

SAN RFP#120509

Ranking

Criteria		Total Possible Points	Dell	TFE
1	Proposed Cost	50	50	49
	Is the proposed cost within the District's budget?			
2	References	10	10	10
	a. Does the proposer have good references?			
3	Quality of the proposer's goods and services	20	18	20
	a. Does the proposer have an experience level and equipment available to perform the required tasks?			
	b. Does the equipment proposed meet or exceed the required specifications?		An EMC SAN "or equal" was specified. Based on Gartner Report and research from technology Dell product was determined not equal.	
4	The extent to which the services meets the district's needs and approach of the vendor	10	10	10
	a. Does the proposer have K-12 experience?			
5	Past Relationship with the district	3	3	3
	Has the district had any bad experiences?			
6	HUB Certified	2	0	2
	Does the proposer have a Historically Underutilized Business Certification?			
7	Long term cost to the district to acquire the vendor's service	5	5	5
	What is the long term cost for services not included in proposal.			
	Possible Points:	100	96	99