

RFP 2013-47

VoIP-Enabling Data Network Upgrade

Vendor	Advance2000	IPLogic	FLTO	Ronco	MacSource	Comments
	Lucent	Cisco	Cisco	Cisco	Avaya	
	605,184	673,641	922,970	881,664	777,011	
	9,360				4,320 Training	
		24,130	-115,700			Trade-In old equipment
			-7,247			Spare Equipment
			-34,688			remove Print Shop
			-42,211			duplicate Shaw Bldg
						Secondary Power Supplies
	<b>614,544</b>	<b>697,771</b>	<b>723,124</b>	<b>881,664</b>	<b>781,331</b>	
	?	63.5%	55.8%	53.75%	66.77%	
	<b>18,000</b>	62,387	73,750	44,804	120,399	Advance2000 has very low Labor cost
<b>Sub-Total</b>	<b>\$632,544</b>	<b>\$760,159</b>	<b>\$796,875</b>	<b>\$926,469</b>	<b>\$901,731</b>	<i>Equipment &amp; Labor</i>
	200	5,200	<b>12,367</b>	6,682	Yes(?)	Advance2000 has low bond cost?
	<i>years 2-5</i> 37,285	27,979	33,615	34,000	84,488	Advance2000 has a \$89,978 additional charge for maint in years 6-10
	0	0	0	22,750		
	<i>Vendor</i> <b>17,609</b>	122,970	141,489	69,985	154,876	Advance2000 has very low cost of UPS's
	<b>85,000</b>	0	0	0	0	Adjusted for missing UPS equipment
	2,000	2,263	6,000	16,240	9,372	IPLogic split out the UPS labor, per our request
	\$50		\$135		\$125	
	\$100	\$150	\$175	\$180	\$187.50	Is Advance2000 using prevailing wages
		130 hrs Free				
	9359.78	2 CCNA			\$4,320	
<b>10 year TCO</b>	<b>1,058,091</b>	<b>1,011,969</b>	<b>1,099,409</b>	<b>1,232,469</b>	<b>1,662,125</b>	Total Cost of Ownership (TCO) over 10 years
	180 days	180 days	90 days	90 days	90 days	
	\$0	Incl'd		\$0	\$0	Advance2000 trade-in is \$0, included for \$0 IPLogic