

## RFP #13.14.02

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Decision Factors		CIO Solutions	Lanspeed
Criteria	Wt.	1	2
Overall Qualifications	3.0	3	4
Responsiveness to RFP Requirements	1.0	3	5
Response time to network needs	3.0	3	5
Pricing	2.0	0	3
Experience with K12 school districts	1.0	3	3
Weighted Scores		24.0	41.0

Instructions: Select and insert a score of -5 to +5 for each criteria. The score will be multiplied by the weight. Keep the first column for **status quo** (i.e. no change) and score the options against it.

<p>The District is soliciting an RFP to obtain network monitoring and management services support for the District's enterprise and global networks with the intent of having a third party manage SBUSD's network in coordination with the District's Information Technology Services (ITS) department management and staff.</p> <p>► Winner: Lanspeed</p>	
Criteria	Definition
Overall Qualifications	How well the contractor's qualifications meet the needs of the district.
Responsiveness to RFP Requirements	Overall quality of RFP.
Response time to network needs	How closely response times match the needs of the district.
Pricing	Up-front costs and ongoing costs.
Experience with K12 school districts	Quantity and quality of K12 experience
<p><b>Note on calculation</b> The formula for weighted scores uses a Sumproduct formula and has conditional formatting applied. Please check that the formula and conditional formatting includes the correct cell ranges if you add or remove any rows or columns.</p>	

Designed by Victor Chan 2011 - [www.launchexcel.com](http://www.launchexcel.com)

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