

Initial Proposal Responses Received on 3/29/2017

Received On	Vendor	Product Family	Total Base Pricing - Physical	Total Base Pricing - Virtual	Year 1	Year 2	3 Yr Maint	5 Yr Maint
03/28/2017 1:45pm	TeleTech TSG	Avaya	\$ 631,465.02	\$ 563,205.92	\$ 95,415.24	\$95,415.24	\$ 286,245.72	
03/28/2017 10:55am	ATI	ShoreTel	\$ 371,290.52	\$ 339,740.12	Included	\$32,024.52	\$ 88,067.43	\$ 133,435.50
03/29/2017 2:30pm	Mindsight	Cisco	\$ 374,950.85	Not Provided	\$ 40,957.00	\$42,957.00		
03/29/2017 1:10pm	Midco	Mitel	\$ 373,047.18	\$ 372,129.60	Included	\$20,250.00	Not provided	Not provided
03/29/2017 8:50am	CallOne	ShoreTel	\$ 261,517.25	\$ 241,581.89	\$ 23,060.52	\$23,060.52	\$ 62,263.40	\$ 98,007.21
03/24/2017 8:30am	Pentegra	ShoreTel	\$ 254,895.99	Not Provided	\$ 23,448.85	\$23,448.85	Not provided	Not provided
03/28/2017 3:10pm	TIG	Mitel	\$ 337,862.90	Not Provided	Included	\$22,827.00		\$ 91,310.18
03/29/2017 9:35am	Sound Inc	NEC	\$ 696,982.27	Not Provided	Included	included	included	included

Evaluation Matrix & Scoring


Geneva CUSD 304 Telephone System Selection



Decision Criteria 2017-03-31

Vendor		Sound Inc.	Pentegra Systems	CallOne	Midco	ATI	TIG	Mindsight	TeleTech/TSG
Manufacturer		NEC	Shoretel	Shoretel	Mitel	Shoretel	Mitel	Cisco	Avaya
Product		3C	Shoretel	Shoretel	Mitel 3300	Shoretel	Mitel 3300	7000 Cisco	Avaya
Location of Dealer		Naperville, IL	Geneva, IL	Chicago, IL	Burr Ridge, IL	Naperville, IL	Itasca, IL	Downers Grove, IL	Lombard, IL
Criteria	% Weight	SCORES							
Purchase Price	15%	2	9	10	6	6	7	6	2
Life Span Cost (5 Year)	15%	2	9	10	7	6	7	5	1
Telecom Function/Environment	15%	8	9	9	8	9	8	6	8
Completeness Quality of Proposal	10%	8	8	8	8	8	8	8	8
Service & Support	20%	8	7	8	8	8	8	7	7
Mfg Stability/Future Direction	5%	8	8	8	8	8	8	8	6
Dealer/Manufacturer Relationship	5%	8	8	9	9	9	9	7	9
In-House Managability	5%	8	8	8	8	8	8	6	7
General System Complexity	5%	8	8	8	7	8	7	6	7
Demonstration	5%	0	0	0	0	0	0	0	0
OVERALL SCORES	100%	5.8	7.85	8.4	7.15	7.2	7.3	6.1	5.3
Finalist/Demo Candidate			2	1		4	3		
Ranking = 10 is the best & 1 is the lowest									
High Score is best									
Estimated Purchase Price	Least expensive to most expensive								
Estimated Life Span Cost	Least expensive to most expensive when considering ongoing costs, maintenance, etc.								
Telecom Function/Environment	Back office infrastructure for data and voice, telecom equipment/software, extent of state of the art environ.								
Completeness and Proposal Qual	Proposal document quality, completeness of information provided and followed RFP direction as requested by the City.								
Service/Support	Consider vendor record, references, geographic location, pricing, how vendor handles new releases, etc.								
Mfg Stability	10 = Major corp; 9 = National Telecom org; 7 = Large Telecom org; 5 = Newly formed organization 2= Don't know future direction								
Dealer Manufacturer Relationship	Consider Dealer status with Manufacturer and direct access to support								
In-House Managability	Ease and ability for the IT Staff to administer the system and deal with the vendor.								
General System Complexity	Opinion of system complexity to perform basic services.								

Est. Proposal Cost over 5 Years

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Manufacturer	NEC	Shoretel	Shoretel	Mitel	Shoretel	Mitel	Cisco	Avaya
Product	3C	Shoretel	Shoretel	Mitel 3300	Shoretel	Mitel 3300	7000 Cisco	Avaya
Location of Dealer	Naperville, IL	Geneva, IL	Chicago, IL	Burr Ridge, IL	Naperville, IL	Itasca, IL	Downers Grove, IL	Lombard, IL
Purchase price & 1st yr	\$ 721,146.00	\$ 278,345.00	\$ 283,838.00	\$ 387,598.00	\$ 374,003.00	\$ 344,990.00	\$ 387,700.00	\$ 715,664.00
Second Year	\$ 4,002.00	\$ 23,448.00	\$ 22,320.00	\$ 20,250.00	\$ 32,024.00	\$ 22,827.00	\$ 42,957.00	\$ 77,023.00
Third Year	\$ 4,162.08	\$ 24,385.92	\$ 23,212.80	\$ 21,060.00	\$ 33,304.96	\$ 23,740.08	\$ 44,675.28	\$ 80,103.92
Fourth Year	\$ 4,328.56	\$ 25,361.36	\$ 24,141.31	\$ 21,902.40	\$ 34,637.16	\$ 24,689.68	\$ 46,462.29	\$ 83,308.08
Fifth Year	\$ 4,501.71	\$ 26,375.81	\$ 25,106.96	\$ 22,778.50	\$ 36,022.64	\$ 25,677.27	\$ 48,320.78	\$ 86,640.40
Total Five Year Cost	\$ 738,140.35	\$ 377,916.09	\$ 378,619.08	\$ 473,588.90	\$ 509,991.76	\$ 441,924.03	\$ 570,115.35	\$ 1,042,739.40