

VOIP Proposal Bid Tabulation

		Vendor	(surv)		(without surv)	
		System	Zultys		Zultys	
		Annual Cost	\$76,112.68		\$63,692.68	
		One Time Costs	\$12,885.00		\$12,885.00	
		Contract Length in years	3		3	
		Total Cost of Contract	\$241,223.04		\$203,963.04	
		total cost of contract year comparison	\$80,407.68		\$67,987.68	
Criteria	Weight	Points Available		Weighted Score		Weighted Score
Cost Proposal	20.00%	10	9	1.8	10	2
Understanding of Needs	15.00%	10	8	1.2	6	0.9
E911	15.00%	10	8	1.2	8	1.2
Directory Integration	10.00%	10	9	0.9	9	0.9
Existing Systems	10.00%	10	8	0.8	8	0.8
Support and Warranty	10.00%	10	10	1	10	1
UC	5.00%	10	8	0.4	8	0.4
User Devices	5.00%	10	10	0.5	10	0.5
Call Flow & Mgmt	5.00%	10	10	0.5	10	0.5
Training & Document	5.00%	10	10	0.5	10	0.5
Total	100.00%	100	90	8.8	89	8.7
notes			phones included in price		phones included in price	
			UC is license Based		UC is license Based	
			with survivability		without survivability	
			Phones and warranty are included inservice	Phones and warranty are included inservice		
			did not include atas		did not include atas	
			provides training to phone technician		provides training to phone technician	

VOIP Proposal Bid Tabulation

		Vendor	Loffler		Networks	
		System	Fortivoice		Ring Central	
		Annual Cost	\$77,354.16		\$83,628.00	
		One Time Costs			\$35,735.00	
		Contract Length in years	5		5	
		Total Cost of Contract	\$386,770.80		\$453,875.00	
		total cost of contract year comparison	\$77,354.16		\$90,775.00	
				Weighted Score		Weighted Score
Criteria	Weight	Points Available				
Cost Proposal	20.00%	10	6	1.2	5	1
Understanding of Needs	15.00%	10	7	1.05	8	1.2
E911	15.00%	10	9	1.35	9	1.35
Directory Integration	10.00%	10	10	1	9	0.9
Existing Systems	10.00%	10	5	0.5	9	0.9
Support and Warranty	10.00%	10	10	1	10	1
UC	5.00%	10	9	0.45	9	0.45
User Devices	5.00%	10	10	0.5	10	0.5
Call Flow & Mgmt	5.00%	10	5	0.25	10	0.5
Training & Document	5.00%	10	5	0.25	0	0
Total	100.00%	100	76	7.55	79	7.8
notes			Paging integration not included in information		All training appears to be online with ring central	
			noted survivability but not quoted		survivability not noted	
			Indicated Training is available			
			copied language from RFP			
			indicated spcifically call blocking			

VOIP Proposal Bid Tabulation

		Vendor	EO Johnson		Marco	
		System	Ellevate		Marco / Cisco	
		Annual Cost	\$96,940.44		\$56,292.00	
		One Time Costs	\$6,792.61		\$92,651.89	
		Contract Length in years	3		5	
		Total Cost of Contract	\$297,613.93		\$374,111.89	
		total cost of contract year comparison	\$99,204.64		\$74,822.38	
Criteria	Weight	Points Available		Weighted Score		Weighted Score
Cost Proposal	20.00%	10	8	1.6	7	1.4
Understanding of Needs	15.00%	10	6	0.9	7	1.05
E911	15.00%	10	8	1.2	10	1.5
Directory Integration	10.00%	10	9	0.9	9	0.9
Existing Systems	10.00%	10	7	0.7	7	0.7
Support and Warranty	10.00%	10	10	1	10	1
UC	5.00%	10	9	0.45	9	0.45
User Devices	5.00%	10	10	0.5	8	0.4
Call Flow & Mgmt	5.00%	10	10	0.5	10	0.5
Training & Document	5.00%	10	10	0.5	10	0.5
Total	100.00%	100	87	8.25	87	8.4
notes			individual user can adjust e911 location		LDAP	
			Directory integration with Azure ID... not sure if LDAP capable		Indicated Marco UC scan sync with Google	
			Didn't include ATAs and will not configure them		Not sure what education connectors are?	
			included archiving		Cisco can be a complicated ecosystem for phones	
					Also - not entirely interested in owning phones	
					Recommends POTS lines stay on current provider as it's webex hosted	