

NOTICE OF INTENT TO AWARD

Request for Proposal: RFP#5488

TITLE: Collaboration Solution for Hardware and Software

Dear Vendors:

After careful review, the University is awarding this procurement to ConvergeOne.

The University appreciates your organization's interest and encourages your organization to continue to participate in the University's procurement processes. In addition, we would like to thank each vendor for your time and efforts in preparing a response to this RFP.

Sincerely,

Mertha George

Mertha George
Purchasing Agent
mgeorge@alcorn.edu

Audio Visual Classroom Project

Evaluation Criteria	ConvergeOne	Cspire
Price (35):	35	35
Ability for Proposed Solution to meet ASU Intended requirements (25 points):	25	25
Ability to Provide and Perform the Required Services for the Contract (15 points):	15	15
References (15 points) :	15	15
Value Added Services Description, Products and/or Services (10 points):	10	10
Total Points	100	100
<i>Use a scale from zero to 35 (0 being the worst and 35 being the best)</i>		

1. Price (35 points)	ConvergeOne	Cspire
Use a scale from zero to 35 (0 being the worst and 35 being the best).		
Electronic Price Lists	30	35
Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.	30	35
	30	30
Average Score	30	33
2. Ability for Proposed Solution to meet ASU Intended requirements (25 points)	ConvergeOne	Cspire
Use a scale from zero to 25 (0 being the worst and 25 being the best).		
Ease of use	25	20
Capabilities to support integration with learning management solution (Canvas)	20	25
Camera positioning and ability to track speaker and participants	25	20
Ability to monitor and manage rooms	20	25
Ability to interoperate with existing video solutions and hardware	20	25
Average Score	22	23
3. Ability to Provide and Perform the Required Services for the Contract (15 points)	ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
Product Delivery within participating entities specified parameters	10	15
Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.	10	10
Vendor's ability to perform towards above requirements and desired specifications.	10	15
Post experience providing services to ASU	10	10
Quantity of line items available that are commonly purchased by the entity	10	10
Quality of line items available compared to normal participating entity standards.	15	10
Average Score	11	12
4. References (15 points)	ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
A minimum of five (5) customer references for product and/or services of similar scope dating within past 3 years	10	15

	Average Score	10	15
5. Value Added Services Description, Products and/or Services (10 points)		ConvergeOne	Cspire
<i>Use a scale from zero to 10 (0 being the worst and 10 being the best).</i>			
Marketing and Training		10	10
Minority and Women Business Enterprise (MWBE) and (HUB) Participation		8	10
Customer Service		10	10
	Average Score	9	10
	Total Score	16.43	18.60

Audio Visual Classroom Project

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Price (35):	35	35
Ability for Proposed Solution to meet ASU Intended requirements (25 points):	25	25
Ability to Provide and Perform the Required Services for the Contract (15 points):	15	15
References (15 points) :	15	15
Value Added Services Description, Products and/or Services (10 points):	10	10
Total Points	100	100
<i>Use a scale from zero to 35 (0 being the worst and 35 being the best)</i>		

1. Price (35 points)	ConvergeOne	Cspire
Use a scale from zero to 35 (0 being the worst and 35 being the best).		
Electronic Price Lists	30	25
Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.	30	20
Average Score		
	20	15
2. Ability for Proposed Solution to meet ASU Intended requirements (25 points)	ConvergeOne	Cspire
Use a scale from zero to 25 (0 being the worst and 25 being the best).		
Ease of use	25	10
Capabilities to support integration with learning management solution (Canvas)	25	20
Camera positioning and ability to track speaker and participants	25	5
Ability to monitor and manage rooms	25	15
Ability to interoperate with existing video solutions and hardware	25	10
Average Score		
	25	12
3. Ability to Provide and Perform the Required Services for the Contract (15 points)	ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
Product Delivery within participating entities specified parameters	12	10
Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.	12	10
Vendor's ability to perform towards above requirements and desired specifications.	12	10
Post experience providing services to ASU	12	12
Quantity of line items available that are commonly purchased by the entity	12	10
Quality of line items available compared to normal participating entity standards.	12	10
Average Score		
	12	10
4. References (15 points)	ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
A minimum of five (5) customer references for product and/or services of similar scope dating within past 3 years	15	15

	Average Score	15	15
5. Value Added Services Description, Products and/or Services (10 points)		ConvergeOne	Cspire
Use a scale from zero to 10 (0 being the worst and 10 being the best).			
Marketing and Training	10		5
Minority and Women Business Enterprise (MWBE) and (HUB) Participation	5		10
Customer Service	10		5
	Average Score	8	7
	Total Score	16.07	11.80

Audio Visual Classroom Project

Evaluation Criteria	ConvergeOne	Cspire
Price (35):	35	35
Ability for Proposed Solution to meet ASU Intended requirements (25 points):	25	25
Ability to Provide and Perform the Required Services for the Contract (15 points):	15	15
References (15 points) :	15	15
Value Added Services Description, Products and/or Services (10 points):	10	10
Total Points	100	100
<i>Use a scale from zero to 35 (0 being the worst and 35 being the best)</i>		

1. Price (35 points)	ConvergeOne	Cspire
Use a scale from zero to 35 (0 being the worst and 35 being the best).		
Electronic Price Lists	30	20
Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.	30	20
Average Score		
	30	20

2. Ability for Proposed Solution to meet ASU Intended requirements (25 points)	ConvergeOne	Cspire
Use a scale from zero to 25 (0 being the worst and 25 being the best).		
Ease of use	25	15
Capabilities to support integration with learning management solution (Canvas)	25	20
Camera positioning and ability to track speaker and participants	25	10
Ability to monitor and manage rooms	25	10
Ability to interoperate with existing video solutions and hardware	25	10
Average Score		
	25	13

3. Ability to Provide and Perform the Required Services for the Contract (15 points)	ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
Product Delivery within participating entities specified parameters	12	10
Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.	12	10
Vendor's ability to perform towards above requirements and desired specifications.	15	8
Post experience providing services to ASU	15	5
Quantity of line items available that are commonly purchased by the entity	15	15
Quality of line items available compared to normal participating entity standards.	15	10
Average Score		
	14	10

4. References (15 points)	ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
A minimum of five (5) customer references for product and/or services of similar scope dating within past 3 years	15	15

5. Value Added Services Description, Products and/or Services (10 points) Use a scale from zero to 10 (0 being the worst and 10 being the best).	Average Score	ConvergeOne	Csplre
Marketing and Training	10		
Minority and Women Business Enterprise (M/WBE) and (HUB) Participation	10	10	4
Customer Service	10	10	5
Average Score	10		3
Total Score	18.80		12.13

Audio Visual Classroom Project

Evaluation Criteria		ConvergeOne	Cspire
Price (35):		35	35
Ability for Proposed Solution to meet ASU intended requirements (25 points):		25	25
Ability to Provide and Perform the Required Services for the Contract (15 points):		15	15
References (15 points) :		15	15
Value Added Services Description, Products and/or Services (10 points):		10	10
Total Points		100	100
<i>Use a scale from zero to 35 (0 being the worst and 35 being the best)</i>			
1. Price (35 points)		ConvergeOne	Cspire
Use a scale from zero to 35 (0 being the worst and 35 being the best).			
Electronic Price Lists		35	26
Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.			
Average Score		12	9
2. Ability for Proposed Solution to meet ASU intended requirements (25 points)		ConvergeOne	Cspire
Use a scale from zero to 25 (0 being the worst and 25 being the best).			
Ease of use		25	25
Capabilities to support integration with learning management solution (Canvas)		25	25
Camera positioning and ability to track speaker and participants		25	23
Ability to monitor and manage rooms		25	23
Ability to interoperate with existing video solutions and hardware		24	25
Average Score		25	24
3. Ability to Provide and Perform the Required Services for the Contract (15 points)		ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).			
Product Delivery within participating entities specified parameters		15	15
Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.		15	15
Vendor's ability to perform towards above requirements and desired specifications.		15	15
Past experience providing services to ASU		15	15
Quantity of line items available that are commonly purchased by the entity		15	15
Quantity of line items available compared to normal participating entity standards.		15	15
Average Score		15	15
4. References (15 points)		ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).			
A minimum of five (5) customer references for product and/or services of similar scope dating within past 3 years		15	15

		Average Score	15	15
5. Value Added Services Description, Products and/or Services (10 points)			ConvergeOne	Cspire
Use a scale from zero to 10 (0 being the worst and 10 being the best).				
Marketing and Training			10	10
Minority and Women Business Enterprise (M/WBE) and (HUB) Participation			10	10
Customer Service			10	10
		Average Score	10	10
		Total Score	15.29	14.57

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Evaluation Criteria		ConvergeOne	Cspire
Price (35):			
Ability for Proposed Solution to meet ASU Intended requirements (25 points):		35	35
Ability to Provide and Perform the Required Services for the Contract (15 points):		25	25
References (15 points) :		15	15
Value Added Services Description, Products and/or Services (10 points):		15	15
Total Points		100	100
<i>Use a scale from zero to 35 (0 being the worst and 35 being the best)</i>			

1. Price (35 points)		ConvergeOne	Cspire
Use a scale from zero to 35 (0 being the worst and 35 being the best).			
Electronic Price Lists		35	30
Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.		35	35
		30	30
Average Score		33	32
2. Ability for Proposed Solution to meet ASU Intended requirements (25 points)		ConvergeOne	Cspire
Use a scale from zero to 25 (0 being the worst and 25 being the best).			
Ease of use		25	25
Capabilities to support integration with learning management solution (Canvas)		20	25
Camera positioning and ability to track speaker and participants		25	25
Ability to monitor and manage rooms		25	25
Ability to interoperate with existing video solutions and hardware		10	15
Average Score		21	23
3. Ability to Provide and Perform the Required Services for the Contract (15 points)		ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).			
Product Delivery within participating entities specified parameters		15	15
Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.		15	5
Vendor's ability to perform towards above requirements and desired specifications.		10	15
Post experience providing services to ASU		0	15
Quantity of line items available that are commonly purchased by the entity		10	15
Quantity of line items available compared to normal participating entity standards.		10	15
Average Score		10	13
4. References (15 points)		ConvergeOne	Cspire
Use a scale from zero to 15 (0 being the worst and 15 being the best).			
A minimum of five (5) customer references for product and/or services of similar scope dating within past 3 years		5	10

	Average Score	5	10
5. Value Added Services Description, Products and/or Services (10 points)	ConvergeOne		Cspire
Use a scale from zero to 10 (0 being the worst and 10 being the best).			
Marketing and Training	10		10
Minority and Women Business Enterprise (MWBE) and (HUB) Participation	N/A		N/A
Customer Service	N/A		N/A
	Average Score	3	3
	Total Score	14.53	16.27

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Evaluation Criteria		
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Ability to Provide and Perform the Required Services for the Contract (15 points):	25	25
References (15 points) :	15	15
Value Added Services Description, Products and/or Services (10 points):	15	15
Total Points	100	100
<i>Use a scale from zero to 35 (0 being the worst and 35 being the best)</i>		

1. Price (35 points)		
Use a scale from zero to 35 (0 being the worst and 35 being the best).		
Electronic Price Lists	ConvergeOne	Cspire
Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.	35	35
	35	30
	35	30
Average Score	35	32
2. Ability for Proposed Solution to meet ASU Intended requirements (25 points)		
Use a scale from zero to 25 (0 being the worst and 25 being the best).		
Ease of use	ConvergeOne	Cspire
Capabilities to support integration with learning management solution (Canvas)	25	20
Camera positioning and ability to track speaker and participants	25	20
Ability to monitor and manage rooms	25	25
Ability to interoperate with existing video solutions and hardware	25	20
Average Score	25	21
3. Ability to Provide and Perform the Required Services for the Contract (15 points)		
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
Product Delivery within participating entities specified parameters	ConvergeOne	Cspire
Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.	15	10
Vendor's ability to perform towards above requirements and desired specifications.	15	15
Post experience providing services to ASU	15	15
Quantity of line items available that are commonly purchased by the entity	15	10
Quality of line items available compared to normal participating entity standards.	15	10
Average Score	15	12
4. References (15 points)		
Use a scale from zero to 15 (0 being the worst and 15 being the best).		
A minimum of five (5) customer references for product and/or services of similar scope dating within past 3 years	ConvergeOne	Cspire
	15	12

	Average Score	0	0
5. Value Added Services Description, Products and/or Services (10 points)		ConvergeOne	Cspire
<i>Use a scale from zero to 10 (0 being the worst and 10 being the best).</i>			
Marketing and Training	10	10	10
Minority and Women Business Enterprise (MWBE) and (HUB) Participation	10	10	10
Customer Service	10	10	10
	Average Score	10	10
	Total Score	17.00	14.87