

**E-Rate Bid Assessment Worksheet**  
Funding Year: 2019-2020

Project or Service  
Description

INTERNET CONNECTION TO READINGTON MIDDLE SCHOOL, PLUS WAN SERVICES BETWEEN MIDDLE SCHOOL AND WHITEHOUSE SCHOOL, AND BETWEEN WHITEHOUSE SCHOOL AND THREE BRIDGES SCHOOL

**Vendor Scoring**

| Selection Criteria                                                                                          | Weight* | Century Link |                   | Comcast   |                | Cytranet  |                | Vendor # 4 |                | Vendor # 5 |                |
|-------------------------------------------------------------------------------------------------------------|---------|--------------|-------------------|-----------|----------------|-----------|----------------|------------|----------------|------------|----------------|
|                                                                                                             |         | Raw Score**  | Weighted Score*** | Raw Score | Weighted Score | Raw Score | Weighted Score | Raw Score  | Weighted Score | Raw Score  | Weighted Score |
| Price of Eligible Services/Equipment                                                                        | 35%     | 5            | 1.75              | 4         | 1.4            | 1         | 0.35           |            |                |            |                |
| Product capability, features and scalability of needs, and interoperability with current solutions in place | 25%     | 5            | 1.25              | 3         | 0.75           | 1         | 0.25           |            |                |            |                |
| Industry/partner credentials, certifications and experience                                                 | 20%     | 3            | 0.6               | 3         | 0.6            | 2         | 0.4            |            |                |            |                |
| References and experience maintaining similar K-12 networks                                                 | 20%     | 3            | 0.6               | 3         | 0.6            | 2         | 0.4            |            |                |            |                |

Overall Ranking 100%

4.2

3.35

1.4

Vendor Selected: Century Link

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Title: Director of Technology, Business Administrator, Assistant Business Administrator

Signatures:

Date: January 23, 2019

\* Price has to be the highest percentage  
\*\* Evaluated on a scale of 1 to 5; 1=worst, 5=best.  
\*\*\* Weight x Raw Score

Notes rational:

Century Link had the lowest cost for 5 out of the 8 potential individual price points, with Comcast having the lowest in 3 out of the 8. However, if summed, Comcast has the lowest overall figure in aggregate. Therefore, we considered pricing as equal as Comcast provides more flexibility if we move between different levels of service, whereas Century Link has the lowest costs for more individual items.

Comcast offers slightly reduced cost bandwidth however a complete network reconfiguration with installation of new equipment would be needed. District would need to assume cost of network reconfiguration as well as operational risk during migration to a new ISP & IP Network.

CenturyLink provides comparable cost with greatest interoperability and reduce operational risk due to minimal network modifications needed for implementation.

Cytranet provided limited service offerings and basic pricing. Did not meet all RFP requirements.

| Service Internet & WAN 300 Mbps                                                           |  | Century Link | Comcast  | Cytranet |
|-------------------------------------------------------------------------------------------|--|--------------|----------|----------|
| INTERNET for: RMS/HBS, WHS, TBS.                                                          |  | \$1,109      | \$1,123  | N/A      |
| WAN for: RMS, TBS, WHS                                                                    |  | \$1,950      | \$1,704  | N/A      |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     |  | \$140        | N/A      | N/A      |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 36 months. |  | N/A          | \$1,111  | N/A      |
| Total per month (Term 36 Months)                                                          |  | \$3,199      | \$3,938  | N/A      |
| <b>Recommended</b>                                                                        |  |              |          |          |
| Service Internet & WAN 500 Mbps                                                           |  | Century Link | Comcast  | Cytranet |
| INTERNET for: RMS/HBS, WHS, TBS.                                                          |  | \$1,319      | \$1,529  | N/A      |
| WAN for: RMS, TBS, WHS                                                                    |  | \$2,175      | \$1,854  | N/A      |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     |  | \$140        | N/A      | N/A      |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 36 months. |  | N/A          | \$1,111  | N/A      |
| Total per month (Term 36 Months)                                                          |  | \$3,634      | \$4,494  | N/A      |
| Service Internet & WAN 1000 Mbps                                                          |  | Century Link | Comcast  | Cytranet |
| INTERNET for: RMS/HBS, WHS, TBS.                                                          |  | \$1,700      | \$1,750  | \$1,515  |
| WAN for: RMS, TBS, WHS                                                                    |  | \$3,000      | \$2,232  | \$5,700  |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     |  | \$140        | N/A      | N/A      |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 36 months. |  | N/A          | \$1,111  | \$1,111  |
| Total per month (Term 36 Months)                                                          |  | \$4,840      | \$5,093  | \$8,326  |
| Service Internet & WAN 10000 Mbps                                                         |  | Century Link | Comcast  | Cytranet |
| INTERNET for: RMS/HBS, WHS, TBS.                                                          |  | \$7,000      | \$6,994  | N/A      |
| WAN for: RMS, TBS, WHS                                                                    |  | \$17,250     | \$13,344 | N/A      |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     |  | \$140        | N/A      | N/A      |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 36 months. |  | N/A          | \$1,111  | N/A      |
| Total per month (Term 36 Months)                                                          |  | \$24,390     | \$21,449 | N/A      |
| Totals                                                                                    |  | \$36,063     | \$34,974 |          |

|                                                                                           |                     |                 |                  |
|-------------------------------------------------------------------------------------------|---------------------|-----------------|------------------|
| <b>Service Internet &amp; WAN 300 Mbps</b>                                                | <b>Century Link</b> | <b>Comcast</b>  | <b>Cytranet</b>  |
| INTERNET for: RMS/HBS, WHS, TBS.                                                          | \$1,109             | \$1,010         | N/A              |
| WAN for: RMS, TBS, WHS                                                                    | \$1,800             | \$1,533         | N/A              |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     | \$140               | N/A             | N/A              |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 60 months. |                     | \$666           | N/A              |
| <b>Total per month (Term 60 Months)</b>                                                   | <b>\$3,049</b>      | <b>\$3,209</b>  | <b>N/A</b>       |
| <b>Service Internet &amp; WAN 500 Mbps</b>                                                | <b>Century Link</b> | <b>Comcast</b>  | <b>Cytranet</b>  |
| INTERNET for: RMS/HBS, WHS, TBS.                                                          | \$1,319             | \$1,376         | N/A              |
| WAN for: RMS, TBS, WHS                                                                    | \$2,085             | \$1,669         | N/A              |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     | \$140               | N/A             | N/A              |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 60 months. | N/A                 | \$666           | N/A              |
| <b>Total per month (Term 60 Months)</b>                                                   | <b>\$3,544</b>      | <b>\$3,711</b>  | <b>N/A</b>       |
| <b>Service Internet &amp; WAN 1000 Mbps</b>                                               | <b>Century Link</b> | <b>Comcast</b>  | <b>Cytranet*</b> |
| INTERNET for: RMS/HBS, WHS, TBS.                                                          | \$1,700             | \$1,575         | \$1,515          |
| WAN for: RMS, TBS, WHS                                                                    | \$2,700             | \$2,010         | \$5,700          |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     | \$140               | N/A             | N/A              |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 60 months. | N/A                 | \$666           | \$333            |
| <b>Total per month (Term 60 Months)</b>                                                   | <b>\$4,540</b>      | <b>\$4,251</b>  | <b>\$7,548</b>   |
| <b>Service Internet &amp; WAN 10,000 Mbps</b>                                             | <b>Century Link</b> | <b>Comcast</b>  | <b>Cytranet*</b> |
| INTERNET for: RMS/HBS, WHS, TBS.                                                          | \$6,800             | \$6,294         | N/A              |
| WAN for: RMS, TBS, WHS                                                                    | \$15,000            | \$12,009        | N/A              |
| Basic Network Monitoring/Alerting (NMS) Internet/WAN 4 Circuits total                     | \$140               | N/A             | N/A              |
| Network reconfiguration to migrate to new ISP. One time cost est \$40,000 over 60 months. | N/A                 | \$666           | N/A              |
| <b>Total per month (Term 60 Months)</b>                                                   | <b>\$21,940</b>     | <b>\$18,969</b> | <b>N/A</b>       |
| <b>Totals</b>                                                                             | <b>\$30,024</b>     | <b>\$27,597</b> |                  |