

July 20, 2020

TO: H. Samuel Orth, III, Director, Department of Technology

CC: Rick A. Wagner, Deputy Director, Department of Technology  
Pamela H. OGrady, Deputy Director, Department of Technology

From: Brett T. Slater, Client Architect, Department of Technology

Through: Ihab Tadros, Assistant Director, Department of Technology

SUBJECT: Award Letter for Telework Hardware, Software & Services for Cisco Systems, Inc.

The Department of Technology (DoT) through utilization of a Request for Quotation process against authorized resellers of Ohio State Term schedules, received quotes from three resellers for the purchase of Telework Hardware, Software & Services from Cisco Systems, Inc. The bids included separate sections as listed below

- Cisco VoIP Phone Hardware
- Cisco VoIP Gateway Hardware
- Professional Services

The Department of Technology established a three person committee to evaluate all bids from three out of three responses. The responses from Insight Public Sector Inc, Brown Enterprise Solutions LLC, and CDW Government LLC were found to be complete and further evaluated according to their overall RFQ response, demonstration of capability, experience and a five year total cost of ownership. The Department of Technology is recommending that the award be made to the response from CDW Government LLC. CDW Government LLC had the highest overall average score between all committee members. The scores are as follows:

<b>VENDOR</b>	<b>Average Score (Out of 100)</b>
Insight	<b>72.92</b>
Brown Enterprises	<b>64.38</b>
CDW Government LLC	<b>95.00</b>

