

EVALUATION SUMMARY REPORT  
RFP #2018011  
INFORMATION TECHNOLOGY SOLUTIONS & SERVICES

**Evaluation Methodology:**

- Round 1 – Responsiveness and qualifying requirements
- Round 2 – Evaluation and preliminary scoring of proposal
- Round 3 – Best and Final Offers requested
- Final Scoring

**Proposals were received from:**

- CDW LLC dba CDW Government, LLC (CDW-G)
- CloudVara, LLC
- GovConnection Inc. dba Connection Public Sector Solutions
- Hye Tech Network & Security Solutions, LLC
- Hypertec USA Inc. dba Hypertec Direct
- Office Depot Inc. dba Office Depot
- PCMG Inc. dba PCM Gov, Inc.
- POP, Inc.
- SHI International Corp.
- World Wide Technology, Inc.
- ZONES, Inc.

**Round 1:** Each response was given an initial review by Purchasing to determine whether it met the minimum requirements to be considered. Hypertec USA, Inc. and POP Inc were deemed non-responsive and were not moved forward to Round 2 (explained in executive summary).

**Round 2:** Each response moved forward to this round was evaluated by the evaluation team relative to the scoring criteria in the solicitation. The evaluation included:

- Review of the proposals submitted
- Preliminary Scoring

**Round 3:** CloudVara LLC, GovConnection Inc, Office Depot Inc, PCMG Inc, World Wide Technology Inc, Hye Tech Network and Security Solutions, LLC, and Zones Inc. were deemed not reasonably susceptible for award and were not considered further (notices were sent to each vendor). Per request of the evaluation team, Best and Final Offers were requested from the remaining respondents.

**Final Scoring:** The evaluation team completed scoring of the responses against the scoring criteria in the solicitation.

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**Preliminary Scoring**

<b>Criteria</b>	<b>Points Possible</b>	<b>CDW-G</b>	<b>CloudVara</b>	<b>GovConnection</b>	<b>HyeTech Network &amp; Security*</b>
Firm's Proposed Solution	500	450	50	465	350
Firm's Qualifications & Experience	300	290	25	250	175
Firm's Proposed Pricing	200	146.21	0	148.56	167.98
<b>TOTAL POINTS AVAILABLE</b>	<b>1,000</b>	<b>886.21</b>	<b>75</b>	<b>863.56</b>	<b>692.98</b>

<b>Criteria</b>	<b>Points Possible</b>	<b>Hypertec Direct</b>	<b>Office Depot</b>	<b>PCMG</b>	<b>POP</b>
Firm's Proposed Solution	500		300	375	
Firm's Qualifications & Experience	300		150	175	
Firm's Proposed Pricing	200		127.57	125.49	NON-RESPONSIVE
<b>TOTAL POINTS AVAILABLE</b>	<b>1,000</b>	<b>NON-RESPONSIVE</b>	<b>577.57</b>	<b>675.49</b>	<b>NON-RESPONSIVE</b>

<b>Criteria</b>	<b>Points Possible</b>	<b>SHI</b>	<b>World Wide Technology</b>	<b>ZONES</b>
Firm's Proposed Solution	500	470	350	320
Firm's Qualifications & Experience	300	285	200	145
Firm's Proposed Pricing	200	139.89	122.58	142.17
<b>TOTAL POINTS AVAILABLE</b>	<b>1,000</b>	<b>894.89</b>	<b>672.58</b>	<b>607.17</b>

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### Final Scoring

Criteria	Points Possible	CDW-G	SHI International
Firm's Proposed Solution	500	450	470
Firm's Qualifications & Experience	300	290	285
Firm's Proposed Pricing	200	184.87	176.78
TOTAL POINTS AVAILABLE	1,000	924.87	931.78

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## **Executive Summary:**

### **CDW-G**

- Utilizes a regionalized approach with 30 locations and employees in 45 states; \$5.6 billion in sales. Automated warehouse and when anticipating a shortage, firm can warehouse it. UPS and FedEx on site at warehouses.
- Will update contract with any new products and website can be operational on day one of contract. Website is the tenth largest in the world based upon sales volume.
- Able to distribute a high volume of products and showed an ability to get products out in a timely manner.
- Customer service team to be assigned to contract is pro-active and responsive to the customer needs. Firm identified that its help desk staff are A+ and net+ certified.
- Response shows that company invests a lot in training account representatives. Firm identified that reps attend a 3-month academy before interacting with any customers. Average customer relationship is 11+ years.
- Largest reseller of Adobe, Cisco, HP, Lenovo and Panasonic products.
- No D & B provided.

### **CloudVara**

- Difficult for the evaluation committee to determine what this firm was offering based on the submitted response.
- Cloud provider only; offers a desktop-as-a-service solution.
- No D & B provided.

### **GovConnection, Inc.**

- Good product selection (\$2.5 billion in sales for 2016).
- Identified that they would provide customers product technology roadmaps, product demonstrations, and "lunch & learn." Has methods to keep customers informed of new products.
- Identified same day fill rate of 99%.
- Can provide an individualized website for the contract. Would implement a direct support 1-800 number and has an emergency sales contact cell phone for after hours.
- 30-day return policy that doesn't require the product to be in the original package.
- Offered to do branding and custom labels for asset branding.
- Provided D&B.

### **Hye-Tech Network & Security Solutions**

- Concerned about size of company and staffing levels considering the size of this contract and the amount of sales identified in their proposal (\$8.3 million in sales at time of response in 2017).
- More of a service provider than a product provider. Proposal provided a very good array of service offerings, including cyber-security related services.
- No distribution center, but identified several distribution partners; highly dependent on partners and utilizes subcontractors from time to time.
- Proposed use of individual manufacturer websites as opposed to just one website.
- Identified a number of employees that possess security certifications.
- Provided D&B.

### **Hypertec USA**

NON-RESPONSIVE. Did not provide the national pricing discounts as required in the pricing document, nor was a discount identified in the City's market basket pricing to allow the City to fairly evaluate the submitted pricing.

### **Office Depot**

- Proposal speaks a lot about employees in retail stores, but limited information with regards to who is filling orders under this contract. Would have an account manager but suggests calling a 1-800 number and talk to customer service first.
- Firm offered total product catalog, but identified a low number of SKU's in their delivery centers compared to public website.

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- 14-day return policy, but if box is opened, will do an exchange only.
- Firm does not warehouse items, but can work with a supplier.
- All City contract items will be listed through an icon on the top of the website to provide easier access.
- Best network of distribution and identified that the firm could provide a lot of same day and one-day delivery.
- Would work with City for end of life products.
- Didn't provide sufficient information to questions regarding configuration services.
- Provided D&B info.

### **PCMG**

- Available delivery is Monday-Friday versus seven days per week. Tech support help desk is 8:00 AM-5:00 PM EASTERN time.
- Didn't fully respond to the questions listed in the RFP or provide a thorough response to questions regarding M/WBE.
- Website appeared to have very good functionality.
- Good marketing plan and decent array of services.
- Returns must be 100% complete in original packing, and returning agency pays to return.
- Concerned about the ability to warehouse orders based on their response.
- Identified that they would assist customers with end of life products.
- Ship time is 3-5 days unless it exceeds inventory, then it's 2-3 weeks; 95% of in stock orders ship same day.
- Included D&B.

### **POP**

NON-RESPONSIVE. Response submitted was incomplete; Offered only Group 12 discount for National Pricing Tab and didn't complete Mesa's market basket.

### **SHI International Corp**

- Large number of products.
- Strong overall approach and appeared to be more solutions oriented (solutions not product driven).
- Product ships from supplier in 3-5 days with a 30-day return policy.
- Identified that they will work with customer if there's a product the customer wants, but don't currently carry.
- Customer's account manager can source products themselves, can add items to their catalog, and has autonomy to resolve issues.
- Regular face to face communication with customer and has blog, webinars, special events, and workshops.
- Strong contract dissemination plan and extensive plan for marketing.
- Offers comprehensive customer support plan and provides good reporting with a lot of custom fields.
- Firm provided strong sample plan for tracking reliability, tracking requests and path of escalation.
- City has a lot of experience with the firm in the past and the City's experience has been very good
- Included D&B.

### **World Wide Technology**

- Only identified 1 contact/representative for City.
- Solid in being able to source hardware needs. Provides presale VAR services, but does not offer a lot of services.
- Most items drop ship from OEM partner; no fill rate guarantee identified.
- Good approach on presenting new technology.
- Proposal seemed like a generic response, not tailored to this contract. Several errors were found throughout the response.
- Stringent return policy: returns are dependent on OEM and if something is damaged or doesn't have proper documentation, firm has the ability to refuse it's return.
- Lacked information about how the firm measures and track customer service.
- No D & B provided.

### **Zones**


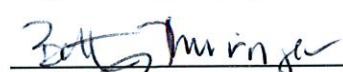
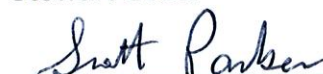

- Firm appears to be too small to handle a contract of this size and scope.

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- Marketing plan was not very developed.
- Very minimal website.
- Account executive will work with group to provide updated information on products.
- 14-day return and all returns require original packaging.
- Appears to be projects oriented.
- End of Life policy was vague.
- No D & B provided.



**Recommendation:**

Award is recommended to the highest scored respondents, **CDW-G and SHI International Corp.** The evaluation was conducted by and points were awarded by consensus by the evaluation team below.

 _____	<u>1/11/2018</u> Date	 _____	<u>01-11-18</u> Date
Stewart Scott		Beth Thuringer	
 _____	<u>1/11/18</u> Date	 _____	<u>01-11-18</u> Date
Scott Parker		Patrick Phelps	

_____	_____	_____	_____
Name	Date	Name	Date

Recommendation accepted by:

 _____	<u>1/11/18</u> Date	 _____	<u>1/11/18</u> Date
Procurement Officer		Purchasing Administrator	

*Once the evaluation is complete, complete an award recommendation form, attach a copy of this evaluation summary report and forward for approvals.*

Item #	Group	Item Description	Item Number	CDW-G			HYE TECH			CONNECTION			OFFICE DEPOT	
				Price	Weight	Score	Price	Weight	Score	Price	Weight	Score	Price	Weight
1	Group 1 - Systems	HP EliteBook x360 1030 G2 (Energy Star)	1BS95UT#ABA	\$ 1,293.50	91%	4.13	\$ 1,176.68	100%	4.55	\$ 1,202.88	98%	4.45	\$ 1,202.87	98%
2		10.5-inch Apple iPad Pro Wi-Fi + Cellular 64GB - Space Gray	MQEY2LL/A	\$ 775.13	95%	4.31	\$ 740.05	99%	4.52	\$ 747.84	98%	4.47	\$ 747.84	98%
3		Dell OptiPlex 7050 Small Form Factor	S028O7050SFFUSR-83F9F	\$ 1,077.87	92%	4.20	\$ 1,124.10	89%	4.03	\$ 1,051.04	95%	4.31	\$ 996.54	100%
4		Dell Latitude 5480 Laptop	S022L548014USR 4C99R	\$ 1,098.72	90%	4.09	\$ 989.10	100%	4.55	\$ 1,102.94	90%	4.08	\$ 1,058.29	93%
5		Samsung Galaxy Tab E - Tablet - Android 6.0 (Marshmallow) - 16GB - 8" - 4G	SM-T377VZKAVZW	\$ 204.74	89%	4.06	\$ 182.99	100%	4.55	\$ 205.44	89%	4.05	\$ 287.99	64%
6	Group 2 - Input Devices	Logitech MX800 Wireless Keyboard & Mouse	920-006237	\$ 165.57	78%	3.53	\$ 144.49	89%	4.05	\$ 142.45	90%	4.11	\$ 164.69	78%
7		Microsoft Designer Bluetooth Desktop Keyboard and Mouse set	7N9-00001	\$ 76.27	83%	3.75	\$ 75.99	83%	3.77	\$ 80.70	78%	3.55	\$ 100.79	62%
8		Microsoft Wireless Comfort Desktop 5050 Keyboard and Mouse set	PP4-00001	\$ 61.39	79%	3.61	\$ 48.97	100%	4.52	\$ 49.35	99%	4.49	\$ 62.99	77%
9		Logitech MK120 USB Wired Keyboard/Mouse set	920-002565	\$ 19.53	61%	2.77	\$ 14.99	79%	3.61	\$ 18.95	63%	2.85	\$ 19.35	61%
10		Kensington Pro Fit Keyboard and Mouse set	K72324US	\$ 30.69	66%	2.99	\$ 22.49	90%	4.08	\$ 26.55	76%	3.46	\$ 32.66	62%
11	Group 3 - Output Devices	HP 27ER 27 Inch Display	T3M88AA#ABA	\$ 231.01	83%	3.78	\$ 192.23	100%	4.55	\$ 225.10	85%	3.88	\$ 265.99	72%
12		HP DesignJet T830 36-in Multifunction Printer	F9A30A#B1K	\$ 5,815.15	85%	3.84	\$ 6,619.40	74%	3.38	\$ 5,813.53	85%	3.84	\$ 5,598.19	88%
13		Dell UltraSharp 27" 4K Monitor	U2718Q	\$ 599.88	96%	4.37	\$ 665.99	87%	3.94	\$ 576.60	100%	4.55	\$ 592.79	97%
14		InFocus IN1116 - DLP Projector - Portable - 3D	IN1116	\$ 819.29	26%	1.19	\$ 764.10	28%	1.28	\$ 215.26	100%	4.55	\$ 806.55	27%
15		PNY NVIDIA NVS 810 Graphics Card - 2GPU's - NVS 810 - 4GB	VCNVS810DVI-PB	\$ 645.59	86%	3.91	\$ 613.41	91%	4.11	\$ 685.75	81%	3.68	\$ 782.32	71%
16	Group 4 - Memory	Kingston DDR4-32 GB- DIMM 288-pin	KTH-PL424/32G	\$ 397.46	81%	3.68	\$ 359.90	90%	4.07	\$ 387.58	83%	3.78	\$ 435.09	74%
17		Cisco DDR4-32 GB- DIMM 288-pin	UCS-MR-1X322RV-A	\$ 115.94	100%	4.55	\$ 402.24	29%	1.31	\$ 493.22	24%	1.07	\$ 751.06	15%
18		Cisco DDR3L-32 GB- LRDIMM 240-pin	UCS-ML-1X324RY-A	\$ 745.45	47%	2.12	\$ 348.48	100%	4.55	\$ 805.19	43%	1.97	\$ 816.04	43%
19		Kingston DDR3-64 GB- DIMM 240-pin	KVR16R11D4K4/64-CT64G4LFQ424A	\$ 654.34	100%	4.55	\$ 730.00	90%	4.07	\$ -	#DIV/0!	#DIV/0!	\$ 919.59	71%
20		Proline - DDR - 1GB - DIMM 184-pin	ASA5510-MEM-1GBCDW	\$ 102.40	27%	1.22	\$ 146.31	19%	0.86	\$ 27.53	100%	4.55	\$ -	#DIV/0!
21	Group 5 - Storage Devices	Western Digital Red 6 TB internal HD	WD60EFRX	\$ 226.79	98%	4.46	\$ 222.74	100%	4.55	\$ 237.49	94%	4.26	\$ 362.89	61%
22		Seagate Video 3.5 HDD ST4000VM000 4TB	ST4000VM000 ST4000VX007	\$ 120.95	70%	3.19	\$ 100.98	84%	3.82	\$ -	#DIV/0!	#DIV/0!	\$ 121.59	70%
24		Samsung 850 EVO 250 GB Internal SSD	MZ-75E250B/AM	\$ 103.94	87%	3.94	\$ 148.49	61%	2.75	\$ 113.95	79%	3.59	\$ 94.99	95%
25		SanDisk Cruzer Blade - USB flash drive 8 GB	SDCZ50-008G-B35	\$ 7.53	68%	3.11	\$ 6.49	79%	3.61	\$ 5.15	100%	4.55	\$ 8.79	59%
26		Cisco Nexus 7000 Series - Switch - Rack Mountable - With Fan Tray	N7K-C7010=	\$ 13,383.56	92%	4.17	\$ 14,550.00	84%	3.84	\$ 17,123.11	72%	3.26	\$ 22,500.00	55%
27	Group 6 - Network Equipment	Extreme Networks C-Series C5 C5G124-24P2 Switch 24 ports Managed	C5G124-24P2	\$ 4,663.22	58%	2.64	\$ 4,217.85	64%	2.92	\$ 2,706.07	100%	4.55	\$ 4,463.09	61%
28		Juniper EX4200 24F - Switch - Managed	EX4200-24F-TAA	\$ 11,395.54	31%	1.42	\$ 3,553.80	100%	4.55	\$ 11,031.84	32%	1.46	\$ 10,880.09	33%
29		Ruckus ZoneFlex R600 - Wireless Access Point	901-R600-US00	\$ 743.73	86%	3.89	\$ 636.00	100%	4.55	\$ 747.30	85%	3.87	\$ 710.09	90%
30		Juniper EX 2200 24P switch managed	EX2200-24P-4G	\$ 1,348.80	98%	4.48	\$ 1,557.00	85%	3.88	\$ 1,492.85	89%	4.04	\$ 1,328.39	100%
31		Adobe Acrobat Pro 2017 - License - 1User	65280374AF01A00	\$ 376.33	98%	4.47	\$ 414.40	89%	4.06	\$ 376.20	98%	4.47	\$ 459.99	80%
32	Group 7 - Software	Adobe Acrobat Standard 2017 - License - 1 User	65280416AD01A00	\$ 286.31	88%	3.98	\$ 299.99	84%	3.80	\$ 250.80	100%	4.55	\$ 349.59	72%
33		Microsoft Project Professional 2016 - Box Pack - 1PC	H30-05451	\$ 924.08	96%	4.35	\$ 985.99	90%	4.07	\$ -	#DIV/0!	#DIV/0!	\$ 1,149.99	77%
34		Microsoft Windows 10 Pro License 1User	FQC-08930	\$ 141.72	68%	3.11	\$ 96.97	100%	4.55	\$ 142.45	68%	3.09	\$ 192.27	50%
35		Nuance Dragon Naturally Speaking Premium Box Pack Version (13) 1User	K609A-G00-13.0	\$ 164.70	92%	4.19	\$ 151.99	100%	4.55	\$ 174.25	87%	3.96	\$ 214.35	71%
36		Verbatim DataLifePlus DVD-R Media 50 Pack	95078	\$ 17.90	56%	2.55	\$ 13.20	76%	3.45	\$ 15.77	64%	2.89	\$ 19.54	51%
37	Group 8 - Media Supplies	Memorex DVD+R x 25 Storage media	05618	\$ 18.84	50%	2.28	\$ 9.89	96%	4.35	\$ 9.46	100%	4.55	\$ -	#DIV/0!
38		Kingston Data Traveler SE9 G2 16GB USB 3.0	DTSE9G2/16GB	\$ 12.25	82%	3.72	\$ 10.03	100%	4.55	\$ 10.25	98%	4.45	\$ 12.25	82%
39		Apricorn Aegis Secure Key 3.0 - USB Flash Drive - 120GB	ASK3-120GB	\$ 199.83	90%	4.08	\$ 266.31	67%	3.06	\$ 200.91	89%	4.06	\$ 208.05	86%
40		Optical Quantum White Inkjet Hub Printable BD-R	OQBDRDL06WIPH-25	\$ 84.83	64%	2.92	\$ 54.44	100%	4.55	\$ 83.27	65%	2.97	\$ 76.49	71%
41		Group 9 - Collaboration & IP Telephony	OpenScape Desk Phone	IP 55G SIP	\$ -	#DIV/0!	#DIV/0!	\$ 45.95	100%	4.55	\$ 215.26	21%	0.97	\$ -
42	MediaTrix C711 8 FXS Gateway		C711-01-MX-D2000-K-000	\$ -	#DIV/0!	#DIV/0!	\$ 236.11	100%	4.55	\$ 345.87	68%	3.10	\$ -	#DIV/0!
44	Group 10 - Other	APC1500VA	SMT1500	\$ 455.04	88%	4.02	\$ 452.79	89%	4.04	\$ 456.03	88%	4.01	\$ 490.44	82%
45		APC Smart-UPS X 3000VA Rack UPS	SMX3000RMLV2U	\$ 1,515.24	82%	3.72	\$ 1,336.50	93%	4.22	\$ 1,328.74	93%	4.24	\$ 1,391.44	89%
46		AirMagnet Survey Pro/Planner and Spectrum XT Bundle - License and Media (1 license)	AM/A1580	\$ 5,652.71	19%	0.84	\$ 5,388.37	19%	0.88	\$ -	#DIV/0!	#DIV/0!	\$ 5,326.19	20%

Total Points

146.21

167.98

148.56

**Notes**

ALL	Items 23 and 43 were removed from evaluation per addendum #2. Any items responded to by respondents for items 23 and 43 were not evaluated.
CDW-G	N/a
HYE TECH	N/a
CONNECTION	Proposed two different pricing sheets for consideration. The first pricing form followed the a discount off MSRP model (as requested in the solicitation) and the other was in the form of a cost plus a percentage of cost. Per City of Mesa Procurement Rules Section 4.32, the use of Cost-Plus-a-Percentage-of-Cost is prohibited and was not used for evaluation purposes. Vendor's response also priced items not requested in the RFP on items 19, 22. These items were not evaluated.
OFFICE DEPOT	Alternate item provided for items 20 & 37. As stated in Addendum # 2, Question #32, firms will be required to price the items identified in the market basket, no substitutions. As such, items 20 & 37 were not evaluated.
SHI	Alternate item provided for items 37 & 41. As stated in Addendum # 2, Question #32, firms will be required to price the items identified in the market basket, no substitutions. As such, items 37 & 41 were not evaluated.
WWT	N/a
ZONES	N/a
PCMG	Vendor did not use addendum #2 pricing sheet. Items 3, 4, 19, and 22 were changed due to addendum and vendor submitted pricing on the previous item. As stated in Addendum # 2, Question #32, firms will be required to price the items identified in the market basket, no substitutions. As such, items 3, 4, 19, and 22 were not evaluated.



SHI			WWT			ZONES			PCMG			Low Price	
Score	Price	Weight	Score	Price	Weight	Score	Price	Weight	Score	Price	Weight	Score	Low Price
4.45	\$ 1,285.44	92%	4.16	\$ 1,211.21	97%	4.42	\$ 1,232.86	95%	4.34	\$ 1,253.99	94%	4.27	\$ 1,176.68
4.47	\$ 792.00	93%	4.22	\$ 771.21	95%	4.33	\$ 763.41	96%	4.38	\$ 735.30	100%	4.55	\$ 735.30
4.55	\$ 1,013.23	98%	4.47	\$ 1,298.35	77%	3.49	\$ 1,099.00	91%	4.12	\$ -	#DIV/0!	#DIV/0!	\$ 996.54
4.25	\$ 1,098.16	90%	4.09	\$ 1,401.13	71%	3.21	\$ 1,139.73	87%	3.94	\$ -	#DIV/0!	#DIV/0!	\$ 989.10
2.89	\$ 201.60	91%	4.13	\$ 215.09	85%	3.87	\$ 228.33	80%	3.64	\$ 208.99	88%	3.98	\$ 182.99
3.55	\$ 135.36	95%	4.32	\$ 168.29	76%	3.48	\$ 139.40	92%	4.20	\$ 128.69	100%	4.55	\$ 128.69
2.84	\$ 79.68	79%	3.59	\$ 97.75	64%	2.93	\$ 64.56	98%	4.44	\$ 62.99	100%	4.55	\$ 62.99
3.52	\$ 55.68	88%	3.98	\$ 68.41	71%	3.24	\$ 56.09	87%	3.95	\$ 48.74	100%	4.55	\$ 48.74
2.79	\$ 13.44	88%	4.02	\$ 19.79	60%	2.73	\$ 11.89	100%	4.55	\$ 17.99	66%	3.00	\$ 11.89
2.81	\$ 30.72	66%	2.99	\$ 20.21	100%	4.55	\$ 25.49	79%	3.60	\$ 25.19	80%	3.65	\$ 20.21
3.29	\$ 231.96	83%	3.77	\$ 236.74	81%	3.69	\$ 247.34	78%	3.53	\$ 211.59	91%	4.13	\$ 192.23
3.99	\$ 6,630.72	74%	3.37	\$ 6,813.67	72%	3.28	\$ 5,424.87	91%	4.12	\$ 4,915.90	100%	4.55	\$ 4,915.90
4.42	\$ 617.28	93%	4.25	\$ 595.69	97%	4.40	\$ 654.17	88%	4.01	\$ 592.47	97%	4.42	\$ 576.60
1.21	\$ 851.52	25%	1.15	\$ 784.48	27%	1.25	\$ 807.49	27%	1.21	\$ 700.81	31%	1.40	\$ 215.26
3.23	\$ 675.84	82%	3.73	\$ 869.44	64%	2.90	\$ 555.27	100%	4.55	\$ 635.55	87%	3.97	\$ 555.27
3.37	\$ 393.60	82%	3.72	\$ 411.14	78%	3.56	\$ 322.13	100%	4.55	\$ 377.09	85%	3.88	\$ 322.13
0.70	\$ 682.06	17%	0.77	\$ 1,060.09	11%	0.50	\$ 505.43	23%	1.04	\$ 524.51	22%	1.00	\$ 115.94
1.94	\$ 788.49	44%	2.01	\$ 1,099.80	32%	1.44	\$ 790.13	44%	2.00	\$ 960.99	36%	1.65	\$ 348.48
3.23	\$ 939.75	70%	3.16	\$ 673.99	97%	4.41	\$ 723.83	90%	4.11	\$ -	#DIV/0!	#DIV/0!	\$ 654.34
#DIV/0!	\$ 228.01	12%	0.55	\$ 116.45	24%	1.07	\$ 100.61	27%	1.24	\$ -	#DIV/0!	#DIV/0!	\$ 27.53
2.79	\$ 250.56	89%	4.04	\$ 234.71	95%	4.31	\$ 235.51	95%	4.30	\$ -	#DIV/0!	#DIV/0!	\$ 222.74
3.17	\$ 128.93	66%	2.99	\$ 84.86	100%	4.55	\$ 131.55	65%	2.93	\$ -	#DIV/0!	#DIV/0!	\$ 84.86
4.31	\$ 108.48	83%	3.77	\$ 107.54	84%	3.80	\$ 135.23	67%	3.02	\$ 89.99	100%	4.55	\$ 89.99
2.66	\$ 5.76	89%	4.06	\$ 9.14	56%	2.56	\$ 5.51	93%	4.25	\$ 5.39	96%	4.34	\$ 5.15
2.48	\$16,992.00	72%	3.29	\$15,275.00	80%	3.66	\$16,216.40	76%	3.45	\$12,291.49	100%	4.55	\$12,291.49
2.76	\$ 4,699.26	58%	2.62	\$ 4,586.08	59%	2.68	\$ -	#DIV/0!	#DIV/0!	\$ 3,490.86	78%	3.52	\$ 2,706.07
1.48	\$10,327.68	34%	1.56	\$ 9,747.40	36%	1.66	\$12,913.97	28%	1.25	\$ -	#DIV/0!	#DIV/0!	\$ 3,553.80
4.07	\$ 778.56	82%	3.71	\$ -	#DIV/0!	#DIV/0!	\$ 702.14	91%	4.12	\$ -	#DIV/0!	#DIV/0!	\$ 636.00
4.55	\$ 1,375.68	97%	4.39	\$ 1,551.81	86%	3.89	\$ 1,381.97	96%	4.37	\$ -	#DIV/0!	#DIV/0!	\$ 1,328.39
3.66	\$ 391.65	95%	4.30	\$ 392.04	94%	4.29	\$ 385.39	96%	4.37	\$ 370.13	100%	4.55	\$ 370.13
3.26	\$ 297.60	84%	3.83	\$ 296.01	85%	3.85	\$ 309.25	81%	3.69	\$ 278.99	90%	4.09	\$ 250.80
3.49	\$ 980.16	90%	4.10	\$ 1,134.47	78%	3.54	\$ 956.91	92%	4.20	\$ 883.79	100%	4.55	\$ 883.79
2.29	\$ 150.72	64%	2.92	\$ 145.71	67%	3.02	\$ 145.69	67%	3.03	\$ 147.59	66%	2.99	\$ 96.97
3.22	\$ 187.20	81%	3.69	\$ -	#DIV/0!	#DIV/0!	\$ 174.83	87%	3.95	\$ 169.25	90%	4.08	\$ 151.99
2.33	\$ 18.24	55%	2.50	\$ -	#DIV/0!	#DIV/0!	\$ 16.06	62%	2.84	\$ 10.02	100%	4.55	\$ 10.02
#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ 9.46
3.72	\$ 14.40	70%	3.17	\$ 11.46	88%	3.98	\$ 10.39	97%	4.39	\$ 10.19	98%	4.47	\$ 10.03
3.92	\$ 226.56	79%	3.60	\$ 195.13	92%	4.18	\$ 227.74	79%	3.58	\$ 179.39	100%	4.55	\$ 179.39
3.24	\$ 69.47	78%	3.56	\$ 79.00	69%	3.13	\$ 69.92	78%	3.54	\$ 67.99	80%	3.64	\$ 54.44
#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ 702.95	7%	0.30	\$ -	#DIV/0!	#DIV/0!	\$ 45.95
#DIV/0!	\$ 356.35	66%	3.01	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ 236.11
3.73	\$ 503.04	80%	3.64	\$ 664.01	61%	2.75	\$ 402.35	100%	4.55	\$ 438.29	92%	4.17	\$ 402.35
4.05	\$ 1,485.12	83%	3.79	\$ 1,417.35	87%	3.98	\$ 1,239.84	100%	4.55	\$ 1,313.99	94%	4.29	\$ 1,239.84
0.89	\$ 5,385.60	19%	0.88	\$ -	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	\$ 1,046.39	100%	4.55	\$ 1,046.39

127.57

139.89

122.58

142.17

125.49

Item #	Group	Item Description	Item Number	CDW-G			SHI			Low Price
				Price	Weight	Score	Price	Weight	Score	
1	Group 1 - Systems	HP EliteBook x360 1030 G2 (Energy Star)	1BS95UT#ABA	\$ 1,293.50	99%	4.49	\$ 1,278.75	100%	4.55	\$ 1,278.75
2		10.5-inch Apple iPad Pro Wi-Fi + Cellular 64GB - Space Gray	MQEY2LL/A	\$ 775.13	100%	4.55	\$ 787.88	98%	4.47	\$ 775.13
3		Dell OptiPlex 7050 Small Form Factor	S02807050SFFUSR-83F9F	\$ 1,077.87	94%	4.25	\$ 1,007.96	100%	4.55	\$ 1,007.96
4		Dell Latitude 5480 Laptop	S022L548014USR-4C99R	\$ 1,098.72	99%	4.52	\$ 1,092.44	100%	4.55	\$ 1,092.44
5		Samsung Galaxy Tab E - Tablet - Android 6.0 (Marshmallow) - 16GB - 8" - 4G	SM-T377VZKAVZW	\$ 204.74	98%	4.45	\$ 200.55	100%	4.55	\$ 200.55
6	Group 2 - Input Devices	Logitech MX800 Wireless Keyboard & Mouse	920-006237	\$ 165.57	81%	3.68	\$ 133.95	100%	4.55	\$ 133.95
7		Microsoft Designer Bluetooth Desktop Keyboard and Mouse set	7N9-00001	\$ 76.27	100%	4.55	\$ 78.85	97%	4.40	\$ 76.27
8		Microsoft Wireless Comfort Desktop 5050 Keyboard and Mouse set	PP4-00001	\$ 61.39	90%	4.08	\$ 55.10	100%	4.55	\$ 55.10
9		Logitech MK120 USB Wired Keyboard/Mouse set	920-002565	\$ 19.53	68%	3.10	\$ 13.30	100%	4.55	\$ 13.30
10		Kensington Pro Fit Keyboard and Mouse set	K72324US	\$ 30.69	99%	4.50	\$ 30.40	100%	4.55	\$ 30.40
11	Group 3 - Output Devices	HP Z7ER 27 inch Display	T3M88AA#ABA	\$ 231.01	100%	4.54	\$ 230.75	100%	4.55	\$ 230.75
12		HP DesignJet T830 36-in Multifunction Printer	F9A30A#BTK	\$ 5,815.15	100%	4.55	\$ 6,596.19	88%	4.01	\$ 5,815.15
13		Dell UltraSharp 27" 4K Monitor	U2718Q	\$ 599.68	100%	4.55	\$ 614.07	98%	4.44	\$ 599.68
14		InFocus IN1116 - DLP Projector - Portable - 3D	IN1116	\$ 819.29	100%	4.55	\$ 847.09	97%	4.40	\$ 819.29
15		PNY NVIDIA NVS 810 Graphics Card - 2GPU's - NVS 810 - 4GB	VCNVS810DVI-PB	\$ 645.59	100%	4.55	\$ 672.32	96%	4.36	\$ 645.59
16	Group 4 - Memory	Kingston DDR4-32 GB- DIMM 288-pin	KTH-PL424/32G	\$ 397.46	99%	4.48	\$ 391.55	100%	4.55	\$ 391.55
17		Cisco DDR4-32 GB- DIMM 288-pin	UCS-MR-1X322RV-A	\$ 115.94	100%	4.55	\$ 678.51	17%	0.78	\$ 115.94
18		Cisco DDR3L-32 GB- LRDIMM 240-pin	UCS-ML-1X324RY-A	\$ 745.45	100%	4.55	\$ 784.38	95%	4.32	\$ 745.45
19		Kingston DDR3-64 GB- DIMM 240-pin	KVR16R11D4K4/64-CT64G4LFQ424A	\$ 654.34	100%	4.55	\$ 934.85	70%	3.18	\$ 654.34
20		Proline - DDR - 1GB - DIMM 184-pin	ASA5510-MEM-1GBCDW	\$ 102.40	100%	4.55	\$ 226.82	45%	2.05	\$ 102.40
21	Group 5 - Storage Devices	Western Digital Red 6 TB internal HD	WD60EFRX	\$ 226.79	100%	4.55	\$ 250.56	91%	4.11	\$ 226.79
22		Seagate Video 3.5 HDD ST4000VM000 4TB	ST4000VM000 ST4000VX007	\$ 120.95	100%	4.55	\$ 128.93	94%	4.26	\$ 120.95
24		Samsung 850 EVO 250 GB Internal SSD	MZ-75E250B/AM	\$ 103.94	100%	4.55	\$ 108.48	96%	4.36	\$ 103.94
25		SanDisk Cruzer Blade - USB flash drive 8 GB	SDCZ50-008G-B35	\$ 7.53	76%	3.48	\$ 5.76	100%	4.55	\$ 5.76
26	Group 6 - Network Equipment	Cisco Nexus 7000 Series - Switch - Rack Mountable - With Fan Tray	N7K-C7010=	\$ 13,383.56	100%	4.55	\$ 16,815.00	80%	3.62	\$ 13,383.56
27		Extreme Networks C-Series C5 C5G124-24P2 Switch 24 ports Managed	C5G124-24P2	\$ 4,663.22	100%	4.53	\$ 4,650.31	100%	4.55	\$ 4,650.31
28		Juniper EX4200 24F - Switch - Managed	EX4200-24F-1AA	\$ 11,395.54	90%	4.08	\$ 10,220.10	100%	4.55	\$ 10,220.10
29		Ruckus ZoneFlex R600 - Wireless Access Point	901-R600-US00	\$ 743.73	100%	4.55	\$ 770.45	97%	4.39	\$ 743.73
30		Juniper EX 2200 24P switch managed	EX2200-24P-4G	\$ 1,348.80	100%	4.55	\$ 1,361.35	99%	4.50	\$ 1,348.80
31	Group 7 - Software	Adobe Acrobat Pro 2017 - License - 1User	65280374AF01A00	\$ 376.33	100%	4.55	\$ 389.61	97%	4.39	\$ 376.33
32		Adobe Acrobat Standard 2017 - License - 1 User	65280416AD01A00	\$ 286.31	100%	4.55	\$ 296.05	97%	4.40	\$ 286.31
33		Microsoft Project Professional 2016 - Box Pack - 1PC	H30-05451	\$ 924.08	100%	4.55	\$ 975.06	95%	4.31	\$ 924.08

34	Group 7 - Software	Microsoft Windows 10 Pro License 1User	FQC-08930	\$ 141.72	100%	4.55	\$ 149.94	95%	4.30	\$ 141.72
35		Nuance Dragon Naturally Speaking Premium Box Pack Version (13) 1User	K609A-G00-13.0	\$ 164.70	100%	4.55	\$ 186.23	88%	4.02	\$ 164.70
36	Group 8 - Media Supplies	Verbatim DataLifePlus DVD-R Media 50 Pack	95078	\$ 17.90	100%	4.55	\$ 18.24	98%	4.46	\$ 17.90
37		Memorex DVD+R x 25 Storage media	05618	\$ 18.84	100%	4.55	\$ -	#DIV/0!	#DIV/0!	\$ 18.84
38		Kingston Data Traveler SE9 G2 16GB USB 3.0	DTSE9G2/16GB	\$ 12.25	100%	4.55	\$ 14.40	85%	3.87	\$ 12.25
39		Apricorn Aegis Secure Key 3.0 - USB Flash Drive - 120GB	ASK3-120GB	\$ 199.83	100%	4.55	\$ 226.56	88%	4.01	\$ 199.83
40		Optical Quantum White Inkjet Hub Printable BD-R	OQBDRDL06WIPH-25	\$ 84.83	82%	3.72	\$ 69.47	100%	4.55	\$ 69.47
41	Group 9 - Collaboration & IP Telephony	OpenScape Desk Phone	IP 55G SIP	\$ -	#NUM!	#NUM!	\$ -	#NUM!	#NUM!	#NUM!
42		Media Trix C711 8 FXS Gateway	C711-01-MX-D2000-K-000	\$ -	#DIV/0!	#DIV/0!	\$ 356.35	100%	4.55	\$ 356.35
44	Group 10 - Other	APC1500VA	SMT1500	\$ 455.04	100%	4.55	\$ 503.04	90%	4.11	\$ 455.04
45		APC Smart-UPS X 3000VA Rack UPS	SMX3000RMLV2U	\$ 1,515.24	98%	4.46	\$ 1,485.12	100%	4.55	\$ 1,485.12
46		AirMagnet Survey Pro/Planner and Spectrum XT Bundle - License and Media (1 license)	AM/A1580	\$ 5,652.71	95%	4.33	\$ 5,385.60	100%	4.55	\$ 5,385.60
Total Points							184.87		176.78	

**Notes**

ALL	Items 23 and 43 were removed from evaluation per addendum #2. Any items responded to by respondents for items 23 and 43 were not evaluated.
CDW-G	N/A
SHI	Alternate item provided for items 37 & 41. As stated in Addendum # 2, Question #32, firms will be required to price the items identified in the market basket, no substitutions. As such, items 37 & 41 were not evaluated.