

DATE: **May 5, 2022**

TO: **C&C Group**  
(Bidder)

PROJECT: **Wireless Network Project**

You are notified that your proposal, dated April 5, 2022, has been considered. You are the apparent successful bidder and have been awarded a contract for **Wireless Network Project**.

The contract is as follows:

Amount: \$43,500

Details: Proposal Option B, which includes:

Five (5) year software and TAC subscription  
Five (5) year Cloud XIQ Pilot license subscription  
Fifty (50) AP305C access points  
Professional services necessary implementation

You must comply with the following conditions within twelve days of the date of this Notice of Award:

1. Deliver to the OWNER a fully executed counterpart of this agreement.

Failure to comply with these conditions within the time specified will entitle OWNER to consider your Bid abandoned and to annul this Notice of Award.

**Leavenworth County, Kansas**

(OWNER)

By:



Mike Smith, Chairman, Board of County Commissioners

**ACCEPTANCE OF AWARD**

**C&C Group**

(CONTRACTOR)

By:

\_\_\_\_\_  
(AUTHORIZED SIGNATURE)

\_\_\_\_\_  
(TITLE)

\_\_\_\_\_  
(DATE)

# Leavenworth County Request for Board Action

Date: April 21, 2022

To: Board of County Commissioners

From: Larry Malbrough, Director of Information Systems

## Additional Reviews as needed:

Administrator

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## Wireless Network Project

### Action Requested:

Award the Wireless Network Project.

### Recommendation:

Award the Wireless Network Project to C&C Group in an amount not to exceed \$43,500.

### Background:

The County seeks to implement a secure wireless network that would provide network connectivity to County departments and internet access for citizens within county facilities.

The I.S. Department released an RFP which closed on March 18, 2022. The Clerk's office received six (6) proposals.

### Analysis:

Vendor/Product Evaluations:

Capabilities: Rate the vendor's capability to perform the work in a timely, effective manner.

Quality: Quality of the equipment listed in the proposal.

Price: Rate the financial aspects of the proposal. TCO, ROI, etc.

VENDOR	CAPABILITIES	QUALITY	PRICE	SCORE
C&C Group	10	10	9	31.50
Redi Systems	10	7	10	28.75
Allegiant	10	8	7	27.00
ConvergeOne	10	8	5	25.00
IP Pathways	10	8	3	23.00
ISG	10	8	4	24.00

WEIGHT:                    100%                    125%                    100%

Weight: The quality of the equipment proposed received a higher weighting due to this project's long term success will be dictated primarily by the quality of the equipment.

Capabilities: All vendors are considered to be capable and qualified to perform the work.

Quality of Equipment: All brands were reviewed and technical specifications were compared.

Price: Bids varied significantly with options ranging from no maintenance, three year and five year options. This makes price comparison problematic as they are not all equivalent in scope with each other.

As illustrated in the table below, the pricing varies significantly in multiple categories.

VENDOR	BRAND	HARDWARE	SERVICES	MAINT 3YR	TOTAL 3YR	MAINT 5YR	TOTAL 5YR
Redi Systems	Ubiquiti	\$31,983.50	N/A	N/A	N/A	N/A	N/A
C&C Group	Extreme	\$10,050.00	\$3,450.00	\$18,500.00	\$32,000.00	\$30,000.00	\$43,500.00
Allegiant	Ruckus	\$24,397.50	\$7,350.00	\$7,861.00	\$39,608.50	N/A	N/A
ConvergeOne	Meraki MR44	\$32,677.00	\$17,488.00	\$8,071.00	\$58,236.00	\$10,335.00	\$60,500.00
ISG	Meraki MR56	\$51,802.00	\$8,000.00	\$8,642.50	\$68,444.50	\$10,370.50	\$70,172.50
IP Pathways	Meraki MR44	\$48,785.00	\$24,000.00	N/A	N/A	\$16,861.50	\$89,646.50

Gartner Ratings:

(<https://www.gartner.com/reviews/market/enterprise-wired-wireless-lan-access-infrastructure>)

TOPIC	RATING	E&C	I&D	S&S	PC
ExtremeCloud XIQ	4.7	4.5	4.6	4.5	4.6
Extreme Wireless Access Points	4.8	4.7	4.6	4.6	4.7
Ubiquiti Unifi Enterprise AP	4.5	4.6	4.7	4.2	4.6
Ubiquiti UniFi Controller	4.7	4.7	4.8	4.5	4.7
Ruckus Wireless Access Points	4.6	4.6	4.6	4.5	4.7
Ruckus SmartZone	4.7	4.5	4.6	4.4	4.5
Ruckus Zone Director	4.6	4.6	4.5	4.5	4.8
Cisco Meraki Cloud-Managed Indoor AP	4.7	4.5	4.8	4.7	4.7

E&C: Evaluation and Contracting  
 I&D: Integration and Deployment  
 S&S: Service and Support  
 PC: Product Capabilities

NetStandard Review/Comments:

NetStandard (NSI), in their capacity as a technology partner and having contributed significantly with the process leading to this project, was solicited for an assessment of the various brands submitted. A copy of their review is attached.

Included in this analysis is an NSI quote dated 12/10/2021. That quote was for several items, including this same objective. The quote is well beyond its expiration date, and is for 62 access points, whereas the RFP is for 50 access points. Adjusting the quantities to the levels requested in this RFP, their proposal would be for \$55,050, which includes three years of

maintenance. NSI proposed Aruba equipment. Services for deployment and installation were not specified so that would be an additional cost. NSI did not submit a proposal to this RFP.

**Conclusions:**

Redi Systems: While the lowest bid, the Ubiquiti equipment does not provide the level of performance and security suitable to our organization. The management capabilities and feature set are not at the enterprise level of the other competing products.

Neither the County nor NetStandard have any familiarity with the Ruckus brand. Due to the lack of firsthand experience with the equipment the Gartner ratings and the total cost of ownership were the driving factors in not recommending this solution.

The County has used Meraki equipment for several years and staff is familiar with the products and management capabilities.

A presentation of Extreme's Cloud XIQ management system highlighted desirable features and capabilities. The product offers increased visibility into network activity, coverage heat maps and sources of interference and extended logging capabilities. These features should enhance our ability to troubleshoot connectivity issues and optimize coverage zones. The product also provides additional security methods to ensure appropriate access levels are in place securing the public and private network.

The Extreme Networks solution is, in a manner of speaking, the second lowest bid. The three year maintenance option is \$32,000, which is \$16.50 more expensive than the proposal from Redi Systems which does not include any yearly maintenance or management capabilities.

Staff is confident in recommending Extreme Networks. Staff further recommends taking advantage of the five year maintenance option, locking in the rates, for a total of \$43,500.

**Alternatives:**

Award the project to C&C Group with three (3) years of support in an amount not to exceed \$32,000.

Award the project to the lowest bidder, Redi Systems, in an amount not to exceed \$31,983.50

**Budgetary Impact:**

- Not Applicable
- Depreciation items with available depreciation funds
- Non-Budgeted item with available funds through prioritization
- Budgeted item with available funds
- Requesting ARPA funds

**Total Amount Requested:**

\$43,500.00

**Additional Attachments:**

C&C Group Proposal  
Redi Systems Proposal  
Allegiant Proposal  
ConvergeOne Proposal  
IP Pathways Proposal  
ISG Proposal  
NSI Quote QTE 27996 (Excerpt)  
NSI Review Letter



# NetStandard

Managing Technology

To whom it may concern,

NetStandard staff has reviewed the solutions presented by Leavenworth County I.S. staff, regarding the wireless infrastructure. NetStandard was not familiar with several of the solutions proposed, however based on the information provided we would concur with the County I.S. staff's decision to select Extreme Networks.

Thank you,

Sean Mackey

Vice President of Operations