

Network Upgrade Decision Matrix

Hardware & Speed

10 GB Min PoE

Vendor & Hardware offered	Data Rate*	Total Price (includes trade-in credit)	Hardware cost	Cabling cost	Configuration & Installation	Annual Maintenance	Trade-in credit	Other (if amounts in hardware, cabling, & config lines don't equal Total Price, difference is shown here)	Comments
Peak Uptime (Extreme Networks)	10 GB Min PoE	\$164,640.00	\$112,721.70	\$38,793.30	\$13,125.00	\$14,900.00	No		research indicates hardware script-based, failures are mentioned often
JMA (Juniper)	10 GB Min PoE	\$179,883.20	\$89,303.21	\$56,883.20	\$33,000.00	\$5,432.16	No	\$696.79	References said large learning curve, didn't recommend the hardware quoted (4300s), references provided were for non-network projects.
OneNeck (Cisco)	10 GB Min PoE	\$235,005.89	\$215,403.99	\$31,996.90	\$27,605.00	\$24,964.79	\$40,000.00		positives - less expensive hardware & annual maintenance, and a trade-in credit for existing equipment
Allegiant (Brocade)	10 GB Min PoE	\$264,925.43	\$157,173.88	\$19,758.90	\$36,888.00	\$32,430.64	No	\$51,104.65	some training involved - different hardware, more expensive hardware and annual maintenance
OneNeck (Cisco)	10 GB Layer 3 Min PoE	\$388,379.11	\$368,777.21	\$31,996.90	\$27,605.00	\$46,194.46	\$40,000.00		less expensive viable option available
AT&T (Cisco)	10 GB Min PoE	\$920,813.56	\$764,581.44	\$36,325.00	\$97,478.00	\$22,429.12	No	\$22,429.12	less expensive viable option available

10 GB Full PoE

Vendor & Hardware offered	Data Rate*	Total Price (includes trade-in credit)	Hardware cost	Cabling cost	Configuration & Installation	Annual Maintenance	Trade-in credit		Comments
Allegiant (Brocade)	10 GB Full PoE	\$296,037.75	\$188,286.20	\$19,758.90	\$36,888.00	\$32,430.64	No	\$51,104.65	less expensive viable option available
Gov Connection (Cisco)	10 GB Full PoE	\$439,059.30	\$345,979.26	\$99,050.00	\$34,050.00	\$14,325.95	\$40,019.96		less expensive viable option available

40 GB Min PoE

Vendor & Hardware offered	Data Rate*	Total Price (includes trade-in credit)	Hardware cost	Cabling cost	Configuration & Installation	Annual Maintenance	Trade-in credit		Comments
Peak Uptime (Extreme Networks)	40 GB Min PoE	\$192,941.00	\$141,022.70	\$38,793.30	\$13,125.00	\$18,435.00	No		research indicates hardware script-based, failures are mentioned often
JMA (Juniper)	40 GB Min PoE	\$298,005.09	\$208,121.89	\$56,883.20	\$33,000.00	\$11,758.91	No		less expensive viable option available
Allegiant (Brocade)	40 GB Min PoE	\$326,399.52	\$216,740.29	\$19,758.90	\$36,888.00	\$32,430.64	No	\$53,012.33	less expensive viable option available
Gov Connection (Cisco)	40 GB Min PoE	\$504,810.91	\$426,710.80	\$99,050.00	\$34,050.00	\$9,388.46	\$54,999.89		less expensive viable option available
OneNeck (Cisco)	40 GB Min PoE	\$677,804.10	\$667,132.63	\$31,996.90	\$33,675.00	\$75,221.43	\$55,000	\$0.43	less expensive viable option available
AT&T (Cisco)	40 GB Min PoE	\$942,053.56	\$785,821.44	\$36,325.00	\$97,478.00	\$22,429.12	No	\$22,429.12	less expensive viable option available

40 GB Full PoE

Vendor & Hardware offered	Data Rate*	Total Price (includes trade-in credit)	Hardware cost	Cabling cost	Configuration & Installation	Annual Maintenance	Trade-in credit		Comments
Allegiant (Brocade)	40 GB Full PoE	\$361,789.74	\$252,130.96	\$19,758.90	\$36,888.00	\$32,430.64	No	\$53,011.88	less expensive viable option available

Vendor Information

Vendor & Hardware offered	Met Bid Reqs	Met Tech Specs	E-Rate	KS-based Co.	References
AT&T (Cisco)	X	X	X	No (Dallas, TX main office; St. Louis, MO local office)	not called - less expensive viable option available
Allegiant (Brocade)	X	X	X	Yes (Overland Park, KS)	called and acceptable (2 positive, 1 negative)

Gov Connection (Cisco)	X	X	X	No (Rockville, MD)	called and acceptable (3 positive)
JMA (Juniper)	X	X	X	Yes (Overland Park, KS)	Spoke with 2 references. They were positive, but unacceptable for reasons stated in the comments box above.
OneNeck (Cisco)	X	X	X	No (Scottsdale, AZ main office; Kansas City, MO local office)	Called and acceptable (2 positive)
Peak Uptime (Extreme Networks)	X	X	X	No (Tulsa, OK main office; Overland Park, KS local office)	Not called - research indicated reliability issues with hardware

Explanations:

Data Rate*

PoE = Power over Ethernet. A type of network switch that passes electrical power along with data over ethernet cables. Powers devices including VOIP phones and IP security cameras

Min vs Full PoE = Minimum PoE provides adequate PoE switches for our current needs and our upcoming VOIP phone system project. Full PoE means all switches purchased would be PoE switches.

Network Vendor Rankings:

IEEE: 1. Cisco, 2. Brocade, 3. HP, 4. <http://community.comsoc.org/blogs/alanweissberger/infonetics-cisco-brocade-hp-and-juniper-lead-enterprise-network-vendors>

Juniper, 5. NEC

Information Week: 1. Cisco, 2. HP, 3. Dell, 4. Netgear, 5. Juniper, 6.

Brocade

Infonetics Research: 1. Cisco, 2. http://h17007.www1.hp.com/docs/ar/Infonetics_-_Enterprise_Networking_Communications_Leadership_Scorecard_-_July_2013.pdf

Juniper/Brocade (tie), 3. HP, 4.

Siemens, 5. NEC, 6. Alcatel-Lucent,

7. Avaya