

**CITY OF EL PASO, TEXAS  
AGENDA ITEM  
DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** Information Technology

**AGENDA DATE:** April 10, 2012

**CONTACT PERSON/PHONE:** Miguel Gamino – Director, Information Technology (915)541-4746  
Bruce Collins – Purchasing Manager (915) 541-4308

**DISTRICT(S) AFFECTED:** All

**SUBJECT:**

Discussion and action that the Purchasing Manager, Financial Services, Purchasing Division, be authorized to issue a Purchase Order(s) to M&S Technologies, Inc., for Juniper Network Switches and related configuration, installation, and support in the total amount of \$299,054.96.

**BACKGROUND / DISCUSSION:**

This Solicitation #2012-056 was released on November 1, 2011 with a closing date of November 16, 2011. An evaluation committee met to evaluate the three proposals received. As a result, Information Technology is recommending the award to the best value and highest ranking proposer of the above to M&S Technologies, Inc. These Juniper Switches will help enhance the Microwave backbone network and improve manageability for future expansion of the network.

**SELECTION SUMMARY:**

Seventeen (17) vendors were solicited for this bid. This included thirteen (13) local vendors. Three (3) responses were received for which M&S Technologies, Inc. is recommended for award as indicated above.

**PRIOR COUNCIL ACTION:**

N/A

**AMOUNT AND SOURCE OF FUNDING:**

Department: Information Technology  
Amount: \$299,054.96  
Funds Available: Dept. # 14400500 Acct # 508010, Fund # 27051, Project# PCP12IT01  
Funds Source: 2012-2013 Certificates of Obligation CIP Plan

**BOARD / COMMISSION ACTION:**

N/A

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\*\*\*\*\*AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

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Miguel A. Gamiño, Information Technology Director

**COUNCIL PROJECT FORM  
(REQUIREMENTS OR BEST VALUE BID)**

\*\*\*\*\***POSTING LANGUAGE BELOW**\*\*\*\*\*

Please place the following item on the **CONSENT** agenda (under **BEST VALUE PROCUREMENT**) for the Council Meeting of **APRIL 10, 2012**.

The award of Solicitation No. 2012-056 Juniper Network Switches to M&S Technologies, Inc. for an initial term estimated award of \$299,054.96.

Department:	Information Technology
Award to:	M&S Technologies, Inc. Dallas, Texas
Item(s):	All
Payment Terms:	Net 30
Total Estimated Award:	\$299,054.96
Account No.:	14400500 – 508010 – 27051 - PCP12IT01
Funding Source:	2012-2013 Certificates of Obligation CIP Plan
District(s):	All

This is a Best Value, service and supplies contract.

The Financial Services - Purchasing Division and Information Technology recommend award as indicated to M&S Technologies, Inc., the bidder offering the best value bid.

\*\*\*\*\***ADDITIONAL INFO BELOW**\*\*\*\*\*

**COMMITTEE SCORE SHEET**  
Request for Proposals

**SOLICITATION TITLE: JUNIPER NETWORK SWITCHES**  
**SOLICITATION NO: 2012-056**

	<b>BIT DIRECT INC.</b>	<b>LANTANA COMMUNICATIONS CORPORATION</b>	<b>M&amp;S TECHNOLOGIES, INC.</b>
	<b>TAMPA, FL</b>	<b>ARLINGTON, TX</b>	<b>DALLAS, TX</b>
<b>Cost:</b>	<b>\$561,764.54</b>	<b>\$499,670.22</b>	<b>\$299,054.96</b>
<b>40 (# points max)</b>	<b>21.29</b>	<b>23.94</b>	<b>40.00</b>
As part of the requirement to establish the responsibility of the offer, the City of El Paso may determine the reasonableness of the price(s) at which the services are offered. Prices which are significantly lower than the mean of all offers, and appear to be unreasonably low, may be determined to be evidence of non-responsibility, and cause the offer to be rejected.			
<b>Reputation &amp; Quality of the Bidder's Service:</b>			
<b>30 (# points max)</b>	<b>10.00</b>	<b>18.33</b>	<b>29.33</b>
Bidder shall identify its full client history for the last three (3) years, including any local Government Services. The bidder shall provide at least three (3) references (below) for which they have provided continuous similar services for at least the past two (2) years. The agency shall provide the names and telephones numbers of the contract administrators for whom the work was performed. If you do not have three local Government contracts, then list Federal, State, or commercial contracts to complete this information.			
<b>Experience of Personnel in Required Service and Installation:</b>			
<b>30 (# points max)</b>	<b>18.33</b>	<b>13.33</b>	<b>28.33</b>
Relevant experience of the firm and the individuals assigned to the issuer including any experience individuals assigned have had with any municipalities and or similar size/scope projects. Certifications and applied experience as indicated in the "Conclusion" area of the Specifications section of this document. List all personnel assigned to staff this engagement (below), outline their roles with respect to this engagement and provide brief resumes which describe their qualifications for this engagement. For each of the personnel assigned to staff this engagement, describe their experience assisting other municipalities and or similar project. Specifically, identify situations relative to the personnel assigned to the City demonstrating a clear understanding of the specifications of the 'project; Identification of the individual in charge of day-to-day management and the percentage of time committed for each individual on the account			
<b>GRAND TOTAL</b>	<b>49.63</b>	<b>55.60</b>	<b>97.66</b>
<b>(Maximum 100 points)</b>			



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011  
Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

		BIT DIRECT INC. TAMPA, FL	LANTANA COMMUNICATIONS CORPORATION ARLINGTON, TX	M + S TECHNOLOGIES, INC. DALLAS, TX	
<b>FIBER BACKBONE SITES (10Ge)</b>					
<b>West Side Regional Command Center</b>					
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
1	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B
2	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP
3	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (WSRCC to 3Hills Via Dragon Wave)	\$382.61	\$335.00	\$190.00
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX
4	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (WSRCC to CCH)	\$7,650.72	\$6,700.00	\$3,800.00
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2

NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY:

DATE: 3-28-12



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011  
Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

	BIT DIRECT INC. TAMPA, FL	LANTANA COMMUNICATIONS CORPORATION ARLINGTON, TX	M + S TECHNOLOGIES, INC. DALLAS, TX	
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## County Courthouse

NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
5	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B
6	4	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3x Ubiquiti PMP)	\$1,209.16	\$1,058.60	\$600.40
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T
7	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (CCH to RangerPeak Via Dragonwave)	\$382.61	\$335.00	\$190.00
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX
8	1	Small Form Factor Pluggable 1000Base-LX Gigabit Ethernet Optic Module (CCH to SHHQ via GigaMan)	\$761.20	\$666.65	\$378.10
PART NUMBER			SFP-1GE-LX	SFP-1GE-LX	SFP-1GE-LX

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APPROVED BY:

DATE: 5-28-12



# CITY OF EL PASO BID TABULATION FORM



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Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

		BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
		TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>County Courthouse</b>					
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
9	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00
		PART NUMBER	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP
10	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (CCH to WSRCC)	\$7,650.72	\$6,700.00	\$3,800.00
		PART NUMBER	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2
11	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1310nm for 10Km transmission. (CCH to MDR)	\$3,672.17	\$3,216.00	\$1,824.00
		PART NUMBER	XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1
<b>MDR DataCenter</b>					
12	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00
		PART NUMBER	MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B

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Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

		BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
		TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>MDR Datacenter</b>					
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
13	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP
14	2	10GE pluggable transceiver, 850nm for 300m transmission (Connecting from Juniper to both Nexus 7000)	\$4,590.22	\$4,020.00	\$2,280.00
PART NUMBER			XFP-10G-S	XFP-10G-S	XFP-10G-S
15	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1310nm for 10Km transmission. (MDR to CCH)	\$3,672.17	\$3,216.00	\$1,824.00
PART NUMBER			XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1	XFP-10G-L-OC192-SR1
16	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (MDR to POD)	\$7,650.72	\$6,700.00	\$3,800.00
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2

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Solicitation #: 2012-056  
Department: Information Technology

			BIT DIRECT INC. TAMPA, FL	LANTANA COMMUNICATIONS CORPORATION ARLINGTON, TX	M + S TECHNOLOGIES, INC. DALLAS, TX	
<b>POD Datacenter</b>						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
17	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00	
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B	
18	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	
19	2	10GE pluggable transceiver, 850nm for 300m transmission (Connecting from Juniper to both Nexus 7000)	\$4,590.22	\$4,020.00	\$2,280.00	
PART NUMBER			XFP-10G-S	XFP-10G-S	XFP-10G-S	
20	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (POD to MDR)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	

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Project Name: Juniper Network Switches

Solicitation #: 2012-056

Department: Information Technology

			BIT DIRECT INC. TAMPA, FL	LANTANA COMMUNICATIONS CORPORATION ARLINGTON, TX	M + S TECHNOLOGIES, INC. DALLAS, TX	
<b>POD Datacenter</b>						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
21	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (POD to FS35)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	
<b>Fire Station 35</b>						
22	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00	
PART NUMBER			MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B	
23	2	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (FS35 to UMC tower and Clint Tower Via Dragonwave)	\$765.22	\$670.00	\$380.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	
24	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00	
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	

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DATE: 3-28-11



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Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

		BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
		TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>Fire Station 35</b>					
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
25	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (FS35 to POD)	\$7,650.72	\$6,700.00	\$3,800.00
		PART NUMBER	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2
<b>Sheriff Headquarters</b>					
26	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$38,250.00	\$33,500.00	\$19,000.00
		PART NUMBER	MX80-10G-AC-B	MX80-10G-AC-B	MX80-10G-AC-B
27	2	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (SOHQ to DPS Tower Via Dragonwave)	\$765.22	\$670.00	\$380.00
		PART NUMBER	SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX

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# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011  
Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

		BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
		TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>Sheriff Headquarters</b>					
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
28	1	Small Form Factor Pluggable 1000Base-LX Gigabit Ethernet Optic Module (SOHQ to CCH via Gigaman)	\$761.20	\$666.65	\$378.10
PART NUMBER			SFP-1GE-LX	SFP-1GE-LX	SFP-1GE-LX
29	1	2x10G MIC for MX, requires optics sold separately	\$9,563.33	\$8,375.00	\$4,750.00
PART NUMBER			MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP	MIC-3D-2XGE-XFP
30	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (FS35 to POD)	\$7,650.72	\$6,700.00	\$3,800.00
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2

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Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

		BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
		TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>City 3 Hills Tower</b>					
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
31	1	MX80 Promotional 10G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC, 1 extra modular MIC slot including L3-ADV license, Queuing, Inline Jflow, Junos WW (4x10G fixed ports restricted, MIC in empty slot sold separately)	\$22,567.50	\$19,765.00	\$11,210.00
		PART NUMBER	MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B
32	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30
		PART NUMBER	SFP-1GE-T	SFP-1GE-T	SFP-1GE-T
33	2	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (3Hills tower to WSRCC and Kfox via Dragonwave)	\$765.22	\$670.00	\$380.00
		PART NUMBER	SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX

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Solicitation #: 2012-056  
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	BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
	TAMPA, FL	ARLINGTON, TX	DALLAS, TX	

### Microwave Sites (GigE)

#### KFOX Site MRE (Rear Tower)

NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
34	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B
35	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T
36	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module (Kfox MRE tower to 3Hills tower)	\$382.61	\$335.00	\$190.00
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX

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Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

			BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>Ranger Peak (Pinnacle)</b>						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
37	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
38	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
39	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (Ranger Peak Tower to CCH via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

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Solicitation #: 2012-056  
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			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>DPS Tower</b>						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
40	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
41	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
42	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (DPS Tower to SOHQ via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

**NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.**

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APPROVED BY: \_\_\_\_\_

DATE: \_\_\_\_\_

3-28-12



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011  
Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

			BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>Clint Tower</b>						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
43	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
44	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
45	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (Clint Tower to FS35 via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

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APPROVED BY:

DATE: 3-28-12



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011  
Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

			BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
			TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>UMC Tower</b>						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
46	1	MX80 Promotional 5G Bundle, Includes MX80 Modular AC, spare AC Power supply, 20x1G MIC including L3-ADV license, Queuing, Inline Jflow, Junos WW. (4x10G fixed ports and 1x front empty MIC slot restricted)	\$22,567.50	\$19,765.00	\$11,210.00	
PART NUMBER			MX80-5G-AC-B	MX80-5G-AC-B	MX80-5G-AC-B	
47	3	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) (3 x Ubiquiti PMP)	\$906.87	\$793.95	\$450.30	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
48	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (UMC Tower to FS35 via Dragonwave)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	

**NOTE:** This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

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APPROVED BY: \_\_\_\_\_

DATE: 3-28-12



## CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011  
Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

		BIT DIRECT INC.	LANTANA COMMUNICATIONS CORPORATION	M + S TECHNOLOGIES, INC.	
		TAMPA, FL	ARLINGTON, TX	DALLAS, TX	
<b>Annual Maintenance</b>					
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE
49	6	Juniper Care Core Plus Support for MX10-T-AC	\$8,482.32	\$9,009.00	\$9,207.00
PART NUMBER			SVC-CP-MX10-T-AC	SVC-CP-MX10-T-AC	SVC-CP-MX10-T-AC
50	6	Juniper Care Core Plus Support for MX5-T-AC	\$5,613.78	\$5,962.32	\$6,093.36
PART NUMBER			SVC-CP-MX5-T-AC	SVC-CP-MX5-T-AC	SVC-CP-MX5-T-AC
<b>Professional Services</b>					
51	12	2 Weeks onsite to install Juniper Microwave Backbone per SOW - T&E not included but not exceeding 500.00 per day. Actual cost will be submitted after completion of	\$17,640.00	\$27,200.00	\$18,000.00
PART NUMBER					
52	5	1 Week Knowledge Transfer and Training (Per day)	\$13,125.00	\$4,800.00	\$9,000.00
PART NUMBER					

**NOTE:** This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.

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APPROVED BY: \_\_\_\_\_

DATE: 5-28-12



# CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: November 16, 2011  
Project Name: Juniper Network Switches

Solicitation #: 2012-056  
Department: Information Technology

			BIT DIRECT INC. TAMPA, FL	LANTANA COMMUNICATIONS CORPORATION ARLINGTON, TX	M + S TECHNOLOGIES, INC. DALLAS, TX	
<b>Spare Optics</b>						
NO.	QUANTITY	DESCRIPTION	PRICE	PRICE	PRICE	
53	1	Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable)	\$302.29	\$264.65	\$150.10	
PART NUMBER			SFP-1GE-T	SFP-1GE-T	SFP-1GE-T	
54	1	Small Form Factor Pluggable 1000Base-LX Gigabit Ethernet Optic Module (For single mode fiber)	\$761.20	\$666.65	\$378.10	
PART NUMBER			SFP-1GE-LX	SFP-1GE-LX	SFP-1GE-LX	
	1	Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module. (MultiMode Fiber)	\$382.61	\$335.00	\$190.00	
PART NUMBER			SFP-1GE-SX	SFP-1GE-SX	SFP-1GE-SX	
55	1	10GE pluggable transceiver, 850nm for 300m transmission (Connecting from Juniper to both Nexus 7000) (Multimode)	\$2,295.11	\$2,010.00	\$1,140.00	
PART NUMBER			XFP-10G-S	XFP-10G-S	XFP-10G-S	
56	1	Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. (SingleMode up to 40Km)	\$7,650.72	\$6,700.00	\$3,800.00	
PART NUMBER			XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	XFP-10G-E-OC192-IR2	
<b>TOTAL:</b>			<b>\$561,764.54</b>	<b>\$499,670.22</b>	<b>\$299,054.96</b>	

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APPROVED BY: \_\_\_\_\_

DATE: \_\_\_\_\_

3-28-12



M&S TECHNOLOGIES INC  
ATTN: SONJA YOUNG  
2727 LBJ FREEWAY STE 810  
DALLAD, TX 75234

CHECKPOINT SERVICES INC  
ATTN: ROBERT MARTINEZ AND JIM  
CARLISLE  
1790 COMMERCE PARK STE A-1  
EL PASO, TX 79912

INX INC  
ATTN: JAMES COVEY  
1955 LAKEWAY DR STE 220  
LEWISVILLE, TX 75056

CONSULTANT TECHNOLOGIES  
ATTN: VANESSA VOCE STRACKBEIN  
11941 PASEO REAL  
EL PASO, TX 79936

SIGMA SOLUTIONS INC  
ATTN: ED LOVELESS  
PO BOX 792766  
SAN ANTONIO, TX 78279-2766

MEXUS GROUP, L.P.  
ATTN: RALPH ADAME  
1012 N CAMPBELL ST  
EL PASO, TX 79902

SYNETRA  
ATTN: TARA WILLIAMS AND DALE  
WESLEY  
8180 LAKEVIEW CENTER  
ODESSA, TX 79765

COMPTEC  
ATTN: JOHN SKIDMORE II  
613 LAFAYETTE DR  
EL PASO, TX 79915

BUSINESS SERVICES EL PASO  
ATTN: RUDY VAZQUEZ  
6044 GATEWAY BLVD E  
SUITE 618  
EL PASO, TX 79905

DLH COMPUTING INC  
ATTN: LISA SKLAR AND DWAYNE HUDSON  
11132 NORTHFIELD AVE  
EL PASO, TX 79936-1832

PAIN AND ASSOCIATES  
ATTN: TIM STOVALL  
P. O. BOX 971396  
EL PASO, TX 79997

HY-DENSITY IMAGING  
ATTN: STEVE MADRID  
1850 HUNTER STE 108  
EL PASO, TX 79915

COMNET SYSTEMS INC  
ATTN: ROBERT TIBUNI  
10950 PELLICANO DRIVE, BLDG B-1  
EL PASO, TX 79935

MIRATEK CORPORATION  
ATTN: JOE DIAZ  
8201 LOCKHEED DR STE 218  
EL PASO, TX 79925

TRANS AMERICAN COMMUNICATIONS INC  
ATTN: YOLANDA CLOUD  
9200 MAYFLOWER AVE  
EL PASO, TX 79925

DESERT COMMUNICATIONS INC  
ATTN: CHARLES MOSELY  
7100 WESTWIND DR SUITE 300  
EL PASO, TX 79912-1786

DECISION TREE INC  
DBA DECISION TREE TECHNOLOGIES  
ATTN: WENDEL HOLDER  
306 THUNDERBIRD DR  
EL PASO  
(NO SUCH NUMBER - UTF)