

		W/out Firewall											
		Fatbeam		White		ETS		PMT		Sparklight		ZAYO	
Points:	NOTES:												
	Cost of Install:	\$575,000		\$17,500		\$132,000		\$0		\$0		\$0	
	Monthly Recurring Expenses:	\$1,300		\$2,000		\$1,300		\$765.95		\$920		\$4,450	
30	Total Cost over 15 Years:	\$809,000	5	\$377,500	15	\$366,000	20	\$137,871	30	\$165,600	25	\$801,000	10
20	Adherence to RFP requirements and worksheet responses	Met all needs	20	Proposal lacks detail	10	No mention of Firewall services	15	Met all needs	20	Met all needs	20	*Proposal does not have certification/worksheet page or signature	5
20	Quality of technical proposal	Met all needs	20	Proposal lacks detail	15	Met all needs	20	Met all needs	20	Met all needs	20	Met all needs	20
10	Tech Support within 50-mile radius of handoff	Met all needs	10	Met all needs	10	Met all needs	10	Met all needs	10	Met all needs	10	Lists regional but no mileage	5
5	Bandwidth reporting	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5
5	Site Visit	Attended site visit	5	Attended site visit	5	Attended site visit	5	Attended site visit	5	Did not attend site visit	0	Did not attend site visit	0
5	References		5		5		5		5		5		5
5	Cost of I/E Products:	Met all needs	5	Mentions Firewall but no Pricing given	4	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5
Total Points:		75		69		85		100		90		55	

		With Firewall											
		Fatbeam		White Cloud		ETS		PMT		Sparklight		ZAYO (ENA)	
Points:	NOTES:												
	Cost of Install:	\$575,000		\$17,500		\$132,000		\$0		\$0		\$0	
	Monthly Recurring Expenses:	\$1,300		\$2,000		\$1,300		\$766		\$920		\$4,450	
30	Total Cost over 15 Years:	\$809,000	5	\$377,500	15	\$366,000	20	\$337,221	25	\$229,498	30	\$801,000	10
20	Adherence to RFP requirements and worksheet responses	Met all needs	20	Mentions Firewall but no Pricing given in proposal	10	No mention of Firewall services	15	Met all needs	20	Met all needs	20	*Proposal does not have certification/worksheet page or signature	5
20	Quality of technical proposal	Met all needs	20	Proposal lacks detail	15	Met all needs	20	Met all needs	20	Met all needs	20	Met all needs	20
10	Tech Support within 50-mile radius of handoff	Met all needs	10	Met all needs	10	Met all needs	10	Met all needs	10	Met all needs	10	Lists regional but no mileage	5
5	Bandwidth reporting	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5
5	Site Visit	Attended site visit	5	Attended site visit	5	Attended site visit	5	Attended site visit	5	Did not attend site visit	0	Did not attend site visit	0
5	References		5		5		5		5		5		5
5	Cost of I/E Products:	Met all needs	5	Mentions Firewall but no Pricing given	4	Met all needs	5	Met all needs	5	Met all needs	5	Met all needs	5
Total Points:		75		69		85		95		95		55	

Tie will be broken with site visit score

Tie will be broken with site visit score

Notes and Conclusion	
A site visit was very important for this project in order to understand the scope and challenges of our needs.	

Notes and Conclusion	
A site visit was very important for this project in order to understand the scope and challenges of our needs. Not having a representative from Sparklight, we are not comfortable moving forward without them being knowledgeable of our district layout.	
Comparing proposed Firewalls between PMT and Sparklight, The Watchguard M4800 better fits our needs and offers an extremely high throughput when compared.	