

My recommendation is to continue working with OXEN if the budget is available.

CEC has a great track record here in New Hampton, but at over \$16,000 more, they've priced themselves out of the competitive market for this particular bid. Communication Innovators did come in with the lowest price, but they did not match the specs for our wireless needs. Their quote does not include any 2.4Ghz radios for connectivity, which is necessary for medical equipment and older technology in the district. Without radios that talk at this frequency, equipment like wifi connected glucose monitors will not function properly.

Below are some pros and cons for each vendor that submitted a bid within our time frame along with their quotes, both full price and after our e-rate discount pricing (we are currently eligible for 60% discounts from the FCC if they approve our request).

CEC:

- Costs:
  - HS: 57,233.24
  - ES: 58,867.48
  - Combined: 116,100.72
  - With E-Rate Discount: 46,440.29
- Pros: Quality Workmanship, Great Customer Service and Support
- Cons: Expensive, On-going Licensing, Need to Learn a New System

OXEN:

- Costs:
  - Only Offered Combined Cost: 75,825.00 (Waiting on split)
  - With E-Rate Discount: 30,330.00
- Pros: Quality Workmanship, Uses Existing Management System
- Cons: On-going Licensing, Warranty Support is Time Consuming

Communication Innovators:

- Costs:
  - HS: 25,030.00
  - ES: 31,800.00
  - Combined: 56,830.00

- With E-Rate Discount: 22,732.00
- Pros: Cheapest
- Cons: Did not meet specifications or even bother with wifi related questions, On-going Licensing, Need to Learn a New System, Does Not Work with 2.4Ghz