

RFP 20-474: District Wide Network Switches, Accessories and Services Executive Summary

Purpose

The purpose of solicitation RFP 20-474 is to procure professional services from an experienced, highly qualified and capable network switches, accessories and services providers for a turnkey hardware, software, installation, and technical support solution to provide network switches for the district's Wide Area Network (WAN) and Local Area Networks (LAN's). All proposed solutions must meet or exceed minimum technical and performance specifications. It is expected that the Awarded Offeror will provide services in accordance with the specifications, requirements and terms and conditions stated within the solicitation. Services shall include all equipment, labor, materials, tools, specialized equipment, supplies, trained personnel, insurance, travel and per diem, direct and indirect administrative costs, overhead, any other charges, and all things and services necessary to provide a complete turn-key solution.

Background and Process

The evaluation team was made up of six staff persons in the Division of Information Technology, with four representing Enterprise Services (Manager, 1-Wireless Engineer and 2-Information Security Officers) and two representing the Project Management Office (Manager and 1-Project Manager).

The RFP was written and submitted for approval in December 2018 and was published for two weeks in February 2019. Electronic notifications were sent to 68 vendors from the DCSD Vendor Bid List and 3795 vendors through the State of GA Procurement Registry. In March 2019, four vendors responded to the RFP, deemed responsive, and were evaluated.

Evaluation Results

Based on a careful evaluation of how well each of the 5 possible choices could meet the 3 major criteria considered, Layer3 Communications appears to be the best choice.

The 5 choices considered were:

- Layer3 Communications
- Lockstep Technology Group
- Intellispring Technologies
- InterDev LLC
- Prosys

The criteria used to evaluate the options and their weightings were:

- Cost – 45%
- Ability to Execute – 35%
- Ability to Deliver a Complete Solution to DCSD – 20%

Of all of the choices considered, 2 were considered to be leading candidates. These "top options" were:

- Layer3 Communications
- Lockstep Technology Group

Cost was the most significant factor leading to the choice of Layer3 Communications over Lockstep Technology Group.

Introduction

The question of "RFP 20-474 District Wide Network Switches, Accessories and Services" was evaluated by means of a decision table.

	Cost			
		Ability to Execute		
		Ability to Deliver a Complete Solution		
		Summary		
Layer3 Communications	9.06	7.93	7.50	8.35
Lockstep Technology Group	7.94	7.00	7.00	7.42
Intellispring Technologies	4.14	5.83	5.00	4.90
InterDev LLC	0.00	6.07	7.00	6.41
Prosys	0.00	5.13	5.00	5.08

Decision Table for RFP 20-474 District Wide Network Switches, Accessories and Services

Cost Evaluation

RFP 20-474 Cost was evaluated by means of a decision table.

	7250	7750	7650	EPS	10 GB SR	5 Switch Stack Configuration	DAC Cable	10 GB LR	10GB ER	MDF Configuration	Summary
Layer3 Communications	2102.00	7189.80	5208.00	2480.00	187.05	1000.00	65.10	492.70	2598.70	1500.00	9.06
Lockstep Technology Group	3241.27	7911.49	7911.49	1.00	389.94	875.00	58.28	650.91	2780.00	2450.00	7.94
Intellispring Technologies	4745.00	17850.00	13875.00	6000.00	483.75	1054.75	65.10	2058.75	1653.60	1211.50	4.14
InterDev LLC	2500.00	8500.00	7497.50	1.00	55.56	0.00	61.11	157.58	1033.33	0.00	9.25
Prosys	2719.50	7700.00	5250.00	0.00	348.25	0.00	0.00	1398.25	0.00	0.00	8.47

The criteria used to evaluate the choices, and their weightings, were:

- 7250 – 40 %
- 7750 – 14%
- 7650 – 12%
- EPS -10%
- 10 GB SR – 7%

5 Switch Stack Configuration – 5%
DAC Cable – 5%
10 GB LR – 3%
10GB ER – 2%
MDF Configuration – 2%

Weightings were the result of calculations of anticipated spending over the next 5 years. Known future projects and historical data were used as the basis for the projections. Cost entered in the 7250, 7650, 7750 and EPS categories are the sum of the device cost and any related accessory items from the Cost Table. Where needed, formulas were adjusted to reflect the need for accessories when alternative devices were proposed. All other categories come directly from the Cost Tables. Only items expected to represent 2% or greater of anticipated spending were used in the evaluation.

For the decision of RFP 20-474 Cost the top options were:

Layer3 Communications
Lockstep Technology Group

Relative Strengths

Layer3 Communications versus Lockstep Technology Group

Layer3 Communications was considered to be a better choice than Lockstep Technology Group in 7 of the 10 criteria considered. Of these, the critical factor was the 7250 cost. After a careful evaluation of each option, Layer3 Communications appears to be the best choice in the area of Cost.

Discussion of Options

Layer3 Communications

- Layer3 Communications proposed all Rucus devices as specified in the RFP.

Lockstep Technology Group

- Lockstep Technology Group proposed Extreme switches which in general were judged as equivalent to the Ruckus devices specified. The switch proposed by Lockstep as a 7250 replacement is only capable of stacking a maximum 8 switches, which is fewer than the 7250 is capable of. The 7250 equivalent is capable of multiple internal power supplies making the EPS unnecessary. A value of \$1.00 had to be entered for this device as the evaluation software would have interpreted a \$0.00 cost as a “Fail”.

Intellispring Technologies

- Intellispring Technologies proposed all Ruckus devices as specified in the RFP.

InterDev LLC

- InterDev LLC proposed Fortinet switching equipment. While the equipment proposed is largely equivalent to the Ruckus equipment specified there are some significant differences. The Fortinet 7250 equivalent is capable of multiple internal power supplies making the EPS unnecessary. A value of \$1.00 had to be entered for this device as the evaluation software would have interpreted a \$0.00 cost as a “Fail”. In order to stack

the Fortinet 7250 replacement, an additional control device is required. No mention of this device and its cost was made in the Cost Table. While the team would have liked to have made an adjustment to reflect this increased cost, it was not possible to do so without pricing information.

- InterDev LLC was judged Fails in the matter of 5-Switch Stack Configuration and MDF Configuration. DCSD requested fixed pricing for a 5-Switch Stack and MDF Configuration. InterDev proposed an hourly rate which the EvaluationTeam considers non-responsive.

Prosys

- Prosys proposed Meraki switches by Cisco. Prosys was judged Fails in the matter of EPS. Prosys provided no pricing for the Cisco RPS 2300 which would be the equivalent of the Ruckus EPS specified, and would be needed to match the power budget of the 7250 specified. The Meraki 7650 and 7750 “equivalents” proposed both have fewer ports than the Ruckus devices specified and fewer high-speed ports.
- Prosys was judged Fails in the matter of 10GB ER. Prosys did not provide pricing for a 10 GB ER optic.
- Prosys was judged Fails in the matter of 5-Switch Stack Configuration and MDF Configuration. DCSD requested fixed pricing for a 5-Switch Stack and MDF Configuration. Prosys proposed an hourly rate which the EvaluationTeam considers non-responsive.

Ability to Execute Evaluation

RFP 20-474 Ability to Execute was evaluated by means of a decision table.

	Experience with Organizations Comparable to DCSD						
		Prior Experience with DCSD			Technical Capability		Summary
			References	Warranty			
Layer3 Communications	7.00	10.00	8.00	7.00	7.00	7.93	
InterDev LLC	7.00	7.00	7.00	7.00	7.00	7.00	
Lockstep Technology Group	7.00	7.00	7.00	7.00	7.00	7.00	
Intellispring Technologies	3.00	7.00	6.00	7.00	7.00	5.83	
Prosys	3.00	7.00	7.00	3.00	7.00	5.13	

The criteria used to evaluate the choices, and their weightings, were:

- Experience with Organizations Comparable to DCSD – 21%
- Prior Experience with DCSD – 21%
- References – 21%
- Technical Capability – 21%
- Warranty – 5%

For RFP 20-474 *Ability to Execute*, the top options were:

- Layer3 Communications
- InterDev LLC

Lockstep Technology Group
Intellispring Technologies

Comparisons Among Choices

Layer3 Communications versus InterDev LLC and Lockstep Technology Group

Layer3 Communications was considered to be a better choice than InterDev LLC and Lockstep Technology Group in 2 of the 5 criteria considered. Of these, the critical factor was Prior Experience with DCSD. The reason Layer3 Communications received a rating of Excellent for *Prior Experience with DCSD* was Layer3 has been an important partner with DCSD over many years providing valuable technical support. While InterDev LLC and Lockstep Technology Group both have experience with DCSD, their experience is limited and more recent.

InterDev LLC and Lockstep Technology Group versus Intellispring Technologies

InterDev LLC and Lockstep Technology Group were considered to be a better choice than Intellispring Technologies in 2 of the 5 criteria considered. Of these, the critical factor was *Experience with Organizations Comparable to DCSD*.

After a careful evaluation of each option, Layer3 Communications appears to be the best choice in the area of Ability to Execute.

Discussion of Options

Layer3 Communications

- Layer3 Communications was judged Excellent in the matter of *Prior Experience with DCSD*. Layer3 has been an important partner with DCSD over many years providing valuable technical support.
- Layer3 Communications was judged Excellent in the matter of *References*. Layer3 provided 4 references, 3 were required.

InterDev LLC

- InterDev LLC was judged Good in the matter of *Experience with Organizations Comparable to DCSD*. Although the references provided did not demonstrate hardware deployment with organizations comparable to DCSD, their company profile lists partnering with organizations such as Gwinnett County Schools and Dade County Schools. The Evaluation Committee awarded the nominal score of 7.
- InterDev LLC was judged Good in the matter of *Prior Experience with DCSD*. InterDev has had minimal experience with DCSD since October 2018.

Lockstep Technology Group

- Lockstep Technology Group was judged Good in the matter of *Prior Experience with DCSD*. Lockstep Technology group has limited experience with DCSD.

Intellispring Technologies

- Intellispring Technologies was judged Poor in the matter of *Experience with Organizations Comparable to DCSD*. Intellispring Technologies did not list any companies or organizations comparable to DCSD in their response.
- Intellispring Technologies was judged Good in the matter of *References*. Intellispring

provided only 2 references, 3 were required.

Prosys

- Prosys was judged Poor in the matter of *Experience with Organizations Comparable to DCSD*. References provided by Prosys do not demonstrate experience with organizations comparable to DCSD.
- Prosys was judged Poor in the matter of *Technical Capability*. The solution provided does not meet all of the requirements of DCSD. Products proposed are not considered equivalent to the specified devices. Number of switch ports and port speeds are not sufficient to meet the needs of DCSD.

Ability to Provide a Complete Solution to DCSD Evaluation

RFP 20-474 Ability to Provide a Complete Solution to DCSD was evaluated by means of a decision table.

	Project Management			
		Concurrent Installations		
		Ordering and Installation		Summary
Layer3 Communications	8.00	7.00	7.00	7.50
InterDev LLC	7.00	7.00	7.00	7.00
Lockstep Technology Group	7.00	7.00	7.00	7.00
Intellispring Technologies	3.00	7.00	7.00	5.00
Prosys	3.00	7.00	7.00	5.00

The criteria used to evaluate the choices, and their weightings, were:

- Project Management – 50%
- Concurrent Installations – 25%
- Ordering and Installation – 25%

For RFP 20-474 *Ability to Provide a Complete Solution to DCSD*, the top options were:

- Layer3 Communications
- InterDev LLC
- Lockstep Technology Group

Comparisons among Choices

Layer3 Communications versus InterDev LLC and Lockstep Technology Group

Layer3 Communications was considered to be a better choice than InterDev LLC and Lockstep Technology Group in 1 of the 3 criteria considered, Project Management.

After a careful evaluation of each option, Layer3 Communications appears to be the best choice in the area of *Ability to Provide a Complete Solution to DCSD*.

Discussion of Options

Layer3 Communications

- Layer3 Communications provided a detailed description of the *Project Management* Process and included certifications of their staff.

Intellispring Technologies

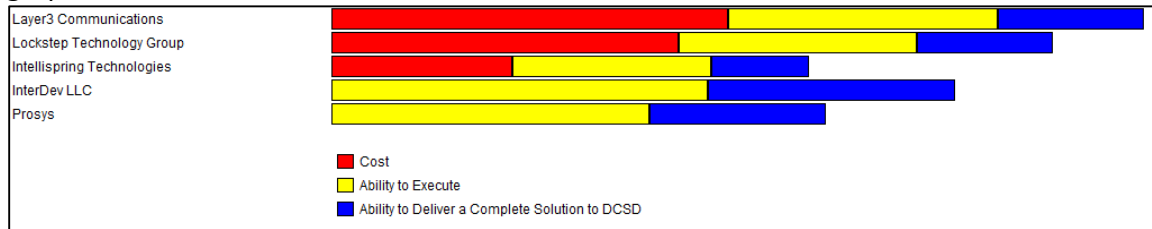
- Intellispring Technologies was judged Poor in the matter of *Project Management*. Intellispring did not include *Project Management* in their base proposal, but proposed *Project Management* at an additional cost.

Prosys

- Prosys was judged Poor in the matter of *Project Management*. *Project Management* is not included in the base price. Prosys is proposing *Project Management* at an additional cost. There is no mention of their *Project Management* Process as requested.

Comparisons among Choices

Relative strengths of the various choices in each of the factors is illustrated in the following graph:



Relative Strengths

Layer3 Communications versus Lockstep Technology Group

Layer3 Communications was considered to be a better choice than Lockstep Technology Group in all of the criteria considered. Of these, the critical factor was *Cost*.

Conclusion

After a careful evaluation of each option, Layer3 Communications appears to be the best choice for RFP 20-474 District Wide Network Switches, Accessories and Services.