		E.						
NEW JERSEY SCHOOLS INSURANCE GROUP	COM	COMCAST	MANOSTREAM, EX	ENN EN	OATP	DATA NETWORK SOLUTIONS	TELES STEMS	SKINS
DESCRIPTION OF BUSINESS REQUIREMENTS	Fee Proposal	Note	Fee Proposal	Note	Fee Proposal		Fee Proposal	Note
Implimentation (One Time Cost)			,192.99	Est. One Time Fee	\$ 29,375.00	_		1 HR FREE, NO
One Time Cost			\$ 300.00					
One Time Cost	\$ 3,344.60	PHONE INSTAL				3,500.00 One Time Palo Alto Config &		
One Time Cost			\$ 1,500.00	Est. Cost of Current	\$ 9,050.00	9,050.00 Professional Services	\$ 1,538.00	DDOS Attack
Total Migration Cost / One Time Cost	\$ 3,344.60		\$ 23,992.99		\$ 45.925.00		\$ 1.538.00	
Annual Cost (If hosted or Cloud based) 36 Mnth Contract Lease Equip	26	7,261.45 Monthly	_	6,589.80		174,161.25 58,053.75/12= 4,837.81		The state of the s
Annual Cost (If hosted or Cloud based) 48 Mnth Contract	NOT PROVIDED		284,270.40	6,264.55				
Annual Cost (If hosted or Cloud based) 60 Mnth Contract	NOT PROVIDED		355,338.00	5,922.				
Annual Cost (If hosted or Cloud based) 36 Mnth Contract Purchase Equip	NOT PROVIDED		210,187.80	5,838.55		157,050.00 52,350 / 12 = 4,362.50	224,632.44	6,239.79
Allihudi cost (iir hosted or cloud based) 46 Millin contract	NOT PROVIDED		266,666.40				229,509.92	6,239.79
Allibudi cost (ii hosted or cioud pased) oo Militin contract	NOT PROVIDED		\$ 316,194.00	5,269.90	\$ 261,750.00 52,350.00		5 321,107.40	5,351.79
Yearly Licensing Maintenance and Support 36 Month Contract						18,582.00 14,100.00 + 4,482.00		
Yearly Licensing. Maintenance and Support 60 Mnth Contract					\$ 9,282,00	9.282.00 4.800.00 + 4.482.00		
Does the proposer include all costs including travel and training expenses in					,			
their implementation proposal. "MUS!"						+-		
Other Costs					\$ 15,000.00	\$5,000 Annual Liability Insur		Add-On Features Pric
Total migration Cost / One Time Cost	3,544.00		\$ 23,992.99		\$ 45,925.00		5 1,538.00	Does Not Incl. Add- On, or Addt'l Instal Hrs
Comparison Cost - 36 Purchase	\$ 261,412.20	261,412.20 \$7,261.45 *Monthly	\$ 210,187.80	\$5,838.55	\$ 190,632.00	\$4,362.50/ 5,000.00/14,100.00/4,482.00	\$ 224,632.44	\$6,239.79
Grand Total	\$ 264,756.80		\$ 234,180.79	ALL THE REAL PROPERTY.	\$ 236,557.00		\$ 226,170.44	
Number of Years Organization in Business	1964	10,400+ Emp.	2006	11398 Emp.	8/19	10 Emp.)94	2800 Emp.
	Indicate if Softwar Described by seld	Indicate if Software has Functionality Bescribed by selecting (YES or NO)	Indicate if Software has Described by selecting	e has Functionality cting (YES or NO)	Indicate if Software by selec	Indicate if Software has functionality Described by selecting (YES or NO)	Indicate if Software has Functionality Described by selecting (YES or NO)	has Functionality ting (YES or NO)
	YES	OIN	SHA		YES	ON	YES	NO
System Type	BELLING STREET					TE AND STORY OF STREET		
Does the proposer have a Tier 1 network backbone provider?	YES		YES		YES		YES	
Does the proposer use the same Tier 1 network backbone provider at both		NO	YES			?		?
Pricing Submitted Purchase and Leasing								1000年の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の
Does the proposer include both purchase and leasing costs for (75) 24-Key LCD IP Phones?	YES		YES		YES		YES	
Does the proposer include both purchase and leasing costs for thirty (30) 16- Key LCD IP Phones?	YES		YES				YES	
Does the proposer include both purchase and leasing costs for two (2) 48- Key Receptionist LCD IP Phones?	YES		YES				YES	
Does the proposer include both purchase and leasing costs for and four (4) Polycom conference room star phones?	YES		YES		YES		YES	
Does the proposer include both purchase and leasing costs for three (3) 48- Port PoE switch?	YES		YES		YES		YES	
Software and Hardware compatibility								THE REAL PROPERTY.
Does the proposer offer fifty (50) Mbps Voice over Internet Protocol (VoIP)	VEC		VEC		AEC		VEC	

NO SUPPORT BASED	YES		YES	YES		YES	Does the proposer offer twenty-four (24) nouts a day, seven (7) days a week technical support?
							Technical Support
Add - On Feature			YES	YES		YES	Does the proposer offer Auto Attendant?
Add - On Feature			YES	YES		YES	Does the proposer offer voicemail to email forwarding?
	Yes		YES	YES		YES	Does the proposer offer call forwarding?
Unable to Determine			YES	YES		YES	Does the proposer offer Tethering?
	Yes		YES	YES		YES	Does the proposer provide portal management tools?
							Features
Unable to Determine	3		YES	YES	Unable to Determine		Does the proposer offer IEEE (Institute of Electrical and Electronic Engineers)?
Unable to Determine			YES	YES	Unable to Determine		Does the proposer offer MEF (Managed Extensibility Framework)?
Unable to Determine			YES	YES	Unable to Determine		Does the proposer offer ANSI (American National Standards Institute)?
Unable to Determine			YES	YES	Unable to Determine		Does the proposer offer IETF (Internet Engineering Task Force)?
Unable to Determine			YES	YES	Unable to Determine		Does the proposer offer IUT (International Telecommunication Union)?
Unable to Determine			YES	YES	Unable to Determine		Does the proposer offer ISO (International Organization of Standards)?
· · · · · · · · · · · · · · · · · · ·							Service Must Conform to Any and All Applicable Current national and
Unable to Determine from Proposal			YES	YES		YES	Does the proposer offer Routers that will be configured with all TCP/UDP ports open, and no traffic throttling will be setup on the frontline managed routers?
Unable to Determine			YES	Sak		YES	Daes the proposer have the MPLS connection between sites Both routers should include costs for frontline managed services?
Unable to Determine			YES	YES		YES	Does the proposer offer Cisco Routers for Both Locations?
	YES		YES	YES		YES	Does the proposer include fifteen (15) public IP addresses for the Morganville office?
	YES		YES	YES		YES	Does the proposer include an additional fifteen (15) public IP addresses for the Mount Laurel Office?
	N/A		YES	YES	MAX is 100 Mbps		Does the proposer offer All provided services to be scalable to at least two hundred (200) Mbps for both locations upon one week notice from NJSIG without any additional incurred implementation costs to NJSIG?
	YES		YES	YES		YES	Does the proposer have a fifty (50) to one hundred (100) Mbps Multi- protocol label switching (MPLS) connection between both locations?
	YES		YES	YES	NO - 50 Mbps EPL (M		Does the proposer have a dedicated one hundred (100) Mbps primary connection at the Morganville location?
	YES		YES	YES		YES	Does the proposer have a dedicated one hundred (100) Mbps primary connection at the Mount Laurel location?
	N/A	2	YES	YES		YES	Does the proposer have the capability of porting NISIG's existing published telephone numbers?
	YES		YES	YES	i	YES	Does the proposer include eighty (80) DID numbers? "MUST"
	YES		YES	YES		YES	Does the proposer offer fifteen (15) simultaneous calls at our Morganville location?
	YES	4	YES	YES		YES	Does the proposer have the ability to provide at least twenty (20) simultaneous?
	Ĉ		5	Ē		E	telecommunication services?

Does the proposer offer core support between 7:00 a.m. and 7:00 p.m. eastern time, Monday through Friday?	YES	YES	YES	YES	SUPPORT BASED ON
y four (24) hour notice to NJSIG of	YES	YES	YES		Unable to Determine
any planned or scheduled maintenance service interruptions? "MUST"			1.53		011001111111111111111111111111111111111
Does the proposer offer a guarantee service uptime of 97% or greater	AEC.	ACC.	VEC		I hable to Determine
between 7:00 a.m. and 7:00 p.m. eastern time? "MUST"	i co	ico	Ü		Onable to Determine
Does the proposer offer Monday through Friday, excludes scheduled	VEC.	VCC	VEC		liaskia to Datamia
maintenance where NJSIG is notified at least forty-eight (48) hours in	5	rea	ic		Onable to Determine
Does the proposer have the ability to commit to attend, through its					
designated representatives, such meetings of NJSIG as may be requested by	-				Unable to Determine
NJSIG's Board of Trustees, Director or Information Technology Manager?					

										\downarrow						
NJSIG NEW JERSEY SCHOOLS INSURANCE GROUP	Company Names:		COMCAST		KINDS.	MINDSTREAM. FATRARIS	Mr.	ONTANE	OKTA METALORI SOLUTIONS	₹	ŧ.	RIESTSTRAS				
Evaluation Criteria Weight	Weight, %		100										7	Evaluation Criteria Weight	Management Criteria C	Cost Criteria
	Weight Percentage: 35%			THE STATE OF										0	0	0
_	7	4	4	4	7	7	6	4	ω	4	3	w	3	1	0.5	-
b.) Is the proposer's proposal complete and responsive to the specific	7	2	1	3	7	7	U.	4	4	4	3	4	2	,	-	,
c.) Has the past performance of the proposer's proposed methodology been documented?	7	ω	w	3	7	6	6	4	4	ω	2	2	2	ω ,	1.5	س
d.) Does the proposer's proposal use innovative technology and techniques?	7	4	5	2	6	6	6	4	4	4	4	3	4	4	2	4
e.) Are sound environmental practices such as recycling, energy efficiency, and waste reduction used?	7	s	u	и	5	v	6	u	u	2	5	5	ω	л .	25	,
Total		18	18	17	32	31	29	21	20	17	17	17	14	6	w	6
	Weight Percentage: 35%			With Man	No. of the last									7	3.18	
Project management: When well does the proposed scheduling timeline meet the											3					
contracting unit's needs?	3.10		•	•	٠	5.10	٠	-	t	•		15	•			
b.) Is there a project management plan?	3.18	1	0		3	3	3	1.5	1	2	1	1.5	2			
History and experience in performing the work: Joes the proposer document a record of reliability of timely delivery									2							
and on-time and on-budget implementation?	3.18	1	1	1	3.18	3.18	w	2	2	2	2	2	2			
b.) Does the proposer demonstrate a track record of service as evidenced by on-time, on-budget, and contract compliance	3.18	2	2		3.18	3	3	2	2	2	2	2	2			
c.) Does the proposer document industry or program experience?	3.18	2	2.5	1	w	3.18	2	2	2	-	2	2	-			
d.) Does the proposer have a record of moral integrity?	3.18	2	2.5	2	ω	3	3	2	2	2	2	2	2			
3. Availability of personnel, facilities, equipment and other resources:																
a.) To what extent does the proposer rely on in-house resources vs.	3.18	1.5	1.5	1	3.18	3.18	3	1	1.5	1	1	1.5	-			
b.) Are the availability of in-house and contract resources documented?	3.18	2	2	1	3.18	3.18	3	1	•	1	1	1	2			
4. Qualification and experience of personnel:							(2)	Sandan Market								
a.) Documentation of experience in performing similar work by employees and when appropriate, sub-contractors?	3.18	2	2.5		w	3.18	2	-	-		-	1.5	-			
b.) Does the proposer make use of business capabilities or initiatives that involve women, the disadvantaged, small and/or minority owned	3.18	2	2.5	1	3.18	3	3	2		2	15	1.5	1			
c.) Does the proposer demonstrate cultural sensitivity in hiring and training staff?	3.18	2	2.5	2	w	ω	ω	1	-	н	۲	1.5	2			
		19.5	21	12	33.9	34.1	31	16.5	15	17	15.5	18	18			
	Veighted Percentage: 30%															
a.) Relative cost: How does the cost compare to other similarly scored	6	-	2	1	6	6	5	2	-	2	2	2	ω.			
b.) Full explanation. Is the price and its component charges, fees, etc. adequately explained or documented?	6	1	1	2	5	6	•	2	1	1	2	2	2			
2.) Assurances of performance:				STATE OF STREET												
a.) If required, are suitable bonds, warranties, or guarantees provided?	6	2	ω	w	6	5	5	2	1	2	2	2	w			
b.) Does the proposal include quality control and assurance programs?	o.	4	w	100	6	6	5	2	0	2	w	2	2			
3.) Proposer's financial stability and strength:																
a.) Does the proposer have sufficient financial resources to meet its obligations?	6	6	5	2	6	6	5	4	2	w	٠	2	2			
Total		14	14	9	29	29	24	12	5	10	13	10	12			
Grand Total		52%	53%	38%			Bon	50%	40%	44%	46%	45%	44%			

NEW JERSEY SCHOOLS INSURANCE GROUP	Company Names:	COMCAST		MINDS READ, ENT	ENN, EN	ONTA WETWORK SOLUTION	WETWORK SOLUTIONS	TELESISTEMS	
2.4 Mandatory contents of proposal		YES	NO	YES	NO	YES	No	YES	NO
The proposal must be submitted in one volume and that volume divided into six (6) sections with tabs (separators), and the content of the material located behind each tab. as follows:	ions with tabs (separators),								38 10 10 10 10 10 10 10 10 10 10 10 10 10
Section 1 – Fee proposal (Section 2.4.1)		4		4		4		4	
Section 2 – Executive summary (Section 2.5.1)		-		3 0		4		4	
Section 3 – General Information (Section 2.5.2)		4		4		4		4	
Section 4 – Organization profile and experience (Section 2.5.3)		4				~			
Section 5 – Qualifications and Experience (Section 2.5.4)		4		k		4		4	
Section 1 – Fee proposal (Section 2.4.1)		7				4	1	4	
2.4.1 Fee proposal	710								
A.) A fee proposal – Separate fee proposals are requested based on a term of:		4		4		4		4	
i. Three years (thirty-six months);		~							
ii. Four years (forty-eight months); and,		4		4		4		4	
iii. Five years (sixty months)		4		•		*			
B.) For purposes of accurate proposal comparison, and ease of administration, NJSIG requires that fee proposals be stated on the following basis:	ires that fee proposals be	4		4		4		۷	ē 00
i. One-time implementation costs (if any)		4		•		4		7	
ii. Total for all goods and services annually — Annual fee as a firm fixed fee for each twelve month period of the contract	month period of the	4		4		4		4	
iii. NJSIG invites proposers to assess the needs expressed and offer alternative pricing proposals in addition to standard method required above	posals in addition to standard	3		\$		3		5	
Note Select WordPad to view exact verbage of Section 1- Fee propasal (Section 2.4.1 Criteria) WordPad Document									
2.5 Technical proposal									
In this Section, the organization shall describe its approach and plans for accomplishing the work outlined in the Scope of Work Section. The organization must set forth its understanding of the requirements of this RFP and its ability to successfully complete the contract. This Section of the proposal must contain at least the following information:	outlined in the Scope of Work ability to successfully complete								
Section 2 – Executive summary (Section 2.5.1)									
2.5.1 Executive summary								Ment of the	
A.) An executive summary of not more than three pages identifying and substantiating why the organization is best qualified to provide the requested software and services.	ny the organization is best	4		4		4		4	

Section 3 – General Information (Section 2.5.2)							
2.5.2 General Information							
The Response must detail the organization's experience, personnel, proposed scope and approach, and any other relevant information as set forth in greater detail below.	4	_		4		4	
A Response must evidence ability to protect NJSIG from errors and omissions. The Respondent(s) must present							
evidence of current insurance in the form of a Certificate of Insurance or a letter from its insurance broker that the specific Professional Liability Insurance required by this RFP can be obtained	4	•		*		4	
Provide copies of audited financial statements for your organization or other evidence of financial stability of your organization for the past three (3) years.	4	4	Ť	4		4	
Note Select WordPad to view exact verbage of Section 3- General Information (Section 2.5.2 Criteria) WordPad Document							
Section 4 – Organization profile and experience (Section 2.5.3)							
2.5.3 Organization profile and experience							
As a minimum, it is preferred the proposer have ten years' experience as a document management system software land services provider for public entities in the State of New Jersey. The proposer must demonstrate a high degree of							
knowledge of the operation of local governmental units in State of New Jersey. The proposer must also:							
i.) Indicate the date your organization was established.	*			4			
ii.) Describe the services provided by your organization.	~	4		~		4	
iii.) Identify the number of employees in your organization. Indicate any special training or experience members of your organization possess that may assist in providing the requested services.				×	10 Emp	4	
iv.) Describe the participation of women and minorities in your organization	4	4		4	2 P/T , 1 F/T	4	
v.) Provide a description of your organization's presence in New Jersey. Note the location of each office, the number of employees resident in each office.	*			*		\$	
vi.) Identify any public entities, boards of education, educational service commissions, charter schools, or other school entities which your organization has provided services to during the last ten (10) years, generally and specifically with respect to each specialty area where consideration is requested	4	4	•	4		4	
vii.) Indicate the amount of professional malpractice insurance coverage which you carry, the amount of any self- retention and the name of the carrier.	*	2		DNS does not	×	\$	
viii.) Describe your organization's approach to maintaining responsive communication with NJSIG and keeping NJSIG informed of problems and progress.	4	4		4		4	
ix.) Provide a representative listing of your organization's major private and public sector clients.	4			\$		4	
iix.) Provide the name, address, telephone number, email address, and facsimile number for the designated contact person in your organization.	4	4		4	٠	4	
Section 5 – Qualifications and Experience (Section 2.5.4)							
2.5.4 Qualifications and Experience							
i.) Please indicate what percentage of your organization's business is in providing electronic document management system software and services to public entities in the State of New Jersey.	4	4		4		4	

ii.) Describe your organization's experience in providing document management system software and services to public entities in the State of New Jersey.	4	4	*	4	
iii.) State the qualifications and experience of the employees proposed to staff the work assigned. For each member of your organization that would be involved in handling the work detailed in this request for proposals, provide a detailed resume including information as to:	4	4	4	4	
a.) Education, including advanced degrees;		3	4		×
b.) Number of years engaged in the designated practice area;	4	4	4		×
c.) General work experience;		*			×
d.) Area(s) of specialization;	4	4	4		×
Note Select WordPad to view exact verbage of Section 4 – Organization profile and experience (Section 2.5.3) B WordPad Document					
Section 6 – Forms / Exhibits (Section 2.5.5)					
7 Exhibits					
7.1 Affidavit of Moral Integrity	4	4	4	4	
7.2 Disclosure of Investigations and Other Actions Involving Proposer		7	4	~	
7.3 Disclosure of Investment Activities in Iran	4	4	4	4	
7.4 Ownership Disclosure Form		7	4	~	
7.5 Affidavit of Non-collusion	4	4	4	4	
7.6 Subcontractor Utilization Plan	S	*		4	
Section 2.5.5 Forms					
2.5.5.1 Affidavit of Moral Integrity Note Select WordPad to view exact verbage of 2.5.5.1 Affidavit of Moral Integrity WordPad Document					
2.5.5.2 Ownership disclosure form Note Select WordPad to view exact verbage of 2.5.5.2 Ownership disclosure form wordPad Document					
2.5.5.3 Disclosure of investigations/actions involving proposer					
Note Select WordPad to view exact verbage of 2.5.5.3 Disclosure of investigations/actions involving proposer wordPad Document					
2.5.5.4 Subcontractor utilization form					

Note Select WordPad to view exact verbage of 2.5.5.4 Subcontractor utilization form WordPad Document
2.5.5.5 Affidavit of Non-Collusion
Note Select WordPad to view exact verbage of 2.5.5.5 Affidavit of Non-Collusion WordPad Document
2.5.5.6 Proofs of registration that must be submitted with the proposal
Note Select WordPad to view exact verbage of 2.5.5.6 Proofs of registration that must be submitted with the proposal
2.5.5.7 Affirmative action
Note Select WordPad to view exact verbage of 2.5.5.7 Affirmative action
WordPad Document
2.5.5.8 Certification of Non-Involvement in Prohibited Activities in Iran
Note Select WordPad to view exact verbage of 2.5.5.8 Certification of Non-Involvement in Prohibited Activities in Iran WordPad Document
3 Special contractual terms and conditions
Note Select WordPad to view exact verbage of Special contractual terms and conditions