

**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	\$33,275,069.00		\$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>\$55,444,912.05</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)