



Solicitation No.: 7-EC2-0125 (OHIO)
 Solicitation Title: E-Rate CAT2 Form 470 #250000250
 Vendor: Netsync Network Solutions
 Evaluation Period: 12/5/24 - 12/10/24
 Final Version: 12/17/2024

Purpose: To facilitate the documentation of the evaluation committee's scoring of responsive proposals from prospective vendors for the following solicitation.
Applicability: This record applies to the procurement of goods and services other than public works (construction services) and professional services or contracts.

Evaluation Criteria	Evaluation Criteria (Refer to Scoring Guide)	Weight [W]	Evaluator's Score for Respondent Name					Weighted Score (Average)
			Raw Score	Raw Score	Raw Score	Raw Score	Raw Score	
			Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5	
Evaluation Criteria 1 Eligible Costs	<p>Material and Labor. The total cost of ownership for the eligible components of the proposed service. Total cost of ownership takes into account all one-time and recurring costs. Note that E-Rate eligible costs refers to the pre-discount cost of the solution, not the post-discount portion of costs that are the responsibility of the Applicant. As stated above the bid must clearly identify the E-Rate eligible portion of the project.</p> <p>E-Rate Eligible Costs: The following formula will be used to determine cost points for scoring when applicable:</p> <p style="text-align: center;"><i>Formula:</i> $(\text{Lowest Proposed Price} / \text{Proposed Price}) \times \text{Assigned Points}$</p> <p>Example: Price Proposals and scoring results based on a 50-point scale: Proposer Proposed Price Score Proposer A \$ 10,000.00 - > $(\\$10,000.00 / \\$10,000.00) \times 50 = 50$ pts Proposer B \$ 10,500.00 - > $(\\$10,000.00 / \\$10,500.00) \times 50 = 47.6$ pts Proposer C \$ 25,000.00 - > $(\\$10,000.00 / \\$25,000.00) \times 50 = 20$ pts</p> <p>This scoring method ensures a fair assessment of proposals based on their pricing relative to the lowest bid.</p>	40%	40	40	40	40	40	40.00
Evaluation Criteria 2 Compatibility	<p>The vendor's proposed equipment is compatible with existing LAN/WAN infrastructure (MAX 25 POINTS)</p>	25%	25	25	25	25	25	25.00
Evaluation Criteria 3 Technical Merit	<p>The vendor described in detail the approach or methodology in which the company will provide services as requested in the RFP. The vendor include detailed services that will be provided, timelines, milestones, deliverables, etc. as applicable (MAX 15 POINTS)</p>	15%	15	15	15	15	15	15.00
Evaluation Criteria 4 Prior Experience	<p>Service provider has positive experience with schools districts and/or K-12 schools.</p> <p>Vendor's track record and standing within the industry, including past performance on similar projects, client references, and customer satisfaction. Consideration will be given to any accolades, certifications, or industry recognition, as well as the Vendor's history of meeting deadlines, and quality standards, and resolving issues or complaints professionally. Bidders should provide proof of their experience in the industry providing the service/equipment for which they are submitting bids.</p> <p>Note: This will be captured from the provided references on Attachment M - Reference Sheet. (MAX 10 POINTS)</p>	10%	10	10	8	10	8	9.20

<p>Evaluation Criteria 5 Ineligible Costs</p>	<p>The total cost of ownership for the ineligible components of the proposed service encompasses all one-time and recurring costs associated with those components. This includes any expenses that are not eligible for E-Rate funding and must be borne by the applicant.</p> <p>Vendor has clearly identified the E-Rate ineligible costs withing their proposal (MAX 5 POINTS)</p>	5%	5	5	5	5	5	5.00
<p>Evaluation Criteria 6 Terms & Conditions</p>	<p>Vendor's proposed contract terms and conditions</p> <p>Proposal provides a concise description of capabilities to satisfy the requirements of the RFP. Emphasis will be placed on completeness and clarity of content. The offeror agrees to the General Terms and Conditions and provides, in writing, any exceptions to any of the terms (MAX 5 POINTS)</p>	5%	5	5	5	5	4	4.80
<p>Totals</p>		100%	100.00	100.00	98.00	100.00	97.00	99.00



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 Solicitation Title: E-Rate CAT2 Form 470 #250000250
 Vendor: Hamilton Clermont Cooperative
 Evaluation Period: 12/5/24 - 12/10/24
 Final Version: 12/17/2024

Purpose: To facilitate the documentation of the evaluation committee's scoring of responsive proposals from prospective vendors for the following solicitation.
Applicability: This record applies to the procurement of goods and services other than public works (construction services) and professional services or contracts.

Evaluation Criteria	Evaluation Criteria (Refer to Scoring Guide)	Weight [W]	Evaluator's Score for Respondent Name					Weighted Score (Average)	
			Raw Score	Raw Score	Raw Score	Raw Score	Raw Score		
			Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5		
Evaluation Criteria 1 Eligible Costs	<p>Material and Labor. The total cost of ownership for the eligible components of the proposed service. Total cost of ownership takes into account all one-time and recurring costs. Note that E-Rate eligible costs refers to the pre-discount cost of the solution, not the post-discount portion of costs that are the responsibility of the Applicant. As stated above the bid must clearly identify the E-Rate eligible portion of the project.</p> <p>E-Rate Eligible Costs: The following formula will be used to determine cost points for scoring when applicable:</p> <p style="text-align: center;"><i>Formula:</i> $(\text{Lowest Proposed Price} / \text{Proposed Price}) \times \text{Assigned Points}$</p> <p>Example: Price Proposals and scoring results based on a 50-point scale: Proposer Proposed Price Score Proposer A \$ 10,000.00 - > $(\\$10,000.00 / \\$10,000.00) \times 50 = 50$ pts Proposer B \$ 10,500.00 - > $(\\$10,000.00 / \\$10,500.00) \times 50 = 47.6$ pts Proposer C \$ 25,000.00 - > $(\\$10,000.00 / \\$25,000.00) \times 50 = 20$ pts</p> <p>This scoring method ensures a fair assessment of proposals based on their pricing relative to the lowest bid.</p>	40%	29.37	29.37	29.37	29.37	29.37	29.37	
Evaluation Criteria 2 Compatibility	<p>The vendor's proposed equipment is compatible with existing LAN/WAN infrastructure (MAX 25 POINTS)</p>	25%	25	25	25	25	25	25	25.00
Evaluation Criteria 3 Technical Merit	<p>The vendor described in detail the approach or methodology in which the company will provide services as requested in the RFP. The vendor include detailed services that will be provided, timelines, milestones, deliverables, etc. as applicable (MAX 15 POINTS)</p>	15%	5	13	15	13	15	12.20	
Evaluation Criteria 4 Prior Experience	<p>Service provider has positive experience with schools districts and/or K-12 schools.</p> <p>Vendor's track record and standing within the industry, including past performance on similar projects, client references, and customer satisfaction. Consideration will be given to any accolades, certifications, or industry recognition, as well as the Vendor's history of meeting deadlines, and quality standards, and resolving issues or complaints professionally. Bidders should provide proof of their experience in the industry providing the service/equipment for which they are submitting bids.</p> <p>Note: This will be captured from the provided references on Attachment M - Reference Sheet. (MAX 10 POINTS)</p>	10%	5	6	6	6	5	5.60	

<p>Evaluation Criteria 5 Ineligible Costs</p>	<p>The total cost of ownership for the ineligible components of the proposed service encompasses all one-time and recurring costs associated with those components. This includes any expenses that are not eligible for E-Rate funding and must be borne by the applicant.</p> <p>Vendor has clearly identified the E-Rate ineligible costs within their proposal (MAX 5 POINTS)</p>	5%	4	3	0	4	4	3.00
<p>Evaluation Criteria 6 Terms & Conditions</p>	<p>Vendor's proposed contract terms and conditions</p> <p>Proposal provides a concise description of capabilities to satisfy the requirements of the RFP. Emphasis will be placed on completeness and clarity of content. The offeror agrees to the General Terms and Conditions and provides, in writing, any exceptions to any of the terms (MAX 5 POINTS)</p>	5%	4	5	5	5	5	4.80
Totals		100%	72.37	81.37	80.37	82.37	83.37	79.97



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Evaluation Criteria	Evaluation Criteria (Refer to Scoring Guide)	Weight [W]	Netsync Network Solutions (Total Average)	Hamilton Clermont Cooperative (Total Average)
Evaluation Criteria 1 Eligible Costs	<p>Material and Labor. The total cost of ownership for the eligible components of the proposed service. Total cost of ownership takes into account all one-time and recurring costs. Note that E-Rate eligible costs refers to the pre-discount cost of the solution, not the post-discount portion of costs that are the responsibility of the Applicant. As stated above the bid must clearly identify the E-Rate eligible portion of the project.</p> <p>E-Rate Eligible Costs: The following formula will be used to determine cost points for scoring when applicable:</p> <p style="text-align: center;"><i>Formula:</i> $(\text{Lowest Proposed Price} / \text{Proposed Price}) \times \text{Assigned Points}$</p> <p>Example: Price Proposals and scoring results based on a 50-point scale: Proposer Proposed Price Score Proposer A \$ 10,000.00 - > $(\\$10,000.00 / \\$10,000.00) \times 50 = 50$ pts Proposer B \$ 10,500.00 - > $(\\$10,000.00 / \\$10,500.00) \times 50 = 47.6$ pts Proposer C \$ 25,000.00 - > $(\\$10,000.00 / \\$25,000.00) \times 50 = 20$ pts</p> <p>This scoring method ensures a fair assessment of proposals based on their pricing relative to the lowest bid.</p>	40%	40.00	29.37
Evaluation Criteria 2 Compatibility	The vendor's proposed equipment is compatible with existing LAN/WAN infrastructure (MAX 25 POINTS)	25%	25.00	25.00
Evaluation Criteria 3 Technical Merit	The vendor described in detail the approach or methodology in which the company will provide services as requested in the RFP. The vendor include detailed services that will be provided, timelines, milestones, deliverables, etc. as applicable (MAX 15 POINTS)	15%	15.00	12.20
Evaluation Criteria 4 Prior Experience	<p>Service provider has positive experience with schools districts and/or K-12 schools.</p> <p>Vendor's track record and standing within the industry, including past performance on similar projects, client references, and customer satisfaction. Consideration will be given to any accolades, certifications, or industry recognition, as well as the Vendor's history of meeting deadlines, and quality standards, and resolving issues or complaints professionally. Bidders should provide proof of their experience in the industry providing the service/equipment for which they are submitting bids.</p> <p>Note: This will be captured from the provided references on Attachment M - Reference Sheet. (MAX 10 POINTS)</p>	10%	9.20	5.60
Evaluation Criteria 5 Ineligible Costs	<p>The total cost of ownership for the ineligible components of the proposed service encompasses all one-time and recurring costs associated with those components. This includes any expenses that are not eligible for E-Rate funding and must be borne by the applicant.</p> <p>Vendor has clearly identified the E-Rate ineligible costs withing their proposal (MAX 5 POINTS)</p>	5%	5.00	3.00
Evaluation Criteria 6 Terms & Conditions	<p>Vendor's proposed contract terms and conditions</p> <p>Proposal provides a concise description of capabilities to satisfy the requirements of the RFP. Emphasis will be placed on completeness and clarity of content. The offeror agrees to the General Terms and Conditions and provides, in writing, any exceptions to any of the terms (MAX 5 POINTS)</p>	5%	4.80	4.80
Grand Total Score		100%	99.00	79.97



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NAME OF FIRM	Final Score	RANKING
Netsync Network Solutions	99.00	1
Hamilton Clermont Cooperative	79.97	2

Points will be awarded based on Offeror's ratio to the lowest price received. Points will be awarded based on the following formula: **LOWEST BID / PROPOSER'S BID X 40 = POINTS RECEIVED.**

As an example, the following sample scoring matrix is provided:

Proposer	Offeror's Proposed Cost	Calculation	Assigned Point Value
Vendor 1	\$	$\$2,532,461.25 / \$2,532,461.25 \times 50 =$	50
Vendor 2	\$	$\$2,532,461.25 / \$3,450,678.99 \times 50 =$	36.7
Vendor 3	\$	$\$2,532,461.25 / \$5,009,405.3 \times 50 =$	25.3
Vendor 4	\$	$\$2,532,461.25 / \$0 \times 50 =$	-
Vendor 5	\$	$\$2,532,461.25 / \$0 \times 50 =$	

***DO NOT ROUND YOUR ANSWER!**

Example Price Proposals and scoring results based on a 50-point scale:
 Proposer Proposed Price Score
 Proposer A \$ 10,000.00 - > $(\$10,000.00 / \$10,000.00) \times 50 = 50$ pts
 Proposer B \$ 10,500.00 - > $(\$10,000.00 / \$10,500.00) \times 50 = 47.6$ pts
 Proposer C \$ 25,000.00 - > $(\$10,000.00 / \$25,000.00) \times 50 = 20$ pts

Lowest Bid (this value should remain the same)	\$126,000.00
Proposer's Bid	\$209,290.00
Max Points	40
Assigned Point V	24.08

****Proposed pricing submitted by Netsync Network Solutions and Hamilton Clermont Cooperative below.**

7-EC2-0125 for Ohio: Evaluation Criteria #1 - Eligible Costs						
Proposer Name	Lowest Proposed Price - Price Hill (E-Rate Eligible Costs)	Lowest Proposed Price - Valley View (E-Rate Eligible Costs)	Proposed Price - Price Hill (E-Rate Eligible Costs)	Proposed Price - Valley View (E-Rate Eligible Costs)	Assigned Points	Assigned Points
Netsync Network Solutions	\$ 122,418.49	\$ 56,641.74	\$ 122,418.49	\$ 56,641.74	40	40.00
Hamilton Clermont Cooperative	\$ 122,418.49	\$ 56,641.74	\$ 162,235.73	\$ 82,313.46	40	30.18

****E-Rate Central Price Analysis of E-Rate eligible & ineligible items reflected below (email of price analysis from Alex Majewski provided on 12/16/24 (saved to project folder)).**

PROPOSED COSTS									
Proposer Name	Total Quoted Costs Price Hill	E-Rate Eligible Costs Price Hill	E-Rate Ineligible Costs Price Hill	Total Quoted Costs Valley View	E-Rate Eligible Costs Valley View	E-Rate Ineligible Costs Valley View	Total Quoted Costs Both Sites	Total Eligible Costs Both Sites	Total Ineligible Costs Both Sites
Netsync Network Solutions	\$ 122,966.17	\$ 122,418.49	\$ 547.68	\$ 56,641.74	\$ 56,641.74	\$ 0	\$ 179,607.91	\$ 179,060.23	\$ 547.68
Hamilton Clermont Coop	\$ 162,235.73	\$ 162,235.73	\$ -	\$ 82,313.46	\$ 82,313.46	\$ 0	\$ 244,549.19	\$ 244,549.19	\$ -

REVIEW OF PROPOSED PRICING									
Proposer Name	Total Quoted Costs Price Hill	E-Rate Eligible Costs Price Hill	E-Rate Ineligible Costs Price Hill	Total Quoted Costs Valley View	E-Rate Eligible Costs Valley View	E-Rate Ineligible Costs Valley View	Total Quoted Costs Both Sites	Total Eligible Costs Both Sites	Total Ineligible Costs Both Sites
Netsync Network Solutions	\$ 122,966.17	\$ 122,418.49	\$ 547.68	\$ 56,641.74	\$ 56,641.74	\$ -	\$ 179,607.91	\$ 179,060.23	\$ 547.68
Hamilton Clermont Coop	\$ 162,235.73	\$ 161,546.00	\$ 689.73	\$ 82,313.46	\$ 82,313.46	\$ -	\$ 244,549.19	\$ 243,859.46	\$ 689.73

Proposer Name	Total Quoted Costs Both Sites	Total Eligible Costs Both Sites	Total Ineligible Costs Both Sites
Netsync Network Solutions	\$ 179,607.91	\$ 179,060.23	\$ 547.68
Hamilton Clermont Coop	\$ 244,549.19	\$ 243,859.46	\$ 689.73

***Hamilton Clermont did not identify that the Network-M3 card is not eligible in their response for Price Hill. This has been taken into account for the pricing above. Unbundled network cards are not eligible for E-Rate funding. CORRECTED assigned cost points reflected below.**

7-EC2-0125 for Ohio: Evaluation Criteria #1 - Eligible Costs						
Proposer Name	Lowest Proposed Price - Price Hill (E-Rate Eligible Costs)	Lowest Proposed Price - Valley View (E-Rate Eligible Costs)	Proposed Price - Price Hill (E-Rate Eligible Costs)	Proposed Price - Valley View (E-Rate Eligible Costs)	Assigned Points	Assigned Points
Netsync Network Solutions	\$ 122,418.49	\$ 56,641.74	\$ 122,418.49	\$ 56,641.74	40	40
Hamilton Clermont Cooperative	\$ 122,418.49	\$ 56,641.74	\$ 161,546.00	\$ 82,313.46	40	29.37

Evaluation Criteria 1 Eligible Costs	Material and Labor. The total cost of ownership for the eligible components of the proposed service. Total cost of ownership takes into account all one-time and recurring costs. Note that E-Rate eligible costs refers to the pre-discount cost of the solution, not the post-discount portion of costs that are the responsibility of the Applicant. As stated above the bid must clearly identify the E-Rate eligible portion of the project.	40%
	<p>E-Rate Eligible Costs: The following formula will be used to determine cost points for scoring when applicable:</p> <p style="text-align: center;"><i>Formula:</i> <i>(Lowest Proposed Price / Proposed Price) x Assigned Points</i></p> <p>Example: Price Proposals and scoring results based on a 50-point scale: Proposer Proposed Price Score Proposer A \$ 10,000.00 -> (\$10,000.00 / \$10,000.00) x 50 = 50 pts Proposer B \$ 10,500.00 -> (\$10,000.00 / \$10,500.00) x 50 = 47.6 pts Proposer C \$ 25,000.00 -> (\$10,000.00 / \$25,000.00) x 50 = 20 pts</p> <p>This scoring method ensures a fair assessment of proposals based on their pricing relative to the lowest bid.</p>	