

NETWORK EQUIPMENT  
DISTRICT WIDE

## THE CHANCELLOR

## REPORTS

that there is a need to purchase one lot of network equipment to enhance the LAN infrastructure at the 7 colleges and District Office; and

that this equipment consists of routers, switches, chassis', power supplies and various other components; and

that a Request for Proposal (RFP) was issued for this equipment, including installation and a 3 year maintenance agreement less trade-in of various components, and responses were received for the requirement as follows:

VENDOR	TOTAL ESTIMATED PRICE
Pace Systems, Inc., D/B/A Micro City, Naperville (MBE)	\$1,713,098.60
Samb Inc., Hoffman Estates (MBE)	\$1,746,575.01
Sprint Paranet, Rosemont	\$1,762,805.05
LANSOFT Office Systems, Chicago (MBE)	\$1,783,470.85
MCSi, Cleveland, Ohio	\$1,801,750.50
Nexus Unlimited Inc., Chicago (MBE)	\$1,808,373.39
Comark, Bloomingdale	\$1,831,508.30
Sayers Computer Source, Mount Prospect (MBE)	\$1,990,347.00
En Point, Technologies, Oakbrook	\$2,016,788.18
RMS, Buffalo Grove	\$2,035,835.00
KPMG, Chicago	\$2,046,475.98
Sentinel Technologies, Downers Grove	\$2,178,400.05
All Tech Data Systems, Chicago	\$2,229,805.55
Ameritech Custom Business Services, Chicago	\$2,257,469.00

that one other firm was not considered because they did not submit a firm price for installation; and

that all proposals were evaluated on criteria of responsiveness, qualifications, experience and price and staff recommends an award with Pace Systems, Inc.; and

that the total expenditure is estimated and based on multiplying the quantity of each component required by the unit price proposed, plus maintenance, less trade-in of equipment which is estimated at this time; actual prices may vary based upon actual trade-in requirements which will be determined at time of installation, but will not exceed \$1,713,098.60 and

that the recommended firm has agreed to the RFP requirement to provide a fixed discount from the manufacturer's list price equaling 35.25% through June 30, 2001 for the purpose of placing supplemental orders for network equipment after the initial enhancement; and

that the recommended firm, Pace Systems, Inc., Naperville is in compliance with the District's M/WBE requirements.

THE CHANCELLOR

RECOMMENDS that the Board of Trustees

approve the issuance of a purchase order in an amount not to exceed \$1,713,098.60 to Pace Systems, for one lot of network equipment plus a 3 year maintenance agreement with trade-in of existing equipment in accordance with the Request for Proposal dated March 2, 2000 and approve the issuance of purchase orders for supplemental requirements on an as needed basis through June 30, 2001 in accordance with the Request for Proposal dated March 2, 2000.

FINANCIAL \$1,176,553.96 -- Technology Enhancement Grant  
\$536,544.64 -- PBC Fund

Respectfully submitted:

Wayne D. Watson  
Chancellor

April 6, 2000

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COLLEGE REVIEW: \_\_\_\_\_ REQ. NO. \_\_\_\_\_  
 President

CENTRAL OFFICE REVIEWS & DATES SIGNED:

<u>CU</u> Purchasing Date <u>3-29</u>	<u>W</u> Contract Compl.	<u>W</u> Legal Date <u>3-29</u>	Board Office
<u>CU</u> Finance Date <u>3-29-00</u>	Admin. Svcs.	Academic Aff.	<u>W</u> Other Date <u>3-29-2000</u>

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## Cisco RFP Pricing Totals and Rating

	Equipment	SmartNet	Trade-in	Total	Rating
Hartford	\$1,665,284.00	\$222,957.00	\$208,719.95	\$1,679,521.05	**
Pace	\$1,636,980.35	\$367,456.25	\$291,338.00	\$1,713,098.60	5.00
Samb Inc	\$1,532,814.36	\$422,480.60	\$208,719.95	\$1,746,575.01	4.67
Sprint	\$1,667,363.00	\$304,162.00	\$208,719.95	\$1,762,805.05	4.33
LANSoft	\$1,690,181.77	\$320,365.08	\$227,076.00	\$1,783,470.85	4.00
MCSI	\$1,680,734.00	\$231,759.00	\$110,742.50	\$1,801,750.50	3.67
Nexus	\$1,721,187.40	\$314,261.99	\$227,076.00	\$1,808,373.39	3.33
Comark	\$1,478,285.30	\$526,945.00	\$173,722.00	\$1,831,508.30	3.00
Sayers	\$1,655,429.00	\$1,655,429.00	\$1,320,511.00	\$1,990,347.00	2.67
En Pointe	\$1,778,535.00	\$391,306.75	\$153,053.57	\$2,016,788.18	2.33
RMS	\$1,651,560.00	\$522,120.00	\$137,845.00	\$2,035,835.00	2.00
KPMG	\$1,734,753.00	\$552,777.00	\$241,054.02	\$2,046,475.98	1.67
Sentinel	\$1,968,135.00	\$418,985.00	\$208,719.95	\$2,178,400.05	1.33
All Tech	\$1,853,233.00	\$585,292.50	\$208,719.95	\$2,229,805.55	1.00
Ameritech	\$1,729,335.00	\$552,776.00	\$24,642.00	\$2,257,469.00	1.00

\*\* Not considered - did not include firm line item installation pricing.

revised 3/30/00 mek

## Cisco RFP Criteria Evaluation Summary

Rank	Vendor	Evaluator Gonsiorek	Evaluator Krysa	Evaluator Taylor	Evaluator Mutz	Total
--	Hartford Computer Group	-	-	-	-	--
7	RMS	10	11	11	12	44
3	KPMG	14.67	14.67	12.67	13.67	55.68
13	Sayers Computer Source	5.67	5.67	8.67	5.67	25.68
10	SAMB, Inc.	7.67	4.67	10.67	9.67	32.68
2	Comark	17	18	15	17	67
1	Pace	19	20	14	20	73
6	Altech	12	11	10	13	46
5	Sprint	10.33	16.33	10.33	11.33	48.32
11	En Point Technologies	5.33	9.33	8.33	8.33	31.32
8	Nexus	9.33	8.33	9.33	11.33	38.32
12	MCSI	6.67	10.67	6.67	4.67	28.68
9	Lansoft	9	9	10	10	38
4	Ameritech	14	12	12	11	49
14	Sentinel Technologies, Inc.	14.33	11.33	9.33	11.33	16.32

Revised 3/30/00 mek

CISCO EQUIPMENT AND INSTALLATION RATING

		4.03.01	4.03.02	4.03.03	4.03.04	
1.	Hartford Computer Group	2	3	2	<del>1</del> - -	
2.	RMS	3	3	3	<del>2</del> 2	10
3.	KPMG	4	3	4	<del>1</del> 1.67	12.6
4.	Sayers Computer Source	2	2	2	<del>2</del> 2.67	8.6
5.	SAMB, Inc.	2	2	2	<del>3</del> 4.67	10.6
6.	Comark	4	4	4	<del>3</del> 3	15
7.	Pace	3	3	3	<del>5</del> 5	14
8.	Alltech	3	3	3	<del>1</del> 1	10
9.	Sprint	2	2	2	<del>4</del> 4.33	10.3
10.	En Point Technologies	2	2	2	<del>2</del> 2.33	8.3
11.	Nexus	2	2	2	<del>3</del> 3.33	9.3
12.	MCSI	1	1	1	<del>3</del> 3.67	6.6
13.	Lansoft	2	2	2	<del>4</del> 4	10
14.	Ameritech	4	3	4	<del>1</del> 1	12
15.	Sentinel Technologies, Inc.	2	3	3	<del>1</del> 1.33	9.3

Rating Scale: 1 - <sup>5</sup>~~10~~ 1: Lowest <sup>5</sup>~~10~~: Highest

4.03.01 Responsiveness

4.03.02 Qualifications

4.03.03 Experience

4.03.04 Pricing

See RFP for full criteria description

T. Taylor  
Name

3-24  
Date

CISCO EQUIPMENT AND INSTALLATION RATING

TOTAL

		4.03.01	4.03.02	4.03.03	4.03.04
1.	Hartford Computer Group	1	2	2	<del>1</del> -
2.	RMS	1	4	3	<del>1</del> 2
3.	KPMG	4	4	5	<del>1</del> 1.67
4.	Sayers Computer Source	1	1	1	<del>1</del> 2.67
5.	SAMB, Inc.	1	1	1	<del>1</del> 4.67
6.	Comark	4	5	5	<del>1</del> 3
7.	Pace	5	5	4	<del>1</del> 5
8.	Alltech	2	5	4	<del>1</del> 1
9.	Sprint	2	2	2	<del>1</del> 4.33
10.	En Point Technologies	1	1	1	<del>1</del> 2.33
11.	Nexus	2	2	2	<del>1</del> 3.33
12.	MCSI	1	1	1	<del>1</del> 3.67
13.	Lansoft	1	2	2	<del>1</del> 4
14.	Ameritech	3	5	5	<del>1</del> 1
15.	Sentinel Technologies, Inc.	3	5	5	<del>1</del> 1.33

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 9  
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 14.3

Rating Scale: 1 - <sup>5</sup>10 1: Lowest <sup>5</sup>10: Highest

4.03.01 Responsiveness

4.03.02 Qualifications

4.03.03 Experience

4.03.04 Pricing

See RFP for full criteria description

*[Signature]*  
Name

3-24-00  
Date

CISCO EQUIPMENT AND INSTALLATION RATING

		4.03.01	4.03.02	4.03.03	4.03.04	
1.	Hartford Computer Group	3	3	3	<del>1</del>	11
2.	RMS	3	3	3	2	11
3.	KPMG	3	5	5	1.67	14.1
4.	Sayers Computer Source	1	1	1	2.67	5.6
5.	SAMB, Inc.	1	2	2	4.67	9.6
6.	Comark	5	5	5	3	18
7.	Pace	5	5	5	5	2
8.	Alltech	3	4	3	1	11
9.	Sprint	3	4	5	4.33	16
10.	En Point Technologies	2	2	3	2.33	9.3
11.	Nexus	2	2	1	3.33	8.3
12.	MCSI	2	2	3	3.67	10.6
13.	Lansoft	2	2	1	4	9
14.	Ameritech	3	5	3	1	12
15.	Sentinel Technologies, Inc.	3	4	3	1.33	11

Rating Scale: 1 - <sup>5</sup>10      1: Lowest      <sup>5</sup>10: Highest

4.03.01      Responsiveness

4.03.02      Qualifications

4.03.03      Experience

4.03.04      Pricing

See RFP for full criteria description

Michael Keyser  
Name

3/24/00  
Date

CISCO EQUIPMENT AND INSTALLATION RATING

		4.03.01	4.03.02	4.03.03	4.03.04	
1.	Hartford Computer Group	2	3	3	<del>1</del> -	
2.	RMS	3	4	3	2	12
3.	KPMG	3	4	5	1.67	13.6
4.	Sayers Computer Source	1	1	1	2.67	5.6
5.	SAMB, Inc.	2	2	1	4.67	9.6
6.	Comark	5	5	4	3	17
7.	Pace	5	5	5	5	2
8.	Alltech	3	5	4	1	11
9.	Sprint	1	3	3	4.33	11
10.	En Point Technologies	1	2	3	2.33	8.3
11.	Nexus	2	3	3	3.33	11
12.	MCSI	1	2	3	3.67	9.6
13.	Lansoft	1	2	3	4	10
14.	Ameritech	1	5	4	1	11
15.	Sentinel Technologies, Inc.	2	4	4	1.33	11.3

Rating Scale: 1 - ~~10~~<sup>5</sup> 1: Lowest ~~10~~<sup>5</sup>: Highest

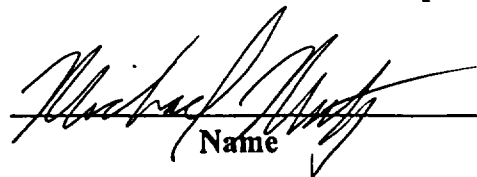
4.03.01 Responsiveness

4.03.02 Qualifications

4.03.03 Experience

4.03.04 Pricing

See RFP for full criteria description

  
Name

3/24/00  
Date