

Denton ISD Proposal Ranking
Telephony Services
RFP 170124

POTS / CentraNet - 3 yr	Points	Athena	CDW - BCN	CDW - Bulleye	CDW - MetTel	Charter	Frontier	Granite	MetTel	TelePacific
Pricing (Cost Summary)	55	NB	50	0	NB	NB	55	45	40	NB
Does the pricing fall within the District's budget?										
Reputation of the vendor and vendor's good or services	5		3	3			5		3	
What kind of reputation does the Proposer have?										
Does the Proposer have comparable K-12 experience?										
Does the Proposer have comparable product installations?										
Quality of the vendor's good and services	10		5	5			10		5	
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?										
Extent to which the goods or services meet the District's needs	10		10	10			10		10	
Does the Proposer have the technical experience for this type of project?										
Is the company eligible to participate in SPIN?										
Past Relationship with the District	10		5	5			10		5	
Has the District had a bad experience with this Proposer?										
HUB Certified	2		0	0			0		0	
Does the Proposer have the certificate recognizing HUB (Historically Underutilized Business)?										
Long term cost to the District to acquire the vendor's service	5		0	3			5		3	
Can the Proposer support the maintenance of the project?										
Other Relevant Factors specifically listed in the CSP	3		2	2			2		2	
Were all documents completed and submitted?										
Is the Proposer a Resident or Non-Resident Bidder?										
Possible Points:	100	NB	75	28	NB	NB	97	45	68	NB

Annual Cost (3 yr Option)

No Bid \$ 182,263.20 No Total No Bid No Bid \$ 170,950.92 \$ 187,434.12 \$ 223,647.72 No Bid

Notes:

Athena: Responded with a hosted solution

CDW - Bullseye: No totals provided

TelePacific: Provided pricing for only the 5 yr option (did not provide 3 yr pricing)

NB = No Bid

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T1s - 3 yr	Points	Athena	CDW - BCN	CDW - Bullseye	CDW - MetTel	Charter	Frontier	Granite	MetTel	TelePacific
Pricing (Cost Summary)	55	NB	NB	NB	NB	NB	55	NB	50	NB
Does the pricing fall within the District's budget?										
Reputation of the vendor and vendor's good or services	5						5		3	
What kind of reputation does the Proposer have?										
Does the Proposer have comparable K-12 experience?										
Does the Proposer have comparable product installations?										
Quality of the vendor's good and services	10						10		5	
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?										
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?										
Past Relationship with the District	10						10		5	
Has the District had a bad experience with this Proposer?										
HUB Certified	2						0		0	
Does the proposer have the certificate recognizing HUB (Historically Underutilized Business)?										
Long term cost to the District to acquire the vendor's service	5						5		3	
Can the Proposer support the maintenance of the project?										
Other Relevant Factors specifically listed in the CSP	3						2		2	
Were all documents completed and submitted?										
Is the Proposer a Resident or Non-Resident Bidder?										
Possible Points:	97	NB	NB	NB	NB	NB	95	NB	76	NB

Annual Cost (3 yr Option)

\$ 9,445.44

\$ 18,137.28

Notes:

Athena: Responded with a hosted solution.

Granite: Only bid one of the T1 circuits (Tech Building Room) = \$ 630 / mth

TelePacific: Provided pricing for only the 5 yr option (did not provide 3 yr pricing)