

# Tabulation

[illegible]

## Language Lab Proposal 090507

## Ranking

			Proposer: 1	2	3	4
Criteria		Points	Teaching Systems	MultiMedia Learning Systems	ASC Direct	
1	<b>Proposed Cost Amount</b>	50	49	49	48	
	a. Is the cost in line with the quality of the product?					
	b. How close is the proposal to the district's cost estimate?					
2	<b>Product Compatibility and Versatility</b>	20	20	16	19	
	a. Is the product being proposed compatible with the existing systems?					
	b. Are the features versatile?					
	c. Does the proposer offer more features? What is the cost of the features?					
3	<b>References</b>	10	10	10	10	
	a. Are the required references included?					
	b. Are the references good ones?					
	c. Would the reference purchase this system again?					
4	<b>Company Experience</b>	10	10	10	9	
	a. How long has the company been in business?					
	b. How long has the company sold and maintained the system offered?					
	c. How much experience has the team assigned to this project with this system?					
5	<b>Past Experience</b>	10	10	10	10	
	a. Has the district had a past experience with this company?					
	b. If so, has the experience been a good one?					
	Possible Points:	100	99	95	96	0

**First Round: Committee Questions Answered**

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**Teaching Systems**

1. discount of 10% applied if 6 labs are purchased within next 6 months - software only
2. 1.5% discount on the maintenance agreement will also be negotiable on the extended maintenance contract.
3. Upgrade of existing Guyer labs maintenance will be included in the calculation of the extended maintenance contract. The penalty fee to bring the 2 Guyer labs into compliance will be waived.

**ASC**

1. Will offer same pricing for 5 or 6 labs as given for 7.

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**Final Negotiations with Teaching Systems**

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1. 10% discount for initial labs being purchased together.
2. 50% discount on yearly maintenance fees.
3. remains the same.