

**COMPETITION SENSITIVE WHEN FILLED IN**

**VENDOR SELECTION DOCUMENT**

**FOR**

**\*\*\*\* AFB**

**CONTRACT NUMBER:  
DELIVERY ORDER NUMBER:  
CDRL NUMBER:  
DATE:**

**644 ELSS/IT  
HANSCOM AFB, MA**

## COMPETITION SENSITIVE WHEN FILLED IN

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## **COMPETITION SENSITIVE WHEN FILLED IN**

# 1 INTRODUCTION

### 1.1 Purpose

This document describes the process used to select the vendor or vendors for the network equipment installed at \*\*\*\* AFB under the Information Transport System (ITS) Project of the Combat Information Transport System (CITS) program.

### 1.2 Best Value Selection

The contractor shall make a best value selection of the vendor(s) based on the technical and cost analysis presented in this document.

### 1.3 Personnel

The contractor shall list all MAJCOM and/or Base personnel who provided any information contained in this document in the table below.

<b>Name</b>	<b>Organization</b>	<b>Information Provided</b>

**Table 1.3 MAJCOM & Base Personnel**

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### **2 REQUIREMENTS**

The contractor shall not include any vendor by name in the statement of any requirement other than descriptions of current/required training status of base personnel and/or description of equipment at any location that base personnel deploy to.

#### **2.1 Baseline Requirements**

These requirements are shown in the CITS ORD and the version of the CITS Baseline Program Directive placed on contract with the Delivery Order for the Site Survey & Design (SS&D).

In addition to the above requirements, the contractor shall require each vendor to provide the following information for each switch included in their proposal:

- a. Packet switch latency (uSec).
- b. Max Dual Stack Routing Rate (Packets/Sec) for a mix of 50% Ipv4 & IPv6 traffic.
- c. Power consumption (Watts) for the proposed switch configuration.
- d. Details of a standard warranty package for all proposed products.

#### **2.2 MAJCOM Requirements**

The contractor shall list all unique requirements (i.e. not covered by the Baseline Requirements) identified by the MAJCOM during initial topology review. If none, so state.

#### **2.3 Base Requirements**

##### **2.3.1 Topology**

The contractor shall insert a diagram of the proposed base topology agreed upon by the PMO, Base & MAJCOM.

##### **2.3.2 Technical**

###### **2.3.2.1 Technology**

The contractor shall:

1. State which technology or technologies will be implemented.
2. Provide the rationale used for the selection of each technology.

###### **2.3.2.2 Information Transport Nodes (ITN)**

The contractor shall list any base unique requirements that will affect the selection of the equipment used in the ITNs. If there are none, so state.

###### **2.3.2.3 End Building Nodes (EBN)**

The contractor shall list any base unique requirements that will affect the selection of the equipment used in the EBNs. If there are none, so state.

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### **2.3.3 Support**

The contractor shall specifically address each of the following areas with base personnel. If the Base has no requirements in any or all of these areas, so state.

#### ***2.3.3.1 Training***

The contractor shall list the Base's initial, post-deployment and recurring network training requirements. As a minimum these will include the formal training requirements contained in the Template for the Training Plan (ID-0045 – Provided as GFI).

#### ***2.3.3.2 Maintenance Support***

The contractor shall list:

- a. Warranty support requirements. As a minimum these will include requirements stated in the Task Requirements Notice (TRN).
- b. The Base's on-line (help desk) maintenance support requirements.

#### ***2.3.3.3 Documentation***

The contractor shall list the Base's web based documentation requirements.

### **2.3.4 Deployment**

The contractor shall identify the make and model of all ITN and EBN equipment that base personnel will be required to operate and maintain when deployed. If some or all of the base personnel are not required to deploy, so state.

### **2.3.5 Other**

The contractor shall list any other unique (i.e. not covered by the Baseline or MAJCOM) requirements identified by the base during the initial topology review.

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**3 NETWORK EQUIPMENT PRESENTLY INSTALLED ON**  
**BASE**

**3.1 Equipment Suitable for Reuse in Design.**

The contractor shall:

- a. Provide the rationale for reusing any equipment item that is proposed for reuse in the design.
- b. List (manufacturer, model # & quantity) all equipment proposed for reuse and enter the number of each item that will be reused by each vendor.

<b>Manufacturer</b>	<b>Model</b>	<b>Quantity</b>	<b>Vendor 1</b>	<b>Vendor 2</b>	<b>Vendor N</b>

**Table 3.1.1 Equipment Proposed for Reuse in ITNs**

<b>Manufacturer</b>	<b>Model</b>	<b>Quantity</b>	<b>Vendor 1</b>	<b>Vendor 2</b>	<b>Vendor N</b>

**Table 3.1.2 Equipment Proposed for Reuse in EBNs**

**3.2 Equipment that will not be reused in the design**

The contractor shall:

- a. Provide rationale supporting decision not to reuse each existing network equipment item in all or some of the designs.
- b. List all equipment (Manufacturer, model # & quantity) that will not be reused in any or all designs.

<b>Manufacturer</b>	<b>Model</b>	<b>Quantity</b>	<b>Vendor 1</b>	<b>Vendor 2</b>	<b>Vendor N</b>

**Table 3.2 Equipment That Will Not be Reused**

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### **4. POTENTIAL VENDORS**

#### **4.1 Selection Criteria**

The Contractor shall identify potential vendors using the following criteria:

- a. Provide a discussion of the analysis and procedures used to select vendors for further consideration. Include in this discussion any independent analysis / evaluations used in your determinations.
- b. If a vendor currently has network switches in use on the base and those products meet the other criteria of this section, as is or with potential upgrades, the vendor's products must be included in the detailed analysis.
- c. A minimum of two vendors must be considered in detailed analysis for each technology in the proposed design.
- d. Vendor equipment must meet the minimum ITS requirements listed in Table 4.1.1. An "X" indicates that requirement is mandatory.
- e. Mandatory IPv6 requirements apply to layer 3 devices only.



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Requirement	Ethernet	SONET
Full SONET Header on Network Side		X
802.1x (Port-based network access control)	X	X
GFP Support ITU G.7041, ANSI T1X1.5		X
EOS: ANSI T1.105.02; ITU-TX.86		X
System Timing - External BITS Input		X
Protect schemes:		
UPSR		X
2F-BLSR		X
Tributary Protection: 1:1		X
SNMP		X
TFTP		X
Matched Mode		X
Listed on JITC Approved Products List (APL)	X**	X**
Windows Management	X	
SNMP Capable	X	
802.1p (Traffic Prioritization)	X	
802.1q (VLAN Bridges)	X	
802.3u (Fast Ethernet)	X	
802.3x (Flow Control)	X	
802.3z (Gigabit Ethernet)	X	
Spanning Tree	X	
RMON-1	X	
Telnet	X	
BootP	X	
IP Datagrams (RFC 894)	X	
ARP (RFC 826)	X	
IP Filters	X	
IP Precedence	X	
Element Manager tracks configuration	X	
Synchronize with external timing device	X	
Minimum number of VLANs/switch is greater than 1024	X	
DNS/DHCP Relay	X	
20% ITN Expansion Capacity (blade slots and/or ports)	X	
At least 4 QoS Queues per port	X	
IPsec VPN tunnels	X	
IPv6 basic (RFCs 4291, 3587, and 2375)	X	X*
IPv6 over Ethernet (RFC 2464)	X	X*
IPv6 IPsec (RFCs 4301, 4303, and 4305)	X	X*
IPv6 OSPF (RFC 2740)	X	X*
IPv6/IPv4 traffic over IPv4/IPv6	X	X*
All ITN switches shall be capable of implementing IPv6 in Hardware in order to avoid a significant degradation in the performance when operating under IPv6.		
X* - If the SONET equipment is used to provide IP switching and routing in lieu of separate switches and/or routers, the SONET network element must meet the above IPv6 requirements.		
X** - All proposed new and reused Ethernet and SONET equipment must be on the Joint Interoperability Testing Center (JITC) Approved Products List (APL) for DSN at the time the equipment is delivered to the Integration Contractor.		
If the vendor proposes a stackable solution:		
All switches in the stack shall be from the same switch family.		
The stack shall be manageable via a single IP address		
Inter-switch connectivity must use an aggregate backplane		
All Ethernet uplink ports shall provide a minimum of 1 GigE bandwidth for any media via optical plug-in.		

**Table 4.1.1 Mandatory ITS requirements**

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### **4.2 Discussion**

The contractor shall:

- a. List each potential vendor identified above for each technology that will be used in the design.
- b. State reasons for selection or non-selection for detailed analysis.
- c. State the status and functional capability of each vendor's proposed design to support activation of IPv6 capabilities across the network.

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### 5 ANALYSIS

#### 5.1 Technical

##### 5.1.1 General.

The contractor shall:

- a. For each vendor provide one Table for each ITN and its associated EBNs.
- b. Always show
  1. The ITN and its extra closets in the 1<sup>st</sup> n columns.
  2. CEBNs and their extra closets in the next n columns.
- c. Provide CEBN data:
  1. In only one ITN Table
  2. The same ITN for all vendors.
- d. Provide Tables 5.1.1 & 5.1.2 in Microsoft excel Spreadsheets as an attachment.
- e. Provide a Hyperlink that links the Excel spreadsheets to this document.

##### 5.1.2 Closet Requirements.

In this section of Table 5.1.1 & 5.1.2 the Contractor shall:

- a. Include all closets
- b. For each closet enter the data developed during Box Level Collaboration.
- c. List each additional MAJCOM/Base requirement on a separate line
- d. Label Primary distribution closet in Buildings designated as ITNs ,CEBNs or EBNs

##### 5.1.3 Vendor Solution.

In this section of Table 5.1.1 & 5.1.2 the Contractor shall:

- a. Add rows as necessary to fully describe each vendor's proposal.
- b. List each card separately
- c. Show the number of cards proposed for each product for each closet

##### 5.1.4 Scorable Features.

In this section of Table 5.1.1 & 5.1.2 The Contractor shall:

- a. Score each closet separately.
- b. Use the following definitions:
  1.  $V_{Max}$ : Largest value for any switch proposed by any vendor in that closet.
  2.  $V_{Min}$ : Minimum value for any switch proposed by any vendor in that closet.
  3. C: Value for the switch being evaluated.
  4. R: Value of the closet required
- c. Score each MAJCOM/Base Requirement separately
- d. If all vendors do not provide:
  1. Packet Switch Latency data
  2. Max Dual Stack Routing Rate

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Then score as follows:

1. If vendor provided data: 1
  2. If vendor did not provide data: 0
- e. Determine the Maximum Score by assuming that a single switch can be rated as meeting all maximum requirements.
  - f. Determine the score for each closet
  - g. Sum the scores for each closet to obtain the ITN Score
  - h. Enter the Vendor Totals for Ethernet data in Table 5.1.3 & SONET data in Table 5.1.4

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**Table 5.1.1** [VSD Ethernet tables template \(version 6\).xls](#)

**Table 5.1.2** [VSD SONET tables template \(version 5\).xls](#)

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ITN	Vendor 1		Vendor 2		Vendor N	
	ITN Score	ITN Closets	ITN Score	ITN Closets	ITN Score	ITN Closets
ITN 1						
ITN 2						
ITN N						
Vendor Total						

**Table 5.1.3 Ethernet Summary**

ITN	Vendor 1		Vendor 2		Vendor N	
	ITN Score	ITN Closets	ITN Score	ITN Closets	ITN Score	ITN Closets
ITN 1						
ITN 2						
ITN N						
Vendor Total						

**Table 5.1.4 SONET Summary**

**5.2 Support**

The contractor shall evaluate:

- a. The ability of the current base personnel to operate and maintain each proposed solution.
- b. Each vendor’s ability to provide each of the requirements identified in the tables below.

**5.2.1 Operations & Maintenance**

For trained personnel, we have been unable to identify any differentiators.

**5.2.2 Training**

For each vendor’s equipment proposed in the design and the training requirements identified in Section 2.3.3.1, the contractor shall discuss:

- a. The ability of the base network personnel to operate and maintain equipment without additional training.
- b. The specific additional training required for the base network personnel to operate and maintain the equipment.
- c. The frequency that the training must be provided.

**5.2.3 Maintenance**

For each vendor evaluated, the contractor shall discuss the availability of delivery options for providing technical support to assist with problem resolution.

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### 5.2.4 Documentation

The contractor shall evaluate each vendor's ability to meet documentation requirements described in 2.3.3.3.

### 5.2.5 Vendor Analysis: The contractor shall:

- a. Use the current version of the Gartner Magic Quadrant for:
  1. Ethernet: Most current version of "Global Campus LAN" .
  2. SONET: Depends on which version is the requirement
    - i. Next generation SONET: Most current version of "Magic Quadrant Next Generation SONET Equipment"
    - ii. Synchronous Digital Hierarchy (SDH): Most current version of "Magic Quadrant for Next-Generation SDH Equipment"
  3. Voice: Current version of "North American Corporate Telephony Magic Quadrant"
- b. Plot each vendor that is evaluated on the following graph

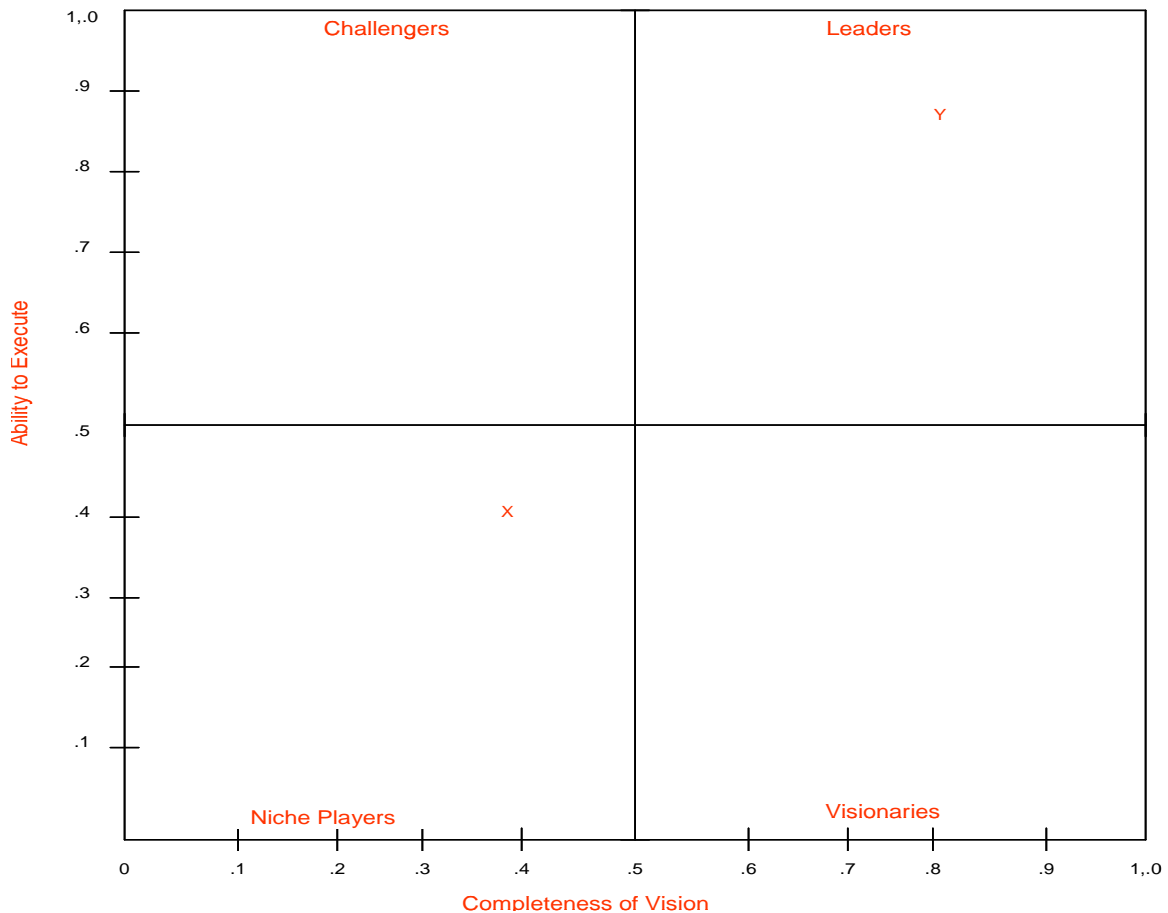


Figure 5.2.5 Current Gartner Magic Quadrant

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**6 WEIGHTING**

**6.1 Technical**

The contractor shall:

- a. Insert the Total Score from the technical table in Paragraph 5
- b. Insert the Total number of closets from the technical table in Paragraph 5
- c. Determine Closet Average by dividing the Total Score by the Total number of closets
- d. Insert the Maximum Closet Score from the technical tables in Paragraph 5.
- e. Calculate the Vendor Rating to 4 decimal points by dividing the Closet Average by the Maximum Closet Score.
- f. Calculate the Vendor Score by multiplying the Vendor Rating x 50.
- g. Insert Each Vendor's Score in Table 6.3 & 8.1.\*.

	Vendor #1	Vendor #2	Vendor #N
Total Score			
Total Closets			
Closet Average			
Maximum Closet Score			
Vendor Rating			
Vendor Score			

**Table 6.1.1 Ethernet Technical Requirement Summary**

	Vendor #1	Vendor #2	Vendor #N
Total Score			
Total Closets			
Closet Average			
Maximum Closet Score			
Vendor Rating			
Vendor Score			

**Table 6.1.2 SONET Technical Requirement Summary**

**6.2 Support**

Using the requirements identified by the MAJCOM and/or Base in Section 2, the contractor shall evaluate each of the following items.



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### 6.2.1 Initial Training

If the vendor proposes any training, the contractor shall use the following scale to rate the training required for each vendor's solution for Base network personnel:

<u>Vendor Rating</u>	<u>Criteria</u>
1.0000	All base personnel are fully trained on all equipment proposed by the vendor
0.8000	Up to 25 % of base personnel will require training on some equipment proposed by the vendor.
0.6000	Up to 50 % of base personnel will require training on some equipment proposed by the vendor.
0.4000	Up to 75 % of base personnel will require training on some equipment proposed by the vendor.
0.2000	All base personnel will require training on some equipment proposed by the vendor
0.0000	All base personnel will require training on all equipment proposed by the vendor

### 6.2.2 Maintenance

The contractor shall use the following scale to rate the availability of each vendor's on line technical support:

<u>Vendor Rating</u>	<u>Criteria</u>
1.0000	24x7 support
0.7500	8x7 Support
0.5000	24x5 support
0.2500	8x5 support
0.0000	No support available on line

### 6.2.3 Documentation

The contractor shall use the following scale to rate the availability of web-based documentation for each vendor.

<u>Vendor Rating</u>	<u>Criteria</u>
1.0000	All Technical Manuals, Maintenance Procedures & other applicable documentation are available on line at no cost
0.7500	All Technical Manuals & Maintenance Procedures are available on line at no cost
0.5000	All Technical Manuals are available on line at no cost
0.2500	All Technical Manuals, Maintenance Procedures & other applicable documentation are available on line for a fee.
0.0000	Documentation is not available on line

### 6.2.4 Past Performance

The contractor shall:

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- a. Include the Base’s assessment of previous experience with any vendor being considered for selection in this document. ANY RATING OTHER THAN “MET CONTRACT PERFORMANCE” MUST BE SUPPORTED WITH FORMAL DOCUMENTATION PROVIDED BY THE BASE. THE DOCUMENTATION SUPPORTING THEIR RATING IS TO BE INCLUDED AS AN ADDENDUM TO THIS DOCUMENT. If the base has no previous experience with a vendor or provides no documentation, so state.
- b. Limit evaluation to performance during the last two years.
- c. Use the following scale to rate each vendor for the Base and PMO inputs:

<u>Vendor Rating</u>	<u>Criteria</u>
1.0000	Outstanding Performance
0.7500	Above average performance
0.5000	No experience/met contract performance
0.2500	Below average performance
0.0000	Significant failures to perform

**6.2.5 Deployment**

The contractor shall compare the equipment proposed in each vendor’s solution to the equipment that base personnel must O&M in a deployed location(s) and rate solutions using the following criteria:

<u>Vendor Rating</u>	<u>Criteria</u>
1.0000	All proposed Vendor equipment and all Vendor equipment at deployed location (s) are identical
0.5000	Vendor for all proposed equipment is same as deployed location(s)
0.2500	Vendor for some proposed equipment (including reuse) is the same as deployed location(s)
0.0000	Vendor for all equipment is different from vendor at deployed locations or the Base has no deployment requirements

**6.2.6 Vendor Analysis**

For each technology the contractor shall:

- a.. Calculate the Vendor Rating as shown for the examples below.
- b. Enter the Vendor Rating in Table 6.2.7

Vendor	Completeness of Vision (V)	Ability to Execute (E)	$V^2 + E^2$	$(V^2 + E^2)^{.5}/2^{.5}$	Vendor Rating
X	.4000	.4000	.3200	.5657/1.4142	.4000
Y	.8000	.9000	1.4500	1.2042/1.4142	.8515

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**6.2.7 Summary**

The contractor shall:

- a. Insert the Vendor Rating from Sections 6.2.\* into the table below.
- b. Calculate the Score for each factor by multiplying the Vendor Rating x Weighting.
- c. Determine Vendor Score by summing Scores for each factor.
- d. Insert each Vendor Score value in the Summary Table in 6.3 & 8.1.\*.

Support	Weight	Vendor 1		Vendor 2		Vendor N	
		Vendor Rating	Score	Vendor Rating	Score	Vendor Rating	Score
Training	7						
Maintenance	7						
Documentation	2						
Base Past Performance	4						
Deployment	5						
Vendor Analysis	25						
Vendor Score	50						

**Table 6.2.7 Support Requirement Summary**

**6.3 Evaluation Summary**

The contractor shall determine Total score for each vendor by summing scores for each factor.

Ethernet Summary		Vendor 1	Vendor 2	Vendor N
Criteria	Max Score	Vendor Score	Vendor Score	Vendor Score
Technical	50			
Support	50			
Total	100			

**Table 6.3.1 Evaluation Summary for Ethernet**

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SONET Summary		Vendor 1	Vendor 2	Vendor N
Criteria	Max Score	Vendor Score	Vendor Score	Vendor Score
Technical	50			
Support	50			
Total	100			

**Table 6.3.2 Evaluation Summary for SONENT**

## 7.0 COST ANALYSIS

The contractor shall:

- a. Not propose contract CLIN'ed or APL items at prices that exceed basic contract prices in calculating the Total Acquisition Cost for each proposed design.
- b. Provide the detailed pricing information used to determine the Total Acquisition Cost as Attachment 1 to this document.
- c. Pass through to the government any additional discounts and / or trade in credit over & above those currently negotiated for Contract CLINs / APLs.
- d. Insure enough detailed information is provided to allow the government to make a determination that the prices meet the "Fair and Reasonable" requirement of the FAR.

### 7.1 Technical Cost

For each design the contractor shall determine the acquisition cost by determining the cost of acquiring the hardware/software, the labor required to implement the solution and the cost of training identified in Section 2.

#### 7.1.1 Network Hardware/ Software

The contractor shall identify the cost to acquire all hardware and / or software required to implement the topology identified in Section 3.

#### 7.1.2 Deleted

#### 7.1.3 Support Hardware/Software

The contractor shall identify any additional hardware and/or software required to implement each vendor's solution. This shall include any additional vendor hardware and / or software required by the INOSC to manage the base network.

#### 7.1.4 Labor

The contractor shall:

- a. Insert B Table & Location Factor (LF) data used in your proposal.
- b. Calculate the Unit Cost of each item by multiplying the LF x B Table cost.
- c. Enter the Quantity of each Item for each vendors proposed solution.

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- d. Calculate the cost of Each Item by multiplying the Unit Cost by the Quantity
- e. Determine the Installation Labor Estimate by summing the Item Costs

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Item	B Table	LF	Unit Cost	Vendor #1		Vendor #2		Vendor #N	
				Quantity	Cost	Quantity	Cost	Quantity	Cost
# of Equipment Locations									
# of Layer 2 elements									
# of Layer 3 elements									
# of chassis reused in place									
# of UPS installed									
# of media convertors installed									
# of NMS platforms installed									
# of NMS SW packages installed									
# of users cutover									
Installation Labor Estimate									

**Table 7.1.4.1 Ethernet Labor Estimate**

Item	B Table	LF	Unit Cost	Vendor #1		Vendor #2		Vendor #N	
				Quantity	Cost	Quantity	Cost	Quantity	Cost
# of Equipment Locations									
# of Layer 2 elements									
# of Layer 3 elements									
# of Sonet elements									
# of chassis reused in place									
# of UPS installed									
# of media convertors installed									
# of NMS platforms installed									
# of NMS SW packages installed									
# of users cutover									
# of circuits configured									
Installation Labor Estimate									

**Table 7.1.4.2 SONET Labor Estimate**

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**7.1.5 Summary**

The contractor shall summarize the acquisition costs in the following table.

Technical Cost Summary	Ethernet			SONET		
	Vendor 1	Vendor 2	Vendor N	Vendor 1	Vendor 2	Vendor N
Network HW/SW						
Support HW/SW						
Installation Labor						
Total	0.000	0.000	0.000	0.000	0.000	0.000

**Table 7.1.5 Technical Cost Summary**

**7.2 Support Costs**

**7.2.1 Redundant Capability**

The contractor shall include each vendors cost to provide the redundant capability identified during Box Level Collaboration required to support each vendor’s solution.

**7.2.2 Initial Training**

The contractor shall provide each Vendor’s proposed cost to provide the training identified in Section 2 and discussed in Section 5.

**7.2.3 System Administration / Operations**

The contractor shall estimate the costs of the additional personnel identified in Section 5.2.1

**7.2.4 Post Deployment and Recurring Training**

The contractor shall provide each vendor’s proposed cost to:

- a. To train 25% of the base network personnel identified in section 2 each year with the basic training identified in Section 2 and discussed in Section 5.
- b. Include any additional annual training that the vendor specified for personnel to maintain proficiency.

**7.2.5 Warranties**

7.2.5.1 New Equipment. The contractor shall:

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- a. Include the cost of each vendors proposal in Table 7.2.6.1.
- b. State the amount of any additional discount over and above any current NETCENTs discount that is included in each vendors proposal.

### *7.2.5.2 Deleted.*

**7.2.5.3 Existing Warranty Contracts.** The Contractor shall insure that vendors understand that they may propose to meet these requirements by adding equipment to existing contract(s). However, if the vendor proposes this, the vendor must provide the following information with the bid:

- a. Identify the contract vehicle(s) & provide the name, phone number & e mail address of the Contracting Officer (CO).
- b. Certify that the CO(s) has agreed that the required coverage:
  - i. Is within the current contract scope & ceilings.
  - ii. Can be added to the contract.
- c. Certify that the required coverage will be provided for the entire 5 year period at the price quoted.

## **7.2.6 On Line Documentation**

The contractor shall include the cost proposed by each vendor to meet the requirements stated in paragraph 2.3.3.

## **7.2.7 On Line maintenance Support**

The contractor shall include the cost proposed by each vendor to meet the requirements stated in paragraph 2.3.3.

## **7.2.8 Summary**

The contractor shall:

- a. Summarize the O&M costs in the following tables.
- b. *Deleted*



**COMPETITION SENSITIVE WHEN FILLED IN**

<b>Ethernet Support Cost Summary</b>		<b>Vendor 1</b>		<b>Vendor 2</b>		<b>Vendor N</b>	
		Initial	Year 1	Initial	Year 1	Initial	Year 1
Initial	Training						
	Spares						
System Admin/Ops							
Post Deployment & Recuring Training	Basic						
	Proficiency						
On Line Documentation							
On Line Maintenance Support							
	Subtotal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total		\$ -		\$ -		\$ -	

**Table 7.2.6.1 Ethernet Support Cost Summary**

<b>SONET Support Cost Summary</b>		<b>Vendor 1</b>		<b>Vendor 2</b>		<b>Vendor N</b>	
		Initial	Year 1	Initial	Year 1	Initial	Year 1
Initial	Training						
	Spares						
System Admin/Ops							
Post Deployment & Recuring Training	Basic						
	Proficiency						
On Line Documentation							
On Line Maintenance Support							
	Subtotal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total		\$ -		\$ -		\$ -	

**COMPETITION SENSITIVE WHEN FILLED IN**

**Table 7.2.6.2 SONENT Support Cost Summary**

**8 BEST VALUE SELECTION**

**8.1 Summary of Technical & Cost Analysis**

The contractor shall:

- a. Summarize the results of the Technical and Cost Analyses in the following tables.
- b. Calculate the:
  1. Technical “Cost/Point” by dividing the Technical Cost by the Technical score.
  2. Support “Cost/Point” by dividing the Support Cost by the Support score.
  3. Total “Cost/Point” by dividing the Total Cost by the Total score.

<b>SUMMARY OF Ethernet RESULTS</b>									
	Vendor Score			Cost			Cost/Point		
	Technical	Support	Total	Technical	Support	Total	Technical	Support	Total
Vendor 1									
Vendor 2									
Vendor N									

**Table 8.1.1 Summary of Ethernet Results**

<b>SUMMARY OF SONENT RESULTS</b>									
	Vendor Score			Cost			Cost/Point		
	Technical	Support	Total	Technical	Support	Total	Technical	Support	Total
Vendor 1									
Vendor 2									
Vendor N									

**Table 8.1.2 Summary of SONENT Results**

**8.2 Best Value Analysis**

The contractor shall provide a high level verbal summarization of each solution in the Tables below.

<b>Ethernet Best Value Analysis</b>			
	Technical Evaluation	Cost Evaluation	Best Value Rationale
Vendor 1			
Vendor 2			
Vendor N			

**COMPETITION SENSITIVE WHEN FILLED IN**

**Table 8.2.1 Best Value Analysis for Ethernet**

<b>SONET Best Value Analysis</b>			
	Technical Evaluation	Cost Evaluation	Best Value Rationale
Vendor 1			
Vendor 2			
Vendor N			

**Table 8.2.2 Best Value Analysis for SONET**

**8.3 Vendor Selection**

The contractor shall identify the vendor selected for each technology.