



Ogden School District
Bid Tabulation Sheet

Company Name	Executive Summary (15 Points)	Detailed Discussion (15 Points)	Requested Items and Hardware Compatibility (30 Points)	Fee Proposal and Fee Schedule (40 Points)	Fee	Total Points (100 Possible)	Notes
CompuNet, Inc.	15.00	7.00	20.00	39.67	\$135,086.49	81.67	Extended Total Amount \$135,086.49; E-Rate Potential Amount \$145,077.24; don't understand the two prices. Did not include quote for outside access point, and did not include option for t-grid mounting.
Valcom Salt Lake City	12.00	15.00	30.00	27.99	\$191,444.90	84.99	Provided everything we requested and correct quantities.
iT1 Source LLC	15.00	8.33	15.00	40.00	\$133,978.96	78.33	<p>Deduct sales tax from pricing \$9,713.47. Proposed Cambium as an equal.</p> <p>1. Cannot find documentation for XE-34X00B00-US directly from Cambium, I can however find documentation from Cambium on XE-34X00A00-US. I am not sure what the difference between the A and the B is but Cambium does not list the B variant on its webpage.</p> <p>2. Cambium APs will not be compatible with our existing Airwave system.</p> <p>3. Cannot find any official documentation for integrating Clearpass with Cambium. Cambium states they support RADIUS so it should work but no official documentation with Clearpass.</p> <p>4. Hardware spec differences; The Aruba 635 offers 2 - 2.5 GbE ports and the Cambium XE-34 offers 1 - 2.5 GbE port and 1 - 1 GbE port. This is a concern for me for the future, due to the different link speeds LACP is not available on the XE-34 limiting its actual throughput. The XE-34 does not show support for Zigbee in its datasheet, whereas Aruba does. With IoT continuing to grow we will want to have Zigbee support. BLE is offered on both, but Zigbee is common in lighting controls and meters.</p> <p>5. Splitting our wireless infrastructure into 2 systems is another cause of concern. If we were to purchase the XE-34 we add another layer of management.</p> <p>Left VM and Sent email to NSD and I have not heard back. Talked with Simi Valley USD. They said they have never heard of iT1 Source or worked with them. The did say they just recently purchased Cambium AP's from another vendor but has not installed them. Talked with UMHB and he said the same thing. Never heard of iT1 before.</p>
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Committee Recommends: Valcom Salt Lake City pending Board approval on March 16, 2023 and E-Rate approval.

Bids Due: Thursday March 2, 2023, 2:15 p.m.