

RFP Evaluation

Scorecard			
Factor	Points Available	PDS / Fortinet	Heartland / Palo
Price - Eligible Services	35	35	30
Completeness and Accuracy of Proposal	10	5	10
References & Experience	25	20	25
Compatibility with Existing Platforms	30	25	30
Total	100	85	95

Pricing of Responses

		Pricing		Provided Alternatives			
		PDS/Fortinet	Heartland/Palo Alto	Fortinet 1200D	Fortinet 1500D	PA 5020 - 3Yr	PA5020 - 5Yr
Eligible Service Total		\$ 38,746.66	\$ 65,200.00	\$ 53,711.12	\$ 64,400.00	\$ 74,185.60	\$ 99,248.00
	Firewall Appliance	\$ 20,000.00	\$ 53,680.00	\$ 27,777.78	\$ 33,333.34	\$ 53,680.00	\$ 53,680.00
	Support**	\$ 18,746.66	\$ 11,520.00	\$ 25,933.34	\$ 31,066.66	\$ 20,505.60	\$ 45,568.00
Ineligible Service Total		\$ 18,282.78	\$ 22,848.00	\$ 20,149.44	\$ 21,482.78	\$ 60,282.00	\$ 100,531.20
	Threat Prevention License (IPS)	\$ -	\$ 7,616.00	\$ -	\$ -	\$ 20,094.00	\$ 33,510.40
	Endpoint Management / Client*	\$ 9,640.00	\$ -	\$ 9,640.00	\$ 9,640.00	\$ -	\$ -
	URL / Web Filtering	\$ -	\$ 7,616.00	\$ -	\$ -	\$ 20,094.00	\$ 33,510.40
	Zero-Day Protection	\$ 4,800.00	\$ 7,616.00	\$ 6,666.66	\$ 8,000.00	\$ 20,094.00	\$ 33,510.40
	Mobile Security / Device (iOS/Android)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Central Management (FortiManager + FortiAnalyzer / Panorama)	\$ 1,200.00	\$ -	\$ 1,200.00	\$ 1,200.00	\$ -	\$ -
	Other One Time Costs	\$ 1,426.11	\$ -	\$ 1,426.11	\$ 1,426.11	\$ -	\$ -
	Other Recurring Costs	\$ 1,216.67	\$ -	\$ 1,216.67	\$ 1,216.67	\$ -	\$ -
Implementation Costs		\$ 10,000.00	\$ 9,600.00	\$ 10,000.00	\$ 10,000.00	\$ 9,600.00	\$ 9,600.00
Annual Recurring Costs (Years 2 - 3) - DOES NOT INCLUDE CLIENT		\$ 24,763.33	\$ 34,368.00	\$ 33,816.67	\$ 40,283.33	\$ -	\$ -
	Multi-Year Discount	\$ 24,763.33	\$ 34,368.00	\$ 33,816.67	\$ 40,283.33	\$ -	\$ -
Total Year 1 Cost		\$ 67,029.44	\$ 97,648.00	\$ 83,860.56	\$ 95,882.78	\$ 144,067.60	\$ 209,379.20
Annual Cost - Services (FortiClient not included)		\$ 24,763.33	\$ 34,368.00	\$ 33,816.67	\$ 40,283.33	N/A	N/A
Total Cost of Proposal - Over 3 Years - INCLUDES FORTICLIENT		\$ 147,886.10	\$ 166,384.00	\$ 182,823.90	\$ 207,779.44	N/A	N/A
Total Cost of Proposal - Over 5 Years - INCLUDES FORTICLIENT		\$ 231,152.76	\$ 235,120.00	\$ 284,197.24	\$ 322,086.10	N/A	N/A

*FortiClient license is \$4.82 per take home device. Year 1 would be 2,000 devices; Y2 = 3,000; Y3-5 = 3,500

** Information only at this time. This will be requested as part of a separate purchase to comply with E-Rate eligibility rules.