

RFP 160329
ERate Fiber Optic Locate Service

Criteria		Total Possible Points	Fulcrum Consulting	USIC Locating Services
1	Pricing (Cost Summary)	58	58	50
	Does the pricing fall within the District's budget?			
2	Reputation of the vendor and vendor's good or services	5	5	5
	What kind of reputation does the Proposer have?			
	Does the Proposer have comparable K-12 experience?			
	Does the Proposer have comparable product installations?			
3	Quality of the vendor's good and services	10	10	10
	Does the Proposer have an experience level to perform the required tasks?			
	Does the Proposer have adequate personnel and resources to handle the project range?			
	Does the Proposer have trained personnel with the appropriate qualifications?			
	Does the proposer provide a comprehensive solution?			
4	Extent to which the goods or services meet the district's needs	10	10	10
	Does the Proposer have the technical experience for this type of project?			
	Is the company eligible to participate in SPIN?			
5	Past Relationship with the district	10	10	10
	Has the District had a bad experience with this Proposer?			
6	HUB Certified	2	0	0
	Does the proposer have the certificate recognizing HUB (Historically Underutilized Business)?			
7	Long term cost to the district to acquire the vendor's service	5	5	3
	Can the Proposer support the maintenance of the project?			
	Possible Points:	100	98	88

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Locate Services for district's self provisioned high-speed fiber-optic network	Fulcrum Consulting	USIC Locating Services
Total Cost per Month	\$5,982.64	\$13,390.83
Total Cost per Three Years	\$71,791.68 (year) \$215,375.04 (3 year)	\$160,960.00 (year) \$482,069.88 (3 year)