

EDINA – ACCESS POINTS SEALED BID SUMMARY (2024)

General Information

Organization:	ISD #273 – Edina Public Schools	Date:	2/16/2024
Department:	Media and Technology	Category:	IT Hardware & License (Access Points, UPS and Firewall)

Process Notes

Process used	Request for bid (RFB) sealed bid
Vendors participating	<ul style="list-style-type: none"> CDW-G (Submitted) Heartland Business Systems (Invalid-Submission) Matrix-NDI (Submitted) SHI (Invalid-Submission)

Your Company Information

Company Name:	CDW-G	Matrix-NDI
Address:	230 N. Milwaukee Ave, Venon Hills, IL 60061	171 Cheshire Lane N. Plymouth MN 55441
Local Account Support Name:	Mayak Srivastava	Jason Cardwell
Local Support Phone:	312-705-9366	763-475-5514
Local Support Email:	mayasri@cdw.com	jcardwell@matrix-ndi.com
SPIN #:	143005588	143006071

References

Company Name:	CDW-G	Matrix-NDI
Reference 1	Wayzata Public Schools	Robbinsdale Public Schools
Reference 2	Bloomington Public Schools	Hopkins Public Schools

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Qualifications Information

Question	CDW-G	Matrix-NDI
Do you agree with the District Terms, conditions, specifications, & requirements as described?	Y	Y
Are you authorized to do business with Minnesota public schools?	Y	Y
Have you included all required bid forms and documents?	Y	Y
Have you included a Bid Bond in the amount of 5% of your total bid?	Y	Y
Have you signed the affidavit of non-collusion form?	Y	Y
Have you signed the statement of affirmative action for equal opportunity employment?	Y	Y
Have you signed the acceptance form?	Y	Y
Do you agree with the District Terms, conditions, specifications, & requirements as described?	Y	Y

Access Points, Licenses and Ongoing Support - Price Bid Summary

License, Architecture and Ongoing Support	CDW-G		Matrix-NDI	
	Manufacturer	Price	Manufacturer	Price
1-Year	Juniper	\$364,541.24	Extreme Networks	\$425,255.63
3-Year	Juniper	\$439,463.68	Extreme Networks	\$463,013.63
5-Year	Juniper	\$599,194.24	Extreme Networks	\$470,321.63
3-Year	Meraki	\$336,482.19	N/A	N/A
5-Year	Meraki	\$394,410.27	N/A	N/A
3-Year	Cisco	\$457,292.18	N/A	N/A
5-Year	Cisco	\$539,915.21	N/A	N/A
1-Year	Aruba	\$360,218.65	N/A	N/A
3-Year	Aruba	\$385,409.46	N/A	N/A
5-Year	Aruba	\$404,199.99	N/A	N/A

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Uninterrupted Power Supply – Price Bid

Qty	CDW-G				Matrix-NDI				
	Unit Manufacturer	Unit Model	Price Per Unit (FOB)	Net	Unit Manufacturer	Unit Model	Price Per Unit (FOB)	Net	
Uninterrupted Power Supply									
N1C.L2000 or Equivalent	13	Critical Technologies	N1C L-Series 2000VA 2KVA 120V	\$2,083.50	\$27,085.50	N1C	N1C.L2000	\$2,479.20	\$32,229.50

Fortinet Firewall Services Renewal - Price Bid

Qty	CDW-G				Matrix-NDI				
	Unit Manufacturer	Unit Model	Price Per Unit (FOB)	Net	Unit Manufacturer	Unit Model	Price Per Unit (FOB)	Net	
Fortinet Firewall Services Renewal									
Fortinet - 2x1101E (1-year subscription)	2	Fortinet	FortiCare 24xY Bundle – 1 Year	\$17,148.18	\$34,296.36	Fortinet	FC-10-F11E1-950-02-12	\$22,004.00	\$44,008.00
Fortinet - 2x1101E (3-year subscription)	2	Fortinet	FortiCare 24xY Bundle – 3 Year	\$49,219.91	\$98,439.82	Fortinet	FC-10-F11E1-950-02-36	\$66,010.00	\$132,020.00


Proposal Evaluation – Scoring Matrix

Criteria	Pts	CDW-G	Matrix-NDI
Price - One time and/or multi-year costs(s) will be used to evaluate the total cost of services. This includes, estimated time before product is declared EoL (End of Life) by the manufacturer of the product, ongoing maintenance costs, and costs incurred to transition to the new product	31	31, 30, 31	26, 29, 24
Vendor Relationship - The District will review past experience and relationship with this vendor and reseller	10	10, 10, 10	0, 0, 0
Local or In-State Representation - Does the vendor (reseller) have a physical presence within the state or locality?	10	10, 10, 10	10, 10, 10
Technical Solution Evaluation - The District will assess the technology employed to provide services, the service or device itself (including its estimated lifecycle), the services offered, the resilience of the proposed solutions, and the level of effort required by the District for ongoing management. The District strongly prefers cloud-delivered and managed solutions, as they require less maintenance compared to on-premises solutions. Does the product align with the district's requirements, including manageability within the existing staffing and skill set, with a preference for cloud-based solutions? Is the vendor able to meet the requirements outlined for the purchased system/product?	29	29, 29, 29	29, 10, 29
Ease of Transition - The District will review the proposal and the ease of implementation and cutover of services. This includes the time required to have a fully functioning solution. This includes the amount of time and effort required by Edina Public Schools Employees to implement the purchased product.	20	20, 20, 20	20, 5, 20
Total		AVG 100	AVG 74

Scoring Criteria and Evaluation

Criteria	Points	CDW-G	Matrix-NDI
Price - One time and/or multi-year costs(s) will be used to evaluate the total cost of services. This includes, estimated time before product is declared EoL (End of Life) by the manufacturer of the product, ongoing maintenance costs, and costs incurred to transition to the new product	31	31	26
Vendor Relationship - The District will review past experience and relationship with this vendor and reseller	10	10	0
Local or In-State Representation - Does the vendor (reseller) have a physical presence within the state or locality?	10	10	10
Technical Solution Evaluation - The District will assess the technology employed to provide services, the service or device itself (including its estimated lifecycle), the services offered, the resilience of the proposed solutions, and the level of effort required by the District for ongoing management. The District strongly prefers cloud-delivered and managed solutions, as they require less maintenance compared to on-premises solutions. Does the product align with the district's requirements, including manageability within the existing staffing and skill set, with a preference for cloud-based solutions? Is the vendor able to meet the requirements outlined for the purchased system/product?	29	29	29
Ease of Transition - The District will review the proposal and the ease of implementation and cutover of services. This includes the time required to have a fully functioning solution. This includes the amount of time and effort required by Edina Public Schools Employees to implement the purchased product.	20	20	20
Total		100	85

Evaluation Team

Signed 

Signed 

Typed Name Nathaniel Lindley


Typed Name Thomas Johnston

Scoring Criteria and Evaluation

Criteria	Points	CDW-G	Matrix-NDI
Price - One time and/or multi-year costs(s) will be used to evaluate the total cost of services. This includes, estimated time before product is declared EoL (End of Life) by the manufacturer of the product, ongoing maintenance costs, and costs incurred to transition to the new product	31	30	29
Vendor Relationship - The District will review past experience and relationship with this vendor and reseller	10	10	0
Local or In-State Representation - Does the vendor (reseller) have a physical presence within the state or locality?	10	10	10
Technical Solution Evaluation - The District will assess the technology employed to provide services, the service or device itself (including its estimated lifecycle), the services offered, the resilience of the proposed solutions, and the level of effort required by the District for ongoing management. The District strongly prefers cloud-delivered and managed solutions, as they require less maintenance compared to on-premises solutions. Does the product align with the district's requirements, including manageability within the existing staffing and skill set, with a preference for cloud-based solutions? Is the vendor able to meet the requirements outlined for the purchased system/product?	29	29	10
Ease of Transition - The District will review the proposal and the ease of implementation and cutover of services. This includes the time required to have a fully functioning solution. This includes the amount of time and effort required by Edina Public Schools Employees to implement the purchased product.	20	20	5
Total		99	54

Evaluation Team

Signed 

Signed 

Typed Name Nathaniel Lindley

Typed Name Thomas Johnston

Scoring Criteria and Evaluation

Criteria	Points	CDW-G	Matrix-NDI
<p>Price - One time and/or multi-year costs(s) will be used to evaluate the total cost of services. This includes, estimated time before product is declared EoL (End of Life) by the manufacturer of the product, ongoing maintenance costs, and costs incurred to transition to the new product</p>	31	31	24
<p>Vendor Relationship - The District will review past experience and relationship with this vendor and reseller</p>	10	10	0
<p>Local or In-State Representation - Does the vendor (reseller) have a physical presence within the state or locality?</p>	10	10	10
<p>Technical Solution Evaluation - The District will assess the technology employed to provide services, the service or device itself (including its estimated lifecycle), the services offered, the resilience of the proposed solutions, and the level of effort required by the District for ongoing management. The District strongly prefers cloud-delivered and managed solutions, as they require less maintenance compared to on-premises solutions. Does the product align with the district's requirements, including manageability within the existing staffing and skill set, with a preference for cloud-based solutions? Is the vendor able to meet the requirements outlined for the purchased system/product?</p>	29	29	29
<p>Ease of Transition - The District will review the proposal and the ease of implementation and cutover of services. This includes the time required to have a fully functioning solution. This includes the amount of time and effort required by Edina Public Schools Employees to implement the purchased product.</p>	20	20	20
Total		100	83

Evaluation Team

Signed  Signed 

Typed Name Nathaniel Lindley Typed Name Tom Johnston

General Information

Bid Name	Wireless Access Points, Uninterrupted Power Supplies and Fortinet Firewall Licenses	Opening Date:	2/8/2024
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Bid Evaluation Criteria

Criteria	Weight
Price	31%
Vendor Relationship	10%
Local or In-State vendor	10%
Technical Solution Evaluation	29%
Ease of Transition	20%

Bidder Information

Bidder (Company)	Bid Security Bond?	Singed Non-Collusion, Equal Opportunity, and Acceptance Form?	Completed Bid Docs?
Matrix - NDI	Y	Y	Y
CDW - G	Y	Y	Y
SHI	N	N	N
Heartland	N	N	N

Bids Received

Vendor Name	Matrix-NDI	CDW-G	SHI	Heartland
Total Bid Amount	TBD	TBD	TBD	TBD

Opened by NATASHA MONSAAS-DALY Organization EDINA PUBLIC SCHOOLS

Signature *Natasha Monsaas-Daly*

Witness: Kyle Trites Organization Catalyst Learning Solutions

Signature *Kyle Trites*