



DESCRIPTION OF BUSINESS REQUIREMENTS	COMCAST		WINDSTREAM, ENT		DATA NETWORK SOLUTIONS		TELESYSTEMS	
	Fee Proposal	Note	Fee Proposal	Note	Fee Proposal	Note	Fee Proposal	Note
Implementation (One Time Cost)			\$ 22,192.99	Est. One Time Fee	\$ 29,375.00	One Time Purchase Fee	\$125 PER HR	1 HR FREE, NO
One Time Cost			\$ 300.00		\$ 4,000.00	One Time Palo Alto Software		
One Time Cost	\$ 3,344.60	PHONE INSTAL	\$ 1,500.00	Est. Cost of Current	\$ 3,500.00	One Time Palo Alto Config &		
Other Costs					\$ 9,050.00	Professional Services	\$ 1,538.00	DDOS Attack
Total Migration Cost / One Time Cost	\$ 3,344.60		\$ 23,992.99		\$ 45,925.00		\$ 1,538.00	
Annual Cost (if hosted or Cloud based) 36 Mnth Contract Lease Equip	\$ 261,412.20	7,261.45 Monthly	\$ 237,232.80	6,589.80	\$ 174,161.25	58,053.75/12 = 4,837.81		
Annual Cost (if hosted or Cloud based) 48 Mnth Contract	NOT PROVIDED		\$ 284,270.40	6,264.55	\$ 232,215.00			
Annual Cost (if hosted or Cloud based) 60 Mnth Contract	NOT PROVIDED		\$ 355,338.00	5,922.30	\$ 290,268.75			
Annual Cost (if hosted or Cloud based) 36 Mnth Contract Purchase Equip	NOT PROVIDED		\$ 210,187.80	5,838.55	\$ 157,050.00	52,350 / 12 = 4,362.50	\$ 224,632.44	6,239.79
Annual Cost (if hosted or Cloud based) 48 Mnth Contract	NOT PROVIDED		\$ 266,666.40	5,555.55	\$ 209,400.00	52,350.00	\$ 229,509.92	6,239.79
Annual Cost (if hosted or Cloud based) 60 Mnth Contract	NOT PROVIDED		\$ 316,194.00	5,269.90	\$ 261,750.00	52,350.00	\$ 321,107.40	5,351.79
Yearly Licensing, Maintenance and Support 36 Mnth Contract					\$ 18,582.00	14,100.00 + 4,482.00		
Yearly Licensing, Maintenance and Support 48 Mnth Contract					\$ 9,282.00	4,800.00 + 4,482.00		
Yearly Licensing, Maintenance and Support 60 Mnth Contract					\$ 9,282.00	4,800.00 + 4,482.00		
Does the proposer include all costs including travel and training expenses in their implementation proposal, "MUST"								
Other Costs					\$ 15,000.00	\$5,000 Annual Liability Insur	?	Add-On Features Price
Total Migration Cost / One Time Cost	\$ 3,344.60		\$ 23,992.99		\$ 45,925.00		\$ 1,538.00	Does Not Incl. Add-On, or Add'l Instal Hrs
Comparison Cost - 36 Purchase	\$ 261,412.20	\$7,261.45 *Monthly	\$ 210,187.80	\$5,838.55	\$ 190,632.00	\$4,362.50/ 5,000.00/14,100.00/4,482.00	\$ 224,632.44	\$6,239.79
Grand Total	\$ 264,756.80		\$ 234,180.79		\$ 236,557.00		\$ 226,170.44	
Number of Years Organization in Business	1964	10,400+ Emp.	2006	11398 Emp.	9/8/1998	10 Emp.	1994	2800 Emp.
System Type	YES	NO	YES	NO	YES	NO	YES	NO
Does the proposer have a Tier 1 network backbone provider?	YES		YES		YES		YES	
Does the proposer use the same Tier 1 network backbone provider at both the Mount Laurel and Morgantown locations?		NO	YES			?		?
Pricing Submitted Purchase and Leasing								
Does the proposer include both purchase and leasing costs for (75) 24-Key LCD IP Phones?	YES		YES		YES		YES	
Does the proposer include both purchase and leasing costs for thirty (30) 16-Key LCD IP Phones?	YES		YES				YES	
Does the proposer include both purchase and leasing costs for two (2) 48-Key Receptionist LCD IP Phones?	YES		YES				YES	
Does the proposer include both purchase and leasing costs for and four (4) Polycorn conference room star phones?	YES		YES		YES		YES	
Does the proposer include both purchase and leasing costs for three (3) 48-Port PoE switch?	YES		YES		YES		YES	
Software and Hardware compatibility								
Does the proposer offer Jifty (50) Mbps Voice over Internet Protocol (VoIP)	YES		YES		YES		YES	

telecommunication services?	YES		YES		YES	YES		YES	
Does the proposer have the ability to provide at least twenty (20) simultaneous?	YES		YES		YES	YES		YES	
Does the proposer offer fifteen (15) simultaneous calls at our Morganville location?	YES		YES		YES	YES		YES	
Does the proposer include eighty (80) DID numbers? "MUST"	YES		YES		YES	YES		YES	
Does the proposer have the capability of porting NISIG's existing published telephone numbers?	YES		YES		YES	YES		N/A	
Does the proposer have a dedicated one hundred (100) Mbps primary connection at the Mount Laurel location?	YES		YES		YES	YES		YES	
Does the proposer have a dedicated one hundred (100) Mbps primary connection at the Morganville location?	NO - 50 Mbps EPL (M)		YES		YES	YES		YES	
Does the proposer have a fifty (50) to one hundred (100) Mbps Multi-protocol label switching (MPLS) connection between both locations?	YES		YES		YES	YES		YES	
Does the proposer offer All provided services to be scalable to at least two hundred (200) Mbps for both locations upon one week notice from NISIG without any additional incurred implementation costs to NISIG?	MAX is 100 Mbps		YES		YES	YES		N/A	
Does the proposer include on additional fifteen (15) public IP addresses for the Mount Laurel Office?	YES		YES		YES	YES		YES	
Does the proposer include fifteen (15) public IP addresses for the Morganville office?	YES		YES		YES	YES		YES	
Does the proposer offer Cisco Routers for Both Locations?	YES		YES		YES	YES		YES	Unable to Determine
Does the proposer have the MPLS connection between sites Both routers should include costs for frontline managed services?	YES		YES		YES	YES		YES	Unable to Determine
Does the proposer offer Routers that will be configured with all TCP/UDP ports open, and no traffic throttling will be setup on the frontline managed routers?	YES		YES		YES	YES		YES	Unable to Determine from Proposal
Service Must Conform to Any and All Applicable Current national and									
Does the proposer offer ISO (International Organization of Standards)?		Unable to Determine	YES		YES	YES		YES	Unable to Determine
Does the proposer offer IUT (International Telecommunication Union)?		Unable to Determine	YES		YES	YES		YES	Unable to Determine
Does the proposer offer IETF (Internet Engineering Task Force)?		Unable to Determine	YES		YES	YES		YES	Unable to Determine
Does the proposer offer ANSI (American National Standards Institute)?		Unable to Determine	YES		YES	YES		YES	Unable to Determine
Does the proposer offer MEF (Managed Extensibility Framework)?		Unable to Determine	YES		YES	YES		YES	Unable to Determine
Does the proposer offer IEEE (Institute of Electrical and Electronic Engineers)?		Unable to Determine	YES		YES	YES		YES	Unable to Determine
Features									
Does the proposer provide portal management tools?	YES		YES		YES	YES		Yes	Unable to Determine
Does the proposer offer Tethering?	YES		YES		YES	YES		Yes	Unable to Determine
Does the proposer offer call forwarding?	YES		YES		YES	YES		Yes	Add - On Feature
Does the proposer offer voicemail to email forwarding?	YES		YES		YES	YES		YES	Add - On Feature
Does the proposer offer Auto Attendant?	YES		YES		YES	YES		YES	Add - On Feature
Technical Support									
Does the proposer offer twenty-four (24) hours a day, seven (7) days a week technical support?	YES		YES		YES	YES		YES	NO SUPPORT BASED



Company Names:

COMCAST

WINDSTREAM ENTERPRISE

DATA NETWORK SOLUTIONS


TELESYSTEMS

Technical Criteria:	Weight, %	Evaluation Criteria Weight										Management Criteria	Cost Criteria		
a.) Does the proposer's proposal demonstrate a clear understanding of the scope of work and related objectives?	7	4	4	4	7	7	7	6	4	3	4	3	3	0	0
b.) Is the proposer's proposal complete and responsive to the specific RFP requirements?	7	2	1	3	7	7	7	5	4	4	4	3	4	1	0.5
c.) Has the past performance of the proposer's proposed methodology been documented?	7	3	3	3	7	6	6	6	4	4	3	2	2	3	1.5
d.) Does the proposer's proposal use innovative technology and techniques?	7	4	5	2	6	6	6	6	4	4	4	4	3	4	2
e.) Are sound environmental practices such as recycling, energy efficiency, and waste reduction used?	7	5	5	5	5	5	6	6	5	5	2	5	5	5	2.5
Total		18	18	17	32	31	29	21	20	17	17	17	14	6	3
Management Criteria:	Weight Percentage: 35%											3	6		
1. Project management:															
a.) How well does the proposed scheduling timeline meet the contracting unit's needs?	3.18	2	2	2	3	3.18	3	1	1.5	2	1	1.5	2		
b.) Is there a project management plan?	3.18	1	0		3	3	3	1.5	1	2	1	1.5	2		
2. History and experience in performing the work:															
a.) Does the proposer document a record of reliability of timely delivery and on-time and on-budget implementation?	3.18	1	1	1	3.18	3.18	3	2	2	2	2	2	2		
b.) Does the proposer demonstrate a track record of service as evidenced by on-time, on-budget, and contract compliance?	3.18	2	2		3.18	3	3	2	2	2	2	2	2		
c.) Does the proposer document industry or program experience?	3.18	2	2.5	1	3	3.18	2	2	2	1	2	2	1		
d.) Does the proposer have a record of moral integrity?	3.18	2	2.5	2	3	3	3	2	2	2	2	2	2		
3. Availability of personnel, facilities, equipment and other resources:															
a.) To what extent does the proposer rely on in-house resources vs. contracted resources?	3.18	1.5	1.5	1	3.18	3.18	3	1	1.5	1	1	1.5	1		
b.) Are the availability of in-house and contract resources documented?	3.18	2	2	1	3.18	3.18	3	1	0	1	1	1	1		
4. Qualification and experience of personnel:															
a.) Documentation of experience in performing similar work by employees and when appropriate, sub-contractors?	3.18	2	2.5	1	3	3.18	2	1	1	1	1	1.5	1		
b.) Does the proposer make use of business capabilities or initiatives that involve women, the disadvantaged, small and/or minority owned?	3.18	2	2.5	1	3.18	3	3	2	2	1	2	1.5	1.5		
c.) Does the proposer demonstrate cultural sensitivity in hiring and training staff?	3.18	2	2.5	2	3	3	3	1	1	1	1	1.5	1.5		
Total		19.5	21	12	33.9	34.1	31	16.5	15	17	15.5	18	18		
Cost Criteria:	Weighted Percentage: 30%														
1.) Cost of goods to be provided or services to be performed:															
a.) Relative cost: How does the cost compare to other similarly scored proposals?	6	1	2	1	6	6	5	2	1	1	2	2	2		
b.) Full explanation: Is the price and its component charges, fees, etc. adequately explained or documented?	6	1	1	2	5	6	4	2	1	1	2	2	2		
2.) Assurance of performance:															
a.) If required, are suitable bonds, warranties, or guarantees provided?	6	2	3	3	6	5	5	2	1	2	2	2	2		
b.) Does the proposal include quality control and assurance programs?	6	4	3	1	6	6	5	2	0	2	3	2	2		
3.) Proposer's financial stability and strength:															
a.) Does the proposer have sufficient financial resources to meet its obligations?	6	6	5	2	6	6	5	4	2	3	4	4	2		
Total		14	14	9	29	29	24	12	5	10	13	10	12		
Grand Total		52%	53%	38%	60%	60%	60%	50%	40%	44%	46%	45%	44%		

Management Criteria	Cost Criteria
0	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7



Company Names:

2.4 Mandatory contents of proposal The proposal must be submitted in one volume and that volume divided into six (6) sections with tabs (separators), and the content of the material located behind each tab, as follows:	COMCAST		WINDSTREAM, ENT		DATA NETWORK SOLUTIONS		TELESYSTEMS	
	YES	NO	YES	NO	YES	NO	YES	NO
Section 1 – Fee proposal (Section 2.4.1)	✓		✓		✓		✓	
Section 2 – Executive summary (Section 2.5.1)	✓		✓		✓		✓	
Section 3 – General Information (Section 2.5.2)	✓		✓		✓		✓	
Section 4 – Organization profile and experience (Section 2.5.3)	✓		✓		✓		✓	
Section 5 – Qualifications and Experience (Section 2.5.4)	✓		✓		✓		✓	
Section 6 – Forms (Section 2.5.5)	✓		✓		✓		✓	
Section 1 – Fee proposal (Section 2.4.1)								
2.4.1 Fee proposal								
A.) A fee proposal – Separate fee proposals are requested based on a term of:	✓		✓		✓		✓	
i. Three years (thirty-six months):	✓		✓		✓		✓	
ii. Four years (forty-eight months); and,	✓		✓		✓		✓	
iii. Five years (sixty months)	✓		✓		✓		✓	
B.) For purposes of accurate proposal comparison, and ease of administration, NJSIG requires that fee proposals be stated on the following basis:	✓		✓		✓		✓	
i. One-time implementation costs (if any)	✓		✓		✓		✓	
ii. Total for all goods and services annually – Annual fee as a firm fixed fee for each twelve month period of the contract...	✓		✓		✓		✓	
iii. NJSIG invites proposers to assess the needs expressed and offer alternative pricing proposals in addition to standard method required above...	✓		✓		✓		✓	
<i>Note Select WordPad to view exact verbage of Section 1- Fee proposal (Section 2.4.1 Criteria)</i>								
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2.5 Technical proposal								
In this Section, the organization shall describe its approach and plans for accomplishing the work outlined in the Scope of Work Section. The organization must set forth its understanding of the requirements of this RFP and its ability to successfully complete the contract. This Section of the proposal must contain at least the following information:								
Section 2 – Executive summary (Section 2.5.1)								
2.5.1 Executive summary								
A.) An executive summary of not more than three pages identifying and substantiating why the organization is best qualified to provide the requested software and services.	✓		✓		✓		✓	

<p>ii.) Describe your organization's experience in providing document management system software and services to public entities in the State of New Jersey.</p>	✓		✓		✓		✓	
<p>iii.) State the qualifications and experience of the employees proposed to staff the work assigned. For each member of your organization that would be involved in handling the work detailed in this request for proposals, provide a detailed resume including information as to:</p>	✓		✓		✓		✓	
<p>a.) Education, including advanced degrees;</p>	✓		✓		✓		✓	✗
<p>b.) Number of years engaged in the designated practice area;</p>	✓		✓		✓		✓	✗
<p>c.) General work experience;</p>	✓		✓		✓		✓	✗
<p>d.) Area(s) of specialization;</p>	✓		✓		✓		✓	✗
<p><i>Note Select Wordpad to view exact verbage of Section 4 – Organization profile and experience (Section 2.5.3)</i></p>								
<p>Section 6 – Forms / Exhibits (Section 2.5.5)</p>								
<p>7 Exhibits</p>								
<p>7.1 Affidavit of Moral Integrity</p>	✓		✓		✓		✓	
<p>7.2 Disclosure of Investigations and Other Actions Involving Proposer</p>	✓		✓		✓		✓	
<p>7.3 Disclosure of Investment Activities in Iran</p>	✓		✓		✓		✓	
<p>7.4 Ownership Disclosure Form</p>	✓		✓		✓		✓	
<p>7.5 Affidavit of Non-collusion</p>	✓		✓		✓		✓	
<p>7.6 Subcontractor Utilization Plan</p>	✓		✓		✓		✓	
<p>7.7 Employee information report application form AA302</p>	✓		✓		✓		✓	
<p>Section 2.5.5 Forms</p>								
<p>2.5.5.1 Affidavit of Moral Integrity</p>								
<p><i>Note Select Wordpad to view exact verbage of 2.5.5.1 Affidavit of Moral Integrity</i></p>								
<p>Wordpad Document</p>								
<p>2.5.5.2 Ownership disclosure form</p>								
<p><i>Note Select Wordpad to view exact verbage of 2.5.5.2 Ownership disclosure form</i></p>								
<p>Wordpad Document</p>								
<p>2.5.5.3 Disclosure of Investigations/actions involving proposer</p>								
<p><i>Note Select Wordpad to view exact verbage of 2.5.5.3 Disclosure of investigations/actions involving proposer</i></p>								
<p>Wordpad Document</p>								
<p>2.5.5.4 Subcontractor utilization form</p>								

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2.5.5.5 Affidavit of Non-Collusion

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2.5.5.6 Proofs of registration that must be submitted with the proposal

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2.5.5.7 Affirmative action

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2.5.5.8 Certification of Non-Involvement in Prohibited Activities in Iran

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3 Special contractual terms and conditions

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