

Internet - CAT 1 E-rate 2019

| 36 Month |            |            |            |             |             |           |       |
|----------|------------|------------|------------|-------------|-------------|-----------|-------|
| NRC      | 2Gb        | 3Gb        | 4Gb        | 5Gb         | 2Gb Score   | 5Gb Score |       |
| Comcast  | \$ -       | \$2,400.00 | \$3,723.75 | \$ 4,411.25 | \$ 5,073.75 | 8.33      | 5.72  |
| ICN      | \$ -       | \$6,690.00 | \$9,864.00 | \$11,864.00 | \$14,352.00 | 2.99      | 2.02  |
| Netrix   | \$ 500.00  | \$3,949.00 | \$4,645.00 | n/a         | \$ 5,499.00 | 5.06      | 5.27  |
| Cogent   | \$3,000.00 | \$2,000.00 |            |             | \$ 2,900.00 | 10.00     | 10.00 |
| AT&T     |            | \$2,588.98 | \$3,188.01 | \$ 3,567.06 | \$ 3,878.07 | 7.73      | 7.48  |

| 60 Month |           |            |            |             |             |           |       |
|----------|-----------|------------|------------|-------------|-------------|-----------|-------|
| NRC      | 2Gb       | 3Gb        | 4Gb        | 5Gb         | 2Gb Score   | 5Gb Score |       |
| Comcast  | \$ -      | \$2,700.00 | \$3,351.50 | \$ 3,970.25 | \$ 4,566.50 | 10.00     | 10.00 |
| ICN      | \$ -      |            |            |             | n/a         | n/a       | n/a   |
| Netrix   | \$ 500.00 | \$3,929.00 | \$4,625.00 | n/a         | \$ 5,479.00 | 6.87      | 8.33  |
| Cogent   |           |            |            |             |             |           |       |
| AT&T     |           |            |            |             |             |           |       |

|         | Price 50% | District's Experience with Vendor 30% | Bandwidth Options 20% | 100% |
|---------|-----------|---------------------------------------|-----------------------|------|
| Comcast | 6.67      | 10                                    | 10                    | 8.33 |
| ICN     | 2.99      | 5                                     | 10                    | 4.99 |
| Netrix  | 5.06      | 5                                     | 5                     | 5.03 |
| Cogent  | 10.00     | 5                                     | 4                     | 7.30 |
| AT&T    | 7.73      | 1                                     | 10                    | 6.16 |

# Cytranet

| Cytranet            | Equipment       | Install | License and Maintenance | Comments  |
|---------------------|-----------------|---------|-------------------------|---|
| Hardware Software   |                 |         |                         | Generic proposal for Internet/WAN service and managed services equipment - not included in the evaluation |
| Totals              | \$ -            | \$ -    | \$ -                    |   |
| Total Purchase Cost | \$ -            | \$ -    | \$ -                    |   |
| Recommended Spares  | \$ -            | \$ -    | \$ -                    |   |
| Points Attained     | Life Cycle Cost | 5 yrs.  | 7 yrs.                  |   |
| Points Available    | \$ -            | -       | -                       |   |
| % Points Attained   | 100.0           | 100.0   | 100.0                   |   |
| Adjusted Cost       | 100.0           | 100.0   | 100.0                   |   |
|                     | 100%            | 100%    | 100%                    |   |
| Maintenance Cost    |                 |         |                         |   |
| Year 1              | \$ -            | -       | -                       |   |
| Year 2              | \$ -            | -       | -                       |   |
| Year 3              | \$ -            | -       | -                       |   |
| Year 4              | \$ -            | -       | -                       |   |
| Year 5              | \$ -            | -       | -                       |   |
| Year 6              | \$ -            | -       | -                       |   |
| Year 7              | \$ -            | -       | -                       |   |





# KACE Communications

| Component   | Base Proposal        | Alternate 1          | License and Maintenance | Comments   |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
|---|----------------------|----------------------|-------------------------|--|--|--------|--------|-----------------|---------------|---------------|-----------------|-------|-------|------------------|-------|-------|-------------------|------|------|----------------------|----------------------|----------------------|
| Hardware Software   | \$ 183,202.00        | \$ 2,727.00          | \$ -                    | Included response to Alternate 2, which was included in Addendum 1 |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| <b>Totals</b>   | <b>\$ 183,202.00</b> | <b>\$ 2,727.00</b>   | <b>\$ -</b>             |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| <b>Total Purchase Cost</b>  | <b>\$ 185,929.00</b> |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Recommended Spares  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| <table border="1" style="width: 100%;"> <thead> <tr> <th></th> <th>5 yrs.</th> <th>7 yrs.</th> </tr> </thead> <tbody> <tr> <td>Life Cycle Cost</td> <td>\$ 185,929.00</td> <td>\$ 185,929.00</td> </tr> <tr> <td>Points Attained</td> <td>100.0</td> <td>100.0</td> </tr> <tr> <td>Points Available</td> <td>100.0</td> <td>100.0</td> </tr> <tr> <td>% Points Attained</td> <td>100%</td> <td>100%</td> </tr> <tr> <td><b>Adjusted Cost</b></td> <td><b>\$ 185,929.00</b></td> <td><b>\$ 185,929.00</b></td> </tr> </tbody> </table> |                      |                      |                         |  |  | 5 yrs. | 7 yrs. | Life Cycle Cost | \$ 185,929.00 | \$ 185,929.00 | Points Attained | 100.0 | 100.0 | Points Available | 100.0 | 100.0 | % Points Attained | 100% | 100% | <b>Adjusted Cost</b> | <b>\$ 185,929.00</b> | <b>\$ 185,929.00</b> |
|   | 5 yrs.               | 7 yrs.               |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Life Cycle Cost   | \$ 185,929.00        | \$ 185,929.00        |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Points Attained   | 100.0                | 100.0                |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Points Available  | 100.0                | 100.0                |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| % Points Attained   | 100%                 | 100%                 |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| <b>Adjusted Cost</b>  | <b>\$ 185,929.00</b> | <b>\$ 185,929.00</b> |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| <b>Maintenance Cost</b>   |                      |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Year 1  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Year 2  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Year 3  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Year 4  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Year 5  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Year 6  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |
| Year 7  | \$ -                 |                      |                         |  |  |        |        |                 |               |               |                 |       |       |                  |       |       |                   |      |      |                      |                      |                      |

# MidCo Systems, Inc.

| Component                  | Base Proposal        | Alternate 1          | License and Maintenance | Comments |
|----------------------------|----------------------|----------------------|-------------------------|----------|
| Hardware Software          | \$ 131,481.41        | \$ 3,473.24          | \$ -                    |          |
| <b>Totals</b>              | <b>\$ 131,481.41</b> | <b>\$ 3,473.24</b>   | <b>\$ -</b>             |          |
| <b>Total Purchase Cost</b> | <b>\$ 134,954.65</b> |                      |                         |          |
| Recommended Spares         | \$ -                 |                      |                         |          |
| <b>Life Cycle Cost</b>     | <b>\$ 134,954.65</b> | <b>\$ 134,954.65</b> |                         |          |
| Points Attained            | 100.0                | 100.0                |                         |          |
| Points Available           | 100.0                | 100.0                |                         |          |
| % Points Attained          | 100%                 | 100%                 |                         |          |
| <b>Adjusted Cost</b>       | <b>\$ 134,954.65</b> | <b>\$ 134,954.65</b> |                         |          |
| <b>Maintenance Cost</b>    |                      |                      |                         |          |
| Year 1                     | \$ -                 |                      |                         |          |
| Year 2                     | \$ -                 |                      |                         |          |
| Year 3                     | \$ -                 |                      |                         |          |
| Year 4                     | \$ -                 |                      |                         |          |
| Year 5                     | \$ -                 |                      |                         |          |
| Year 6                     | \$ -                 |                      |                         |          |
| Year 7                     | \$ -                 |                      |                         |          |

# Sentry Safety Solutions

| Component  | Base Proposal          | Alternate 1            | License and Maintenance | Comments   |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
|--|------------------------|------------------------|-------------------------|--|--|--------|--------|-----------------|-----------------|-----------------|-----------------|-------|-------|------------------|-------|-------|-------------------|------|------|----------------------|------------------------|------------------------|
| Hardware Software  | \$ 1,459,440.00        | \$ -                   | \$ -                    | Did not include pricing for Alternate 1, Alternate 2, or Unit Prices. Did not include certified installer certificate. |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| <b>Totals</b>  | <b>\$ 1,459,440.00</b> | <b>\$ -</b>            | <b>\$ -</b>             |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| <b>Total Purchase Cost</b>   | <b>\$ 1,459,440.00</b> |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Recommended Spares   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
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|  | 5 yrs.                 | 7 yrs.                 |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Life Cycle Cost  | \$ 1,459,440.00        | \$ 1,459,440.00        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Points Attained  | 100.0                  | 100.0                  |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Points Available   | 100.0                  | 100.0                  |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| % Points Attained  | 100%                   | 100%                   |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| <b>Adjusted Cost</b>   | <b>\$ 1,459,440.00</b> | <b>\$ 1,459,440.00</b> |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| <b>Maintenance Cost</b>  |                        |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Year 1   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Year 2   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Year 3   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Year 4   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Year 5   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Year 6   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |
| Year 7   | \$ -                   |                        |                         |  |  |        |        |                 |                 |                 |                 |       |       |                  |       |       |                   |      |      |                      |                        |                        |



**SUMMARY**

| Combined                 |  | Purchase Price  | 2nd Year Maintenance | 5-year Life-cycle Cost | Technical Evaluation Points | Adjusted Cost   |
|--------------------------|--|-----------------|----------------------|------------------------|-----------------------------|-----------------|
| Cytranet                 |  | \$ -            | \$ -                 | \$ -                   | 100                         | \$ -            |
| Greatline Communications |  | \$ 108,332.00   | \$ -                 | \$ 108,332.00          | 100                         | \$ 108,332.00   |
| KACE Communications      |  | \$ 185,929.00   | \$ -                 | \$ 185,929.00          | 100                         | \$ 185,929.00   |
| Midco Systems, Inc.      |  | \$ 134,954.65   | \$ -                 | \$ 134,954.65          | 100                         | \$ 134,954.65   |
| Sentry Safety Solutions  |  | \$ 1,459,440.00 | \$ -                 | \$ 1,459,440.00        | 100                         | \$ 1,459,440.00 |

| Part Number | Description                            | BOM Quantity         | Greentline      | KACE   | Midco   | Sentry     |
|-------------|--|----------------------|-----------------|--------|---------|------------|
|             | Hubbell Cabling C6ASPD5Y               | 122 Data Locations   | Leviton/Beritek | Belden | Hubbell | Not listed |
|             | Using Hubbell or approved equivalent   | Required in RFP      | N               | Y      | Y       | Not known  |
|             | Installer certificate                  | Required in RFP      | Y               | Y      | Y       | N          |
|             | Respond to Alternate 1 and Unit Prices | Required in RFP      | Y               | Y      | Y       | N          |
|             | Respond to Alternate 2                 | Listed in Addendum 1 | N               | Y      | N2      | N          |
|             |  |                      |                 |        |         |            |
|             |  |                      |                 |        |         |            |
|             |  |                      |                 |        |         |            |
|             |  |                      |                 |        |         |            |

Notes:

1. Cytranet's submitted was a generic proposal for Internet/WAN service and managed services equipment. It was not included in the evaluation
2. Midco provided response to Alternate 2 after the initial submittal.

**HARVEY SCHOOL DISTRICT 152**  
**Potential E-rate Funding**

| Entity | School                         | 2018 Enroll. | Total Budget | Remaining    | Vendor Price  |             |              | Ineligible | Eligible Total | Potential E-rate Amount (85%) | Net District Cost after E-rate |
|--------|--------------------------------|--------------|--------------|--------------|---------------|-------------|--------------|------------|----------------|-------------------------------|--------------------------------|
|        |                                |              |              |              | Base Proposal | Alt. 1      | Total        |            |                |                               |                                |
| 69332  | MAYA ANGELOU ELEMENTARY SCHOOL | 248          | \$ 38,745.04 | \$ 2,638.39  | \$ 38,804.91  | \$ 3,473.24 | \$ 42,278.15 | \$ -       | \$ 42,278.15   | \$ 2,242.63                   | \$ 40,035.52                   |
| 69316  | HOLMES ELEMENTARY SCHOOL       | 273          | \$ 42,650.79 | \$ 5,264.15  | \$ 33,032.32  | \$ -        | \$ 33,032.32 | \$ 488.00  | \$ 32,544.32   | \$ 4,474.53                   | \$ 28,557.79                   |
| 69325  | BROOKS JUNIOR HIGH SCHOOL      | 586          | \$ 91,550.78 | \$ 38,164.14 | \$ 25,195.29  | \$ -        | \$ 25,195.29 | \$ -       | \$ 25,195.29   | \$ 21,416.00                  | \$ 3,779.29                    |
| 69320  | RILEY PRE-K SCHOOL             | 160          | \$ 24,996.80 | \$ 1,286.93  | \$ -          | \$ -        | \$ -         | \$ -       | \$ -           | \$ 1,093.89                   | \$ (1,093.89)                  |
| 69327  | WHITTIER ELEMENTARY SCHOOL     | 276          | \$ 43,119.48 | \$ 2,532.83  | \$ 16,587.49  | \$ -        | \$ 16,587.49 | \$ -       | \$ 16,587.49   | \$ 2,152.91                   | \$ 14,434.58                   |
| 69314  | BRYANT ELEMENTARY SCHOOL       | 377          | \$ 58,898.71 | \$ 18,952.07 | \$ 17,861.40  | \$ -        | \$ 17,861.40 | \$ -       | \$ 17,861.40   | \$ 15,182.19                  | \$ 2,679.21                    |
| 69321  | SANDBURG ELEMENTARY SCHOOL     | 0            | \$ -         | \$ -         | \$ -          | \$ -        | \$ -         | \$ -       | \$ -           | \$ -                          | \$ -                           |
| 69333  | LOWELL-LONGFELLOW ELEM SCHOOL  |              | \$ -         | \$ -         | \$ -          | \$ -        | \$ -         | \$ -       | \$ -           | \$ -                          | \$ -                           |

Total Contract Amount \$ 131,481.41 \$ 3,473.24 \$ 134,954.65 \$ 488.00 \$ 134,466.65 \$ 46,562.14 \$ 88,392.51