

**VENDOR DECISION/EVALUATION MATRIX**

|   |                               |                     |  |  |                       |                  |                 |
|---|-------------------------------|---------------------|--|--|-----------------------|------------------|-----------------|
| SCHOOL OR LIBRARY NAME: DeKalb Co. SD   |                               |                     |  |  |                       | Date: 12/16/2025 | E-rate: 2025-26 |
|   |                               | <b>CATEGORY 2:</b>  | <b>Choose and Indicate the service (1 per Matrix):</b> | <b>Int. Connections or MIBS or Basic Maint.:</b> |                       |                  |                 |
| Eligible Service:   |                               |                     | →'→'→'→'→'→  | Internal Connections (APs)                       |                       |                  |                 |
|   |                               |                     |  | <b>SERVICE PROVIDERS</b>                         |                       |                  |                 |
| <b>Factors</b>  | <b>Total Points Available</b> | <b>VENDOR 1</b>     | <b>VENDOR 2</b>  | <b>VENDOR 3</b>                                  | <b>VENDOR 4</b>       |                  |                 |
|   |                               | <b>AiOS</b>         | <b>MGT</b>   | <b>CDW Juniper 34</b>                            | <b>CDW Juniper 24</b> |                  |                 |
|   |                               | <b>Install Only</b> |  | <b>No Licenses</b>                               | <b>No Licenses</b>    |                  |                 |
| <b>Cost of K</b>  |                               | <b>\$215,000.00</b> | <b>\$2,429,772.60</b>                                  | <b>\$1,937,951.67</b>                            | <b>\$1,611,402.23</b> |                  |                 |
| <b>Price</b>  | 25                            | 15                  | 20   | 22   | 23                    |                  |                 |
| <b>Past Experience / Relationship with Respondent</b>   | 20                            | 10                  | 15   | 15   | 15                    |                  |                 |
| <b>Technical Capability, Quality of Work, Ability to Provide Services Purchased / Turnkey Solution, Qualified Personnel</b> | 20                            | 10                  | 18   | 18   | 18                    |                  |                 |
| <b>Responsiveness to Form 470</b>   | 20                            | 4                   | 20   | 13   | 13                    |                  |                 |
| <b>Changeover Costs</b>   | 10                            | 5                   | 5  | 5  | 5                     |                  |                 |
| <b>Willingness to invoice via SPI</b>   | 5                             | 3                   | 3  | 5  | 5                     |                  |                 |
| <b>TOTAL POINTS:</b>  | <b>100</b>                    | <b>47</b>           | <b>81</b>  | <b>78</b>  | <b>79</b>             |                  |                 |
| Winning bidder based on most points was:  |                               |                     | MGT  | Selection team member initials:                  |                       | JS               |                 |
| Nonresponsive bidders, if any:  |                               |                     | N/A  |  |                       |                  |                 |
| <b>NOTES:</b>   |                               |                     |  |  |                       |                  |                 |

Of the bids received, only one was complete (from MGT). AiOS only quoted installation and project management - no equipment or licenses. CDW-G did not quote separate licenses for the 6400 existing APs, nor did they quote the correct number of gateways, which made it difficult to assess their bid. Due to these issues of bid responsiveness, both AiOS and CDW-G lost points on the matrix. MGT's bid is complete and is the most compatible with the District's current wireless equipment. Due to these factors, along with the District's prior good experience with MGT, the bid is awarded to MGT. Please note that 5-year licenses were used for evaluation purposes, where applicable.

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| **** NOTE: POINT VALUES AND FACTORS MAY BE CHANGED PER YOUR OWN CRITERIA, BUT PRICE MUST           |  |  |
| REMAIN THE MOST HEAVILY WEIGHTED FACTOR AND THE "TOTAL POINTS" OF ALL FACTORS MUST ADD TO 100%**** |  |  |