

### RFP 2013-47 Cost Comparison

Vendor ----> Manufacturer ---->	IPLogic Cisco	FLTG Cisco	Advance2000 Lucent	Ronco Cisco	MacSource Avaya	Comments
Equipment	673,641	922,970	605,184	881,664	777,011	From RFP includes 1st yr Warranty
	Incl'd	Incl'd	9,360	Incl'd	4,320	Training for network staff to learn new technology (Travel expenses not Incl'd)
			6,782			Add Router at HRS Bldg
			16,472			Cost to add 24 Single Mode Fiber(SMF) Optic Adapters
			5,000			OmniVista Network Manager Server
			18,705			Cost to increase 21 Access Points to 32, for missing wireless equip
			64,772			Additional costs to provide 10K chassis for Sheriff 6513 replacement
			69,217			Lucent 6450's Edge Switches do not meet specs of Cisco 3850. The cost difference between Cisco 3850 & Cisco 2960s to match the Lucent 6450's is \$69,217.
				-19,970		Remove cost of extra Network Adapters
	24,130					Cost of Spare Equipment
		-7,247				Remove cost for Print Shop
		-34,688				Remove duplicate cost for Shaw Bldg
		-42,211				Remove cost of Secondary Power Supplies
Corrected Equip	697,771	723,124	795,491	861,694	781,331	
Labor	62,387	73,750	18,000	44,804	120,399	
<b>TOTAL cost 1st year</b>	<b>760,158</b>	<b>796,874</b>	<b>813,491</b>	<b>906,498</b>	<b>901,730</b>	= (Corrected Equip) + (Labor) Used 2nd year maint cost in proposal. Advance 2000 is \$13,449 more/yr than IPLogic
Additional 9 yrs Maint	251,810	302,534	372,852	306,000	760,395	Advance2000 has a \$101,027 cost to renew maint in year 6 for an additional 5 years
5 yrs additional maint			101,027			
<b>10 year TCO</b>	<b>1,011,968</b>	<b>1,099,408</b>	<b>1,287,370</b>	<b>1,212,498</b>	<b>1,662,125</b>	Total Cost of Ownership (TCO) over 10 yrs

*Cost of UPS*  
 122,970  
 2263 + Labor  
 795,233  
 of UPS

*Need to Research*