

RFP 2013-47
Cost Comparison

Vendor ----> Manufacturer ---->	IPLogic Cisco	FLTG Cisco	Advance2000 Lucent	Ronco Cisco	MacSource Avaya	Comments
Equipment	673,641	922,970	X 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			Cost to add missing router at HRS Bldg
						Adv2000 cost to add several Single & Multi Mode Fiber Optic Adapters at the Shaw, Sheriff and PSTF bldg's
			20,541			Omnivista Network Manager Server
			5,000			Cost extra licenses and redundant controller (appliance only)
			18,006			Additional costs to provide 10K chassis for Sheriff 6513 replacement
			64,772			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.
			69,217			
				-19,970		Remove cost of extra Network Adapters
	25,744					Cost of Spare Equipment
		5,702				Additional cost for missing 48 port switch at IDA
		-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	699,385	728,826	798,862	861,694	781,331	
+ Labor	62,387	73,750	18,000	44,804	120,399	Installation Costs taken from RFP Proposal Form
TOTAL cost 1st year	761,773	802,576	816,862	906,498	901,730	= (Corrected Equip) + (Labor) Used 2nd year maint cost in proposal. Advance 2000
Yr 2 Maint from RFP	27,979	33,615	41,428	34,000	84,488	is \$13,449 more/yr than IPLLogic

781,773

