

DATE November 29, 2018

Report To: Administration and Finance Executive Committee

From: Shane Freamo, Information Technology Manager

SUBJECT: Award of RFP 18-AF-13 Delivery of Enterprise Network Switches

As part of the approved capital budget for 2018, an RFP for the Delivery Enterprise Network Switches was posted on November 7, 2018, and closed on November 27, 2018.

The Town received proposals from CDW Canada Corp., Sight and Sound, and Elco Systems Inc.

All three proposals included the same products that were listed in the Intended Equipment section of the RFP. This list is provided in the table below.

Intended Network Equipment

Quantity	Description
1	Aruba 3810M 24G PoE+ 1-slot Switch JL073A
1	HPE 1Y NBD Exch Aruba 3810M 24G P SVC U7CW8E
2	INCLUDED: Power Cord – U.S. Localization JL086A ABA
20	Aruba 2930F 24G PoE+ 4SFP Switch JL261A
1	HPE 1Y FC NBD Exch Aruba 2930F 24G P SVC H1YC9E
22	Aruba 1G SFP RJ45 T 100m Cat5e Transceiver

All three proposals are broken down by price for each product and totals including HST are included at the bottom of each table.

CDW Canada Corp.

Item	Quantity	Unit Price	Extended Price
Aruba 3810M 24G PoE+ 1-slot Switch JL073A	1	\$3,200.00	\$3,200.00
HPE 1Y NBD Exch Aruba 3810M 24G P SVC U7CW8E	1	\$299.00	\$299.00
Power Cord – U.S. Localization JL086A ABA	2	\$540.52	\$1,081.04
Aruba 2930F 24G PoE+ 4SFP Switch JL261A	20	\$1,750.00	\$35,000.00
HPE 1Y FC NBD Exch Aruba 2930F 24G P SVC H1YC9E	1	\$208.09	\$208.09
Aruba 1G SFP RJ45 T 100m Cat5e Transceiver	22	\$260.00	\$5,720.00

Total \$51,424.19 including HST

Sight and Sound

Item	Quantity	Unit Price	Extended Price
Aruba 3810M 24G PoE+ 1-slot Switch JL073A	1	\$3,780.71	\$3,780.71
HPE 1Y NBD Exch Aruba 3810M 24G P SVC U7CW8E	1	\$351.11	\$351.11
Power Cord – U.S. Localization JL086A ABA	2	\$520.07	\$1,040.13
Aruba 2930F 24G PoE+ 4SFP Switch JL261A	20	\$1566.93	\$31,338.50
HPE 1Y FC NBD Exch Aruba 2930F 24G P SVC H1YC9E	1	\$205.56	\$205.56
Aruba 1G SFP RJ45 T 100m Cat5e Transceiver	22	\$322.80	\$7,101.60

Total \$49,513.90 including HST

Elco Systems Inc.

Item	Quantity	Unit Price	Extended Price
Aruba 3810M 24G PoE+ 1-slot Switch JL073A	1	\$3,750.00	\$3,750.00
HPE 1Y NBD Exch Aruba 3810M 24G P SVC U7CW8E	1	\$297.00	\$297.00
Power Cord – U.S. Localization JL086A ABA	2	\$368.00	\$736.00
Aruba 2930F 24G PoE+ 4SFP Switch JL261A	20	\$1,299.00	\$25,980.00
HPE 1Y FC NBD Exch Aruba 2930F 24G P SVC H1YC9E	1	\$175.00	\$175.00
Aruba 1G SFP RJ45 T 100m Cat5e Transceiver	22	\$251.00	\$5,522.00

Total \$41,254.04 including HST

All three proposals were scored using a weighted scoring matrix on the following criteria.

1. Cost
2. Functionality of standard equipment and features to meet our specific needs
3. Availability of additional capabilities to add as needed and system growth and expansion
4. Ease of use
5. Product quality, reliability, and warranty plan
6. Vendor qualifications

7. Service and support resources
8. Experience and expertise with the product being offered
9. Certified vendor relationship with product manufacturer
10. References where similar systems have been installed
11. Quality of the proposal submitted - ease of understanding, required components of the equipment being delivered.
12. Schedule

The proposals were scored by three people independently from each other. The results are listed on pages 4, 5 and 6.

Score 1

Criteria	Weight	CDW		Sight and Sound		Elco Systems	
		Rating	Weighted Score	Rating	Weighted Score	Rating	Weighted Score
Cost	700	50%	350	75%	525	100%	700
Functionality of standard equipment and features to meet our specific needs	10	100%	10	100%	10	100%	10
Availability of additional capabilities to add as needed and system growth and expansion	10	100%	10	100%	10	100%	10
Ease of use	10	100%	10	100%	10	100%	10
Product quality, reliability and warranty plan	10	100%	10	100%	10	100%	10
Vendor qualifications	10	100%	10	100%	10	100%	10
Service and support resources	20	100%	20	100%	20	100%	20
Experience and expertise with the product being offered	50	100%	50	50%	25	75%	37.5
Certified vendor relationship with product manufacturer	50	100%	50	0%	0	0%	0
References where similar systems have been installed	70	100%	70	100%	70	0%	0
Quality of proposal submitted	10	100%	10	75%	7.5	50%	5
Schedule	50	100%	50	75%	37.5	0%	0
Totals	1000		650		735		812.5

Score 2

Criteria	Weight	CDW		Sight and Sound		Elco Systems	
		Rating	Weighted Score	Rating	Weighted Score	Rating	Weighted Score
Cost	700	50%	350	75%	525	100%	700
Functionality of standard equipment and features to meet our specific needs	10	100%	50	100%	10	100%	10
Availability of additional capabilities to add as needed and system growth and expansion	10	100%	10	100%	10	100%	10
Ease of use	10	100%	10	100%	10	100%	10
Product quality, reliability and warranty plan	10	100%	10	100%	10	100%	10
Vendor qualifications	10	100%	10	75%	7.5	25%	2.5
Service and support resources	20	75%	15	100%	20	50%	10
Experience and expertise with the product being offered	50	100%	50	75%	37.5	50%	25
Certified vendor relationship with product manufacturer	50	100%	50	0%	0	0%	0
References where similar systems have been installed	70	100%	70	75%	52.5	50%	35
Quality of proposal submitted	10	100%	10	75%	7.5	50%	5
Schedule	50	100%	50	100%	50	50%	25
Totals	1000		685		740		842.5

Score 3

Criteria	Weight	CDW		Sight and Sound		Elco Systems	
		Rating	Weighted Score	Rating	Weighted Score	Rating	Weighted Score
Cost	700	85%	595	90%	630	100%	700
Functionality of standard equipment and features to meet our specific needs	10	100%	10	100%	10	100%	10
Availability of additional capabilities to add as needed and system growth and expansion	10	100%	10	100%	10	100%	10
Ease of use	10	100%	10	100%	10	100%	10
Product quality, reliability and warranty plan	10	100%	10	100%	10	100%	10
Vendor qualifications	10	100%	10	100%	10	100%	10
Service and support resources	20	100%	20	95%	19	95%	19
Experience and expertise with the product being offered	50	100%	50	100%	50	100%	50
Certified vendor relationship with product manufacturer	50	100%	50	50%	25	100%	50
References where similar systems have been installed	70	100%	70	90%	63	95%	66.5
Quality of proposal submitted	10	95%	9.5	95%	9.5	95%	9.5
Schedule	50	100%	50	100%	50	95%	47.5
Totals	1000		894.5		896.5		992.5

Proposal	Score 1	Score 2	Score 3	Average
CDW Canada Inc.	650	685	894.5	743.17
Sight and Sound	735	740	896.5	790.5
Elco Systems Inc.	812.5	842.5	992.5	882.5

Based on the weighted score once averaged between the three results provided above, Elco Systems Inc. has the highest average score of 882.5 out of a possible 1000 points.

It is recommended that Council support awarding RFP 18-AF-13 to Elco Systems Inc., for a total amount of \$41,254.04 including HST.

Respectfully submitted,



Shane Freamo
Information Technology Manager