## PEPPM Mini-Bid Evaluation Matrix -Outdoor Wifi

|     | Previous Vendor Experience with the District | Accuracy of Proposal                 | Cost of Eligible Goods and Services* | Total Cost of Eligible Goods/Services |                 |              | Description of Service: PEPPM - Switches |
|-----|--|--------------------------------------|--------------------------------------|---------------------------------------|-----------------|--------------|--|
| 100 | 10   | 20 (highest points where least cost) | 70                                   | \$                                    | Possible Points |              |  |
| 80  | 0  | 10                                   | 70                                   | \$115,110                             | Weidenhammer    | Cisco        | Bid 1                                    |
| 85  | 10   | 20                                   | 55                                   | \$172,428                             | ePlus           | Cisco        | Bid 2                                    |
|     |  |                                      |                                      |                                       |                 | Product Line | Bid 3                                    |

<sup>\*</sup>This number must be have more possible points than another other evaluation factor.

| Winning Bidder:                            | ePlus                                     |
|--|---|
|  |   |
| Bid Evaluation Conducted By (Name, Title): | Randall Bussell, Technology Administrator |
|  | 3/1/202/                                  |
| Bid Evaluation Date:                       | 3/11/2024                                 |

The evaluation factors listed here are just examples and are not all-inclusive.



Customer Name: WARREN COUNTY SCHOOL DISTRICT

Quote No: 23108204

Quotation Date: 02/20/2024

Sales Support Contact: Stephanie Sunderman

**Customer PO No:** 

Expiration Date: 03/21/2024 Order No:

Sales Support Phone: 703-984-8198

Sales Support Email: Stephanie.Sunderman@epl

Account Executive Phone: 412-258-1697 Account Executive: Mark Carretta

Account Executive Email: mcarretta@eplus.com

ePlus Technology inc, 13595 Dulles Technology Drive, Herndon, VA, 20171

External Notes:ePlus works with our customers to follow either a BEAR or discount billing (SPI) process for their E-Rate eligible purchases. All School and Library Division (E-Rate) program approvals for the specific items being purchased through the program must be in place before we will process an order leveraging discount billing (SPI). For the BEAR select ePlus (SPIN 143006553) on their E-Rate Form 471, prior to the processing of an order. Rate Funding Year 2024 with contract term dates of 04/01/2024 - 09/30/2025. In order for customers to leverage E-Rate-based pricing from most manufacturers, the customer must process, applicants will process an order to ePlus under standard net terms for the entire amount and file a BEAR upon potential future approval by E-Rate. This proposal is valid for E-

By issuing a purchase order for the entire amount of the quote(s) and/or Statement of Work, customer agrees to utilize the BEAR (FCC Form 472) method for invoicing via USAC. ePlus will process this purchase order as a standard net 30 order. There will be no option for discount billing on each FRN; or for cancellation/return(s) beyond what is normally allowable via manufacturer rules, regardless of final committed amount from USAC.

Customer's signature below or issuance of a purchase order in connection with this quote shall be deemed the Customer's acceptance of the foregoing terms

\*Contract term may be extended per USAC approved extension(s).

## || PEPPM 2024

| 172,427.80        |  |     |   |             |  | Totals                                   |
|-------------------|--|-----|---|-------------|--|--|
| 0.00              | 0,00   | 1   | AS PER PEPPM 2023 CONTRACT #533902 EMAIL ORDERS T<br>O ORDERS@PEPPM.ORG   | EPLUS       | Medad  | 004                                      |
| 2.36人以外           |  |     | のできるというできるとは、10mmのできるというできる。<br>できるというでもできるというできるというできるというできるというできるというできるというできるというできるというできるというできるというできるというでもできるというできるというできるともでもできるともできるともでもできるともでもできるともでもできるともでもでもでもでもでもでもでもでもでもでもでもでもでもでもでもでもでもでもで | 一大 一大 一大 一大 | このは 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日 |  |
| 85,000.00         | 85,000.00  | 4   | INSTALLATION LABOR INCLUDED (WIRE RUNS, MOUNTING)   | EPLUS       | EPLUS PROFESSIONAL SERVICES                  | 003                                      |
| The Prince of the | Shirt Salar  |     |   |             | 日日本日本 · · · · · · · · · · · · · · · · ·      | では、大学のできる                                |
| 29,126.70         | 323.63   | 90  | MERAKI MR ENT CLOUD CTRL LIC 5YR  | CISCO       | LIC-ENT-5YR                                  | 002                                      |
|                   |  |     | のの行うとはいいとしたとなっているという  |             |  |  |
| 58,301.10         | 647,79   | 90  | MERAKI MR78 WI-FI 6 OUTDOOR AP  | CISCO       | MR78-HW                                      | 001                                      |
|                   | The Control of the Co |     | 京学 大人 十二日本 一三人 以の   |             | THE PERSON NAMED IN                          | 日本 日 |
| Ext Price         | Unit Price   | QTY | Description/Line Notes  | MFG         | Part Number                                  | Line No.                                 |
|                   |  |     |   |             |  |  |

Products and/or Services located at www.ePlus.com govern. No additional or contrary terms in a purchase order shall apply, and ePlus performance shall not be deemed acceptance of for any reason except by public sector customers required by law to terminate due to non-appropriation of funds. any preprinted PO terms. Use of software, subscription services or other products resold by ePlus is subject to manufacturer/publisher end user agreements or subscription terms. Any periodic payment obligations for specific offerings, along with customer-incurred overages, consumption fees, add-ons, quantity adjustments and automatic renewals are non-cancelable

any failure of customer personnel to sign for receipt due to facility closing or otherwise. operations for many organizations, ePlus will ship products for delivery in accordance with customer's written ship-to instructions and products will be deemed delivered notwithstanding is zero, freight will be added to the invoice. Unless Bill-To company is exempt from Sales Tax, it will be added to the invoice. Recognizing that the global pandemic has disrupted PLEASE NOTE: Recent supply chain disruption and tariffs on certain imports are causing price increases for many IT products, with little or no notice, and beyond ePlus' control. As a products non-returnable except in accordance with the manufacturer warranty. Please confirm pricing and other restrictions prior to order placement. Unless freight amount is indicated, or result, this quote is subject to change without notice, even before the expiration date reflected above. Related manufacturer policy changes may result in orders being non-cancelable and

assets. Contact an ePlus Leasing Coordinator at 1-703-984-8021 or leasing@eplus.com to receive a lease quote today. ePlus offers flexible and easy leasing options for your IT equipment. Use leasing to increase your IT acquisition capability, overcome limited budgets, and manage the lifecycle of your

| Customer Acceptance | Bill To                       | Ship To                       |
|---------------------|-------------------------------|-------------------------------|
| Signature:          | WARREN COUNTY SCHOOL DISTRICT | WARREN COUNTY SCHOOL DISTRICT |
| Name:               | 6820 MARKET ST                | 6820 MARKET ST                |
| Title:              | RUSSELL PA 16345              | RUSSELL PA 16345              |
| Date:               | UNITED STATES                 | UNITED STATES                 |
| Customer PO #:      | ACCOUNTS PAYABLE              |                               |
|                     |                               |                               |