

## ***Reasons to disqualify Advance 2000 Bid***

- 1.) Only one Vendor for Alcatel Lucent equipment in the area which is Advance 2000. The Contact for AT&T was taken from an e-mail from Christopher Finne with Alcatel Lucent as stated "The contact you need at AT&T is Ken Mancuso. Ken is the GovEd Emerging Technologies Technical Sales Manager for 18 states including NY. Ken can be reached at Office- 216-263-6314, Cell 216-246-7344 or emailed at ken.s.mancuso@att.com". I e-mailed Ken and have had no response from him.
  - a. Note: We received a reply from Ken on Nov 19. He stated that the company could sell us the equipment but that there was no local support, and they would have to sub-contract for that as needed.
- 2.) Switches proposed for the PSTF Facility to replace the 1 yr old Cisco 6513 Switch is inadequate for the traffic and requirements of the users and network at that location. This was discussed at the interview and Alcatel Lucent insists that this switch is the right one for the area but had no idea what the business model was at that location. A chassis based solution is needed at the PSTF server room.
- 3.) The spec for Wireless Controller redundancy throughout the county was clearly not met and admitted by Alcatel Lucent in the interview. They have no solution for that.
- 4.) Advance 2000 does not have any Cisco Certified Engineers to configure the Cisco 2921 Routers they proposed in their RFP response. Also addressed in the interview was the need for 2951 routers and the issue still exists that Advance 2000 will be configuring our core routers without the assistance of a Cisco certified Engineers.
- 5.) RFP specifications were derived from a private consultant that came in and stress tested our network with the additional load of phone traffic on it and found several pieces of equipment that were not capable of handling the traffic being generated with the data traffic as well. This is why the pieces of equipment asked for in the RFP were in there. By Alcatel Lucent deciding on their own what we needed and not paying attention to what was asked for, they have disqualified themselves by not providing equipment necessary to meet the spec.
- 6.) Advance 2000 underbid the labor of only 200 hours to complete the project and no timeline or project plan to complete the work needed to finish this project. Advance 2000 also failed to properly spec the UPS portion of the alternate and the labor to install those pieces of equipment. Advance 2000 was missing several pieces of UPS equipment in many buildings and what was in there would not work for the requirements set forth in our RFP.

7.) Financial stability of Alcatel Lucent is questionable at best. The corporation is laying off 10,000 workers and posted over a 5 billion dollar loss last year. Will Alcatel Lucent be there to help with issues in a few years or will they have gone bankrupt?

8.) 6450 Switches only have 5 yr next business day parts support and the RFP requested 4 Hour replacement.

*Bad for sheriff (Lucent has next business day replacement)*

9.) On November 14<sup>th</sup> Advance 2000 along with 2 other finalists were interviewed and asked a series of questions to better understand their proposals. The Alcatel-Lucent Senior Systems Engineer was asked if the Nassau County network that uses Lucent switches for their VoIP phones was Converged. His answer was "yes", however, upon checking with Nassau County their VoIP network is not converged with their Data Network. Niagara County will be running a converged network, thus the Nassau County is not comparable to us and is not a good reference, additionally, we were lied too.