$240.00	180000
			<b>\$180,000.00</b>

**INELIGIBLES**

DESCRIPTION
E-Rate Consulting
Performance Bond

EDNET			
QTY	MANUF	UNIT	EXTENDED

IBM			
QTY	MANUF	UNIT	EXTENDED

NETXAR			
QTY	MANUF	UNIT	EXTENDED
1		\$106,666.67	\$106,666.67
1		\$75,000.00	\$75,000.00
			<b>\$181,666.67</b>

**PRICING TOTALS:**

**Price Sheet (Paper) Total:** \$75,636,774.65  
**Possible Typo** 164,085,374.68

\$46,041,253.05

\$52,871,601.54

**SUBCONTRACTORS**

Commway Telco	40%
NetTek	40%

Truenorth	90%
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Integrate Network	10%
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**FY 2012 RFP SF (OC) 2011-017 (INTERNAL CONNECTIONS)  
VENDOR SERVICE PRICE COMPARISON**

<b>SWITCHES</b>
DESCRIPTION
School Switches
School Switches - Small
School Switches - Small
School Switches - Med
School Switches - Med
School Switches - Lg
School Switches - Lg
Central Office Switches
Central Office - GE SFP
Switch Installation
Switch Installation
School GBIC
Central Office GBIC
Controller, Rack Mount, Patch Cord

<b>NETWAVE</b>			
QTY	MANUF	UNIT	EXTENDED
See Vendor Pricing Sheets			
Pricing itemized based on			
bid/performance bond guarantee			
limitations. Bid bonds are less than 20%			
of total bid (\$45 Million).			

<b>OPENLINK</b>			
QTY	MANUF	UNIT	EXTENDED
See Pricing Sheets			

<b>PRT</b>			
QTY	MANUF	UNIT	EXTENDED
250	Cisco	\$1,207.00	\$301,750.00
250	Cisco	\$1,207.00	\$301,750.00
4000	Cisco	\$1,207.00	\$4,828,000.00
150		\$2,645.00	\$396,750.00
300		\$210.00	\$63,000.00
4500	Cisco	\$90.00	\$405,000.00
150	N/A	\$150.00	\$22,500.00
			\$36,600.00
			<b>\$6,355,350.00</b>

<b>UPS</b>
DESCRIPTION
Schools
Central Office
UPS Installation
Travel

<b>NETWAVE</b>			
QTY	MANUF	UNIT	EXTENDED

<b>OPENLINK</b>			
QTY	MANUF	UNIT	EXTENDED

<b>PRT</b>			
QTY	MANUF	UNIT	EXTENDED
4520	Tripplite	\$833.00	\$3,765,160.00
4520		\$50.00	\$226,000.00
			<b>\$3,991,160.00</b>

<b>CABLING</b>
DESCRIPTION
CAT6
Fiber Optic Drops (500')
Cabling Material- Sm Sch
Cabling Material - Med. Sch
Cabling Material - Lg Sch
Cabling Install - Sm Sch
Cabling Install - Med. Sch
Cabling Install - Lg Sch

<b>NETWAVE</b>			
QTY	MANUF	UNIT	EXTENDED

<b>OPENLINK</b>			
QTY	MANUF	UNIT	EXTENDED

<b>PRT</b>			
QTY	MANUF	UNIT	EXTENDED
250		\$5,000.00	\$1,250,000.00
400		\$15,750.00	\$6,300,000.00
100		\$89,000.00	\$8,900,000.00
			<b>\$16,450,000.00</b>

**CONCENTRATOR BOXES**

**NETWAVE**

**OPENLINK**

**PRT**

DESCRIPTION
Concentrator Boxes
Cabinets - Schools
Cabinets - Central Office
Concentrator - Install

QTY	MANUF	UNIT	EXTENDED

QTY	MANUF	UNIT	EXTENDED

QTY	MANUF	UNIT	EXTENDED

### PATCH CORDS

DESCRIPTION
Patch Cord - 5 Ft
Patch Cord - 10'
Fiber Patch Cord
Patch Panel
Patch Panel

NETWAVE			
QTY	MANUF	UNIT	EXTENDED

OPENLINK			
QTY	MANUF	UNIT	EXTENDED

PRT			
QTY	MANUF	UNIT	EXTENDED

### ACCESS POINTS

DESCRIPTION
Access Points
Access Point Controller
Wireless Controller Maint - Yr 1
Wireless Controller Maint - Yr 2-3
Wireless AP - Warranty

NETWAVE			
QTY	MANUF	UNIT	EXTENDED

OPENLINK			
QTY	MANUF	UNIT	EXTENDED

PRT			
QTY	MANUF	UNIT	EXTENDED
10			7,500.00
1			

### TERMINAL SERVERS

DESCRIPTION
Terminal Servers
Terminal Server - Memory
Terminal Server - Hard Drive
Terminal Server Warranty
Terminal Server Installation
Terminal - Professional Services
Shipping

NETWAVE			
QTY	MANUF	UNIT	EXTENDED

OPENLINK			
QTY	MANUF	UNIT	EXTENDED

PRT			
QTY	MANUF	UNIT	EXTENDED
2250	Babilon	\$1,093.00	\$2,459,250.00
2250		\$220.00	\$495,000.00
2250		\$52.00	\$117,000.00
			<b>\$3,071,250.00</b>

### MISCELLANEOUS

DESCRIPTION
Site Survey
Central Office Install
Install & Cable Mgmt Materials

NETWAVE			
QTY	MANUF	UNIT	EXTENDED

OPENLINK			
QTY	MANUF	UNIT	EXTENDED

PRT			
QTY	MANUF	UNIT	EXTENDED

Electrical Install & Grounding
Underground Conduit (100')
Project Management
Design & Engineering




<b>INELIGIBLES</b>
<b>DESCRIPTION</b>
E-Rate Consulting
Performance Bond

NETWAVE			
QTY	MANUF	UNIT	EXTENDED

OPENLINK			
QTY	MANUF	UNIT	EXTENDED

PRT			
QTY	MANUF	UNIT	EXTENDED

PRICING TOTALS:

\$29,867,760.00

SUBCONTRACTORS

None

None

Integration Tech	20%
Babilon	25%

**FY 2012 RFP SF (OC) 2011-017 (INTERNAL CONNECTIONS)  
VENDOR SERVICE PRICE COMPARISON**

SWITCHES	SDI			
	DESCRIPTION	QTY	MANUF	UNIT
School Switches	4,500	HP	\$2,683.65	\$12,076,425.00
School Switches - Small				
School Switches - Med				
School Switches - Lg				
Central Office Switches	150	HP	\$2,683.65	\$402,547.50
Switch Installation	300	HP	\$159.40	\$47,820.00
School GBIC				
Central Office GBIC				
				\$12,526,792.50

SESCO			
QTY	MANUF	UNIT	EXTENDED
500	Dell	\$1,195.00	\$597,500.00
2000	Dell	\$1,195.00	\$2,390,000.00
2000	Dell	\$1,195.00	\$2,390,000.00
150	Dell	\$1,195.00	\$179,250.00
300	Dell	\$50.00	\$15,000.00
			\$5,571,750.00

UPS	SDI			
	DESCRIPTION	QTY	MANUF	UNIT
Schools	4,500	Eaton	\$906.02	\$4,077,090.00
Small Sch				
Med Sch				
Lg Sch				
Central Office	20	Eaton	\$906.02	\$18,120.40
UPS Installation				
Travel				
				\$4,095,210.40

SESCO			
QTY	MANUF	UNIT	EXTENDED
500	Triplite	\$790.00	\$395,000.00
2000	Triplite	\$790.00	\$1,580,000.00
2000	Triplite	\$790.00	\$1,580,000.00
20	Triplite	\$790.00	\$15,800.00
	Included		
			\$3,570,800.00

CABLING	SDI			
	DESCRIPTION	QTY	MANUF	UNIT
CAT6	100,000	Benden	\$151.11	\$15,111,000.00
Fiber Optic Drops (500')				
Cabling Material- Sm Sch				
Cabling Material - Med. Sch				
Cabling Material - Lg Sch				
Cabling Install - Sm Sch				
Cabling Install - Med. Sch				
Cabling Install - Lg Sch				
				\$15,111,000.00

SESCO			
QTY	MANUF	UNIT	EXTENDED
5000	Siemon	\$115.00	\$575,000.00
37500	Siemon	\$115.00	\$4,312,500.00
57500	Siemon	\$115.00	\$6,612,500.00
			\$11,500,000.00

CONCENTRATOR BOXES	SDI			
	DESCRIPTION	QTY	MANUF	UNIT
Concentrator Boxes	4,500	Black Box	\$500.94	\$2,254,230.00
Concentrator Boxes - Small				
Concentrator Boxes - Med				
Concentrator Boxes - Lg				
Cabinets - Schools				
Cabinets - Central Office				
Concentrator - Install				

\$2,254,230.00

SESCO			
QTY	MANUF	UNIT	EXTENDED
500	Great Lakes	\$720.00	\$360,000.00
2000	Great Lakes	\$720.00	\$1,440,000.00
2000	Great Lakes	\$720.00	\$1,440,000.00

\$3,240,000.00

Pricing is for vendor recommended model; lower priced model avail - \$409.50/ea

PATCH CORDS	SDI			
	DESCRIPTION	QTY	MANUF	UNIT
Patch Cord - 5 Ft	100,000	Black Box	\$4.75	\$475,000.00
Patch Cord - 10'	100,000	Black Box	\$5.20	\$520,000.00
Fiber Patch Cord	300	Black Box	\$9.29	\$2,787.00
Fiber Optic Patch Panel - Central Off				
Patch Panel - Sm Sch				
Patch Panel - Med Sch				
Patch Panel - Lg Sch				
Wire Management Panel - Sm Sch				
Wire Management Panel - Med Sch				
Wire Management Panel - Lg Sch				

\$997,787.00

SESCO			
QTY	MANUF	UNIT	EXTENDED
300	Siemon	\$60.00	\$18,000.00
500	Siemon	\$115.00	\$57,500.00
2000	Siemon	\$115.00	\$230,000.00
2000	Siemon	\$115.00	\$230,000.00
500	Siemon	\$50.00	\$25,000.00
2000	Siemon	\$50.00	\$100,000.00
2000	Siemon	\$50.00	\$100,000.00

\$760,500.00

ACCESS POINTS	SDI			
	DESCRIPTION	QTY	MANUF	UNIT
Access Points	10	Cisco	\$1,433.42	\$14,334.20
Access Point Controller				
Wireless Controller Maint - Yr 1				
Wireless Controller Maint - Yr 2-3				
Wireless AP - Warranty				

\$14,334.20

SESCO			
QTY	MANUF	UNIT	EXTENDED
10	Cisco	\$335.00	\$3,350.00

\$3,350.00

TERMINAL SERVERS

SDI
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SESCO
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DESCRIPTION	QTY	MANUF	UNIT	EXTENDED
Terminal Servers	2,250	HP	\$1,755.21	\$3,949,222.50
Terminal Server - Memory				
Terminal Server - Hard Drive				
Terminal Server Warranty				
Terminal Server Installation				
Terminal - Professional Services				
				<b>\$3,949,222.50</b>

QTY	MANUF	UNIT	EXTENDED
2250	Dell	\$995.00	\$2,238,750.00
2250	SESCO	\$150.00	\$337,500.00
			<b>\$2,576,250.00</b>

MISCELLANEOUS		SDI			
DESCRIPTION	QTY	MANUF	UNIT	EXTENDED	
Site Survey					
Central Office Install					
Install & Cable Mgmt Materials					
Electrical Install & Grounding					
Underground Conduit (100')					
Project Management					
Design & Engineering					

SESCO			
QTY	MANUF	UNIT	EXTENDED

INELIGIBLES		SDI			
DESCRIPTION	QTY	MANUF	UNIT	EXTENDED	
E-Rate Consulting					
Performance Bond					
Management Module - Sm Sch					
Management Module - Med Sch					
Management Module - Lg Sch					
Management Module - Central Off					

SESCO			
QTY	MANUF	UNIT	EXTENDED
500	Tripplite	\$165.00	\$82,500.00
2000	Tripplite	\$165.00	\$330,000.00
2000	Tripplite	\$165.00	\$330,000.00
20	Tripplite	\$165.00	\$3,300.00
			<b>\$745,800.00</b>

PRICING TOTALS:

\$38,948,576.60

\$27,968,450.00

SUBCONTRACTORS	Blackbox	20%
	Alliance Data	2%

AP Contractors	20%
MCL Cabling	15%
Telecom Media	15%
Dell World Trade	20%