



**RFP TABULATION & COMPARISON SHEET**

**Project:** CradlePoint Modems w/ Technical Programming Services  
**Bid Opening:** September 9, 2019 11am  
**Project No.:** 11914P  
**Contract Term:** 5 Years  
**Department:** Information Technology Services  
**Project Manager:** Tom Sellsted, IT Services Supervising Senior Analyst

06/01/22 Amendment No. 1 Price Increase/Expansion & Upgrades, eff. 06/17/22

3/3/23 Amendment No. 2 Expansion & Upgrades, eff. 3/3/23

4/8/24 Amendment No. 3 Expansion & Upgrades, eff. 4/8/24

5 years, 10/25/19 - 10/24/24

Contract Term

Bob Harrison, City Manager, Date

AWARD AND REASON THEREFORE:				Vendor Name							
I recommend award to <b>RCN Communications, LLC</b> , based on them being the lowest responsive and responsible bid received.				<b>Astral Communications</b>		<b>Cabledout</b>		<b>RCN Communications, LLC</b>			
				<b>NON RESPONSIVE</b>		<b>NON RESPONSIVE</b>					
BUYER, DATE											
Schedule I - CradlePoint Modems with Technical Programming Services - 3 Year Net Cloud Essentials											
No.	Item Description	Qty	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	CradlePoint IBR900 600M Modems	15	EA	\$1,040.00	\$15,600.00	\$1,698.85	\$25,482.75	<del>\$782.00</del>	<del>\$11,730.00</del>		
								<b>\$921.99</b>	<b>\$13,829.85</b>		
2	CradlePoint IBR900 1200M Modems	15	EA	\$1,160.00	\$17,400.00	\$1,698.85	\$25,482.75	<del>\$872.00</del>	<del>\$13,080.00</del>		
								<b>\$1,028.85</b>	<b>\$15,432.75</b>		
3	GL6X1AX-SF – GNSS Multi-band Antenna, Dual 4G LTE and 802.11ac MIMI Connectivity	30	EA	\$236.00	\$7,080.00	\$163.97	\$4,919.10	\$181.00	\$5,430.00		
4	Technical Programming Support	30	EA	\$55.00	\$1,650.00	\$645.85	\$19,375.50	\$25.00	\$750.00		
Subtotal:					\$41,730.00		\$75,260.10		<del>\$30,990.00</del>		<b>\$35,442.60</b>
WSST: 8.2%					\$3,421.86		\$6,171.33		<del>\$2,541.18</del>		<b>\$2,941.74</b>
WSST: 8.3%											<b>\$2,941.74</b>
<b>Totals:</b>					<b>\$45,151.86</b>		<b>\$81,431.43</b>		<del><b>\$33,531.18</b></del>		<b>\$38,384.34</b>
<b>Amendment No. 1 eff. 06/17/22</b>									<b>\$38,384.34</b>		
Delivery (Number of days after receipt of order):				7 Days		40 Days		15 Days			
Future Purchases & Upgrades Proposer to list either the discount off the manufacturer's list price or markup from cost for future purchases of similar wireless communication modems, peripheral equipment, accessories, and services				7.05%		2%		4.25%			

<b>AWARD AND REASON THEREFORE:</b>	<b>Vendor Name</b>			
I recommend award to <b>RCN Communications, LLC</b> , based on them being the lowest responsive and responsible bid received.	<b>Astral Communications NON RESPONSIVE</b>	<b>Cabledout NON RESPONSIVE</b>	<b>RCN Communications, LLC</b>	
BUYER, DATE				
Comments:			Parsec PROSC262 WG15W Antenna	
Ratio of Lowest Proposal to Actual Proposal Cost	0.74	0.41	1.00	
Costs - 30 pts. Max	22	12	30	

**Amendment No. 1 - CradlePoint Modems with Technical Programming Services - 5 Year Net Cloud Essentials**

No.	Item Description	Qty	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
5	Cradlepoint IBR900 600M Modems	15	EA					\$1,136.42	\$17,046.30		
6	Cradlepoint IBR900 1200M Modems	15	EA					\$1,243.98	\$18,659.70		
\$35,706.00											

**Amendment No. 2 - R1900 Routers with WiFi - 5-year NetCloud Mobile Performance**

No.	Item Description	Qty	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
7	R1900 Router with WiFi MB05-19005GB-GA	20	EA					\$2,094.72	\$41,894.40		
8	Cables Kit - GPSD-6-60-DW	20	EA					\$218.49	\$4,369.80		
9	Cable for APX8500 C29-5QMAP	20	EA					23.22	\$464.40		
\$46,728.60											

**Amendment No. 3 - Panorama 5 in 1 Sharkfin Antenna - Black**

No.	Item Description	Qty	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
10	Panorama 5 in 1 Sharkfin Antenna - Black SH-IN2440	6	EA					\$193.26	\$1,159.56		