Response Log

Entity: 141626 - Calallen ISD

Funding Year: 2026-2027

Form 470 #: 260015732

Close Date: Tuesday, February 24, 2026

Vendor Responses				
Received Date	**Vendor**	**SPIN**	**Bid Status**	**Comments***
02/21/26	Electronaca	143035753	Disqualified	Did not submit all the required documents listed in the RFP. Submitted a quote only.
02/23/26	ConvergeOne	143011994	Accepted	Submitted complete response. Fortinet Solution.
02/24/26	NetSync	143028685	Accepted	Submitted complete response. Palo Alto Solution. Provided pricing for 1 year support and 3 year support. Both will be evaluated.
02/24/26	Aurora	143032695	Accepted	Submitted complete response. Proposed 2 different Fortinet Firewall opitions with 1 year support. Both will be evaluated.
02/24/26	Computer Solutions	143005689	Accepted	Bid Multiple Solutions, will include all 8

*Non-responsive bids should note reason(s) for disqualification in the Comments section of the log. They should not be included on the assessment.

Assessment Worksheet

Entity: 141626 - Calallen ISD
Funding Year: 2026-2027
Form 470#: 260015732
Close Date: Tuesday, February 24, 2026

Products/Services Assessed: Firewall and Components
Evaluator Name and Title: Kevin Beatty, Director of Technology, David Burk, Assistant Director of Technology
Date Evaluation Completed: Wednesday, February 25, 2026

Lowest E-Rate Eligible Cost: $39,108.38
Lowest E-Rate Ineligible Cost: $5,635.20

Vendor Scoring

Selection Criteria	Weight	ConvergeOne		NetSync 1 Year Support Option		NetSync 3 Year Support Option		Aurora FG-1000F Option		Aurora FG-2600F Option		Computer Solutions Option 1		Computer Solutions Option 2		Computer Solutions Option 3		Computer Solutions Option 4		Computer Solutions Option 5		Computer Solutions Option 6		Computer Solutions Option 7		Computer Solutions Option 8	
		Eligible $	$76,852.00	Eligible $	$117,878.22	Eligible $	$117,862.99	Eligible $	$100,340.00	Eligible $	$136,576.00	Eligible $	$39,108.38	Eligible $	$39,108.38	Eligible $	$54,373.05	Eligible $	$47,114.25	Eligible $	$39,108.38	Eligible $	$39,108.38	Eligible $	$54,373.05	Eligible $	$54,373.05
		Ineligible $	$20,119.00	Ineligible $	$25,269.57	Ineligible $	$95,920.73	Ineligible $	$18,600.00	Ineligible $	$26,164.00	Ineligible $	$5,635.20	Ineligible $	$8,262.24	Ineligible $	$8,342.43	Ineligible $	$12,384.03	Ineligible $	$13,932.02	Ineligible $	$21,025.04	Ineligible $	$20,550.83	Ineligible $	$31,463.17
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Proposal Price E-Rate Eligible	45%	5.09	22.90%	3.32	14.93%	3.32	14.93%	3.90	17.54%	2.86	12.89%	10.00	45.00%	10.00	45.00%	7.19	32.37%	8.30	37.35%	10.00	45.00%	10.00	45.00%	7.19	32.37%	7.19	32.37%
Proposal Price E-Rate Ineligible	5%	2.80	1.40%	2.23	1.12%	0.59	0.29%	3.03	1.51%	2.15	1.08%	10.00	5.00%	6.82	3.41%	6.75	3.38%	4.55	2.28%	4.04	2.02%	2.68	1.34%	2.74	1.37%	1.79	0.90%
Proposer's Project Personnel and Qualifications	5%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%	10.00	5.00%
Proposer's Experience, Reputation and References	10%	5.00	5.00%	10.00	10.00%	10.00	10.00%	5.00	5.00%	5.00	5.00%	3.00	3.00%	3.00	3.00%	3.00	3.00%	3.00	3.00%	3.00	3.00%	3.00	3.00%	3.00	3.00%	3.00	3.00%
Transition Considerations	35%	2.00	7.00%	10.00	35.00%	10.00	35.00%	5.00	17.50%	5.00	17.50%	2.00	7.00%	2.00	7.00%	2.00	7.00%	2.00	7.00%	2.00	7.00%	2.00	7.00%	2.00	7.00%	2.00	7.00%
Overall Ranking	**100%**		**41.30%**		**66.04%**		**65.23%**		**46.55%**		**41.46%**		**65.00%**		**63.41%**		**50.74%**		**54.63%**		**62.02%**		**61.34%**		**48.74%**		**48.26%**

Assessment Notes:

ConvergeOne	ConvergeOne states they will not have on-site personnel. The implementation is handled remotely, 4 hours of support and 4 hours of training included. Hardware reviews point to significant bottle necks when full security inspection suite is enabled. This would be an on-going issue for our district as it would require complex infrastructure maintenance where the district does not have the means to focus their attention there. Therefore, they were given a 2 for Transition Considerations. Not Selected
NetSync 1 Year Support Option	NetSync will be on-site for the installation, configuration, knowledge transfer and support. The proposal is in-line with what the district requested to improve our network security against the sophisticated cybersecurity threats we encounter everyday. This solution proposed by Netsync meets the demand and requirement for a superior cybersecurity platform integrating ML and AI. Selected.
NetSync 3 Year Support Option	This 3-year proposal from NetSync is basically the same as their 1-year proposal, however there is no cost incentive for choosing the 3-year solution. Not Selected.
Aurora FG-1000F Option	The proposal is for the Fortinet system 1000F NGFW security appliance is similar to appliance we need to replace to improve our network security against the sophisticated cybersecurity threats we encounter everyday. Additionally Aurora states that the Fortinet pricing is subject to change after March 25, 2026. - Not Selected
Aurora FG-2600F Option	The proposal is for the Fortinet system 2600FSecurity appliance. It would be an improvement, however it doesn't meet the demand, and requirements we are requesting for a superior cybersecurity platform which are environment requires. Additionally Aurora states that the Fortinet pricing is subject to change after March 25, 2026. - Not Selected
Computer Solutions Option 1	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.
Computer Solutions Option 2	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.
Computer Solutions Option 3	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.
Computer Solutions Option 4	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.
Computer Solutions Option 5	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.
Computer Solutions Option 6	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.
Computer Solutions Option 7	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.
Computer Solutions Option 8	This would be an identical cybersecurity environment to what we are currently running with no added security. Throughput would be increased. Additionally, selecting a Cisco solution would require the district to continue to be reliant upon Cisco's support to help resolve issues with their appliances. Even with having SmartNet coverage, we have had issues with their support. Recently we had issue with one of our two Cisco firewall appliances. Their support would collect logs from us and never get back to us. Finally after about two months and numerous calls to their support, we were connected to a competent Cisco Engineer who was able to help resolve the issue; this is why they were given a 2 for Transition Considerations. While Cisco provides a robust feature set, our historical data indicates a disproportionately high administrative overhead. Transitioning to a more streamlined, intuitive platform would reduce the 'mean time to resolution' for network issues, allowing our lean IT team to focus on instructional support rather than complex infrastructure maintenance. Additionally, better cybersecurity options have been proposed by other vendors.

Scoring Notes:

* Cost of E-Rate eligible products/services is the primary consideration.

** Raw score for eligible products is based on the formula ((lowest cost/cost being compared)x10).

*** Raw score for ineligible products based on same formula; however, if a $0 ineligible response exists, the next lowest ineligible vendor receives a score of 9 and the formula is adjusted for all others to a base 9 formula.

**** All other raw scores based on a scale of 0 to 10: 0=lowest/worst possible, 5=neutral, 10=highest/best possible.

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