

CUMULATIVE SCORE SHEET

RFP 972 Telephone System

PHASE 1



**MILWAUKEE
PUBLIC SCHOOLS**

AT&T (Thomas Taibl)

CDW Government LLC

Factor	Total Possible Score										
COST		399.5					878.5				
		P	P	P	P	P	P	P	P	P	P
Basic System Equipment & Maintenance Cost Points Formula	250	79.9	79.9	79.9	79.9	79.9	175.7	175.7	175.7	175.7	175.7
TECHNOLOGY	240	811.0					905.0				
		1	2	3	4	5	1	2	3	4	5
System Architecture	60	40	60	40	40	40	60	60	40	40	40
Software Features	60	60	40	40	20	40	60	40	40	40	60
Telephone Set Option	45	30	45	30	30	30	30	45	30	30	45
Special Applications											
Classroom Phone	15	10	15	10	10	10	10	15	10	10	10
Managed Service	15	10	10	10	10	5	5	10	5	10	10
Malicious Calls	9	3	6	6	6	0	3	3	3	6	9
Video	9	6	9	6	3	6	6	9	6	6	6
Dial Plan	9	6	6	6	3	6	9	9	6	6	9
Phone Lock	9	6	3	3	3	6	6	3	3	6	6
Fax Server	9	6	3	6	6	6	6	6	6	6	6
VENDOR	180	520.0					620.0				
		1	2	3	4	5	1	2	3	4	5
Vendor	30	20	30	20	20	10	30	30	20	20	30
Subcontractors	30	10	20	20	0	10	20	10	10	20	30
Industry Experience	60	40	60	40	40	40	40	40	40	40	40
References	60	20	40	20	40	20	40	40	40	40	40
MAINTENANCE	330	920.0					1195.0				
		1	2	3	4	5	1	2	3	4	5
# of Trained Tech's	30	20	30	10	0	20	30	30	20	20	20
Response Time - Maintenance Contract SLA	45	30	45	30	30	30	45	45	30	30	30
Dispatch Distance	45	30	45	30	30	30	45	30	30	30	30
Project Team	60	20	60	40	20	20	20	40	20	40	40
Installation Methodology	30	20	30	20	20	20	20	30	20	20	20
Owner Responsibilities	60	40	0	40	40	40	40	60	40	40	40
Exceptions and Clarification	60	20	0	20	20	20	40	60	40	40	60
TOTALS	1000	2,650.5					3,598.5				

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RFP 972 Telephone System



**MILWAUKEE
PUBLIC SCHOOLS**

**Frontier Communications of
America, Inc.**

**Integration Partners Corp
(Avaya)**

Factor	Total Possible Score										
COST		1250.0					728.5				
		P	P	P	P	P	P	P	P	P	P
Basic System Equipment & Maintenance Cost Points Formula	250	250.0	250.0	250.0	250.0	250.0	145.7	145.7	145.7	145.7	145.7
TECHNOLOGY	240	841.0					790.0				
		1	2	3	4	5	1	2	3	4	5
System Architecture	60	40	40	40	40	60	40	40	20	40	40
Software Features	60	40	40	40	40	40	40	60	40	40	40
Telephone Set Option	45	30	45	30	30	45	30	30	30	30	30
Special Applications											
Classroom Phone Options	15	10	15	10	10	15	10	10	10	10	15
Managed Service	15	10	10	5	5	10	10	15	5	10	10
Malicious Calls	9	3	0	3	6	6	6	9	6	6	9
Video	9	3	6	6	3	6	6	9	6	6	6
Dial Plan	9	6	9	6	6	9	3	6	6	3	3
Phone Lock	9	6	9	3	6	6	3	3	3	3	0
Fax Server	9	9	6	6	6	6	9	6	6	3	9
VENDOR	180	650.0					490.0				
		1	2	3	4	5	1	2	3	4	5
Vendor	30	30	30	20	20	20	20	20	20	20	30
Subcontractors	30	20	30	10	20	10	10	10	20	10	10
Industry Experience	60	60	60	40	40	40	40	40	40	20	40
References	60	40	60	20	40	40	40	20	40	0	40
MAINTENANCE	330	1030.0					1045.0				
		1	2	3	4	5	1	2	3	4	5
# of Trained Tech's	30	20	10	20	20	20	20	10	20	10	20
Response Time - Maintenance Contract SLA	45	30	30	30	30	45	30	30	30	15	30
Dispatch Distance	45	30	30	30	15	30	30	45	15	0	30
Project Team	60	20	60	20	40	40	40	60	40	20	20
Installation Methodology	30	20	20	20	20	20	20	20	10	20	20
Owner Responsibilities	60	40	40	40	40	40	40	40	40	40	40
Exceptions and Clarification	60	40	40	20	20	40	60	60	40	40	40
TOTALS	1000	3,771.0					3,053.5				

CUMULATIVE SCORE SHEET

RFP 972 Telephone System



**MILWAUKEE
PUBLIC SCHOOLS**

**Integration Partners Corp
(Skype)**

Matrix Communications, Inc.

Factor	Total Possible Score										
COST		634.0					1192.5				
		P	P	P	P	P	P	P	P	P	P
Basic System Equipment & Maintenance Cost Points Formula	250	126.8	126.8	126.8	126.8	126.8	238.5	238.5	238.5	238.5	238.5
TECHNOLOGY	240	596.0					604.0				
		1	2	3	4	5	1	2	3	4	5
System Architecture	60	20	40	20	20	40	40	40	20	40	20
Software Features	60	40	40	40	20	40	20	20	40	20	60
Telephone Set Option	45	30	30	30	0	45	30	30	30	30	30
Special Applications											
Classroom Phone Options	15	10	0	10	0	5	10	5	10	5	15
Managed Service	15	5	10	0	0	5	5	5	5	5	0
Malicious Calls	9	6	6	0	3	6	6	6	3	3	0
Video	9	6	0	0	3	6	6	0	6	3	3
Dial Plan	9	6	6	6	3	6	0	0	3	0	0
Phone Lock	9	3	0	6	0	3	0	0	3	0	0
Fax Server	9	6	6	3	3	3	6	3	6	6	6
VENDOR	180	320.0					480.0				
		1	2	3	4	5	1	2	3	4	5
Vendor	30	20	20	10	10	10	20	10	20	20	20
Subcontractors	30	10	10	10	10	10	10	10	20	10	20
Industry Experience	60	20	20	20	0	20	40	40	20	20	20
References	60	20	20	20	20	40	40	40	40	20	40
MAINTENANCE	330	860.0					930.0				
		1	2	3	4	5	1	2	3	4	5
# of Trained Tech's	30	10	10	20	10	20	20	10	20	20	20
Response Time - Maintenance Contract SLA	45	15	45	30	15	15	30	30	30	30	30
Dispatch Distance	45	15	45	30	0	0	15	15	30	30	30
Project Team	60	20	60	40	20	0	40	20	20	40	60
Installation Methodology	30	20	20	10	20	10	20	10	10	20	10
Owner Responsibilities	60	40	20	40	40	20	40	20	40	20	40
Exceptions and Clarification	60	40	60	20	40	40	40	40	40	20	20
TOTALS	1000	2,410.0					3,206.5				

CUMULATIVE SCORE SHEET

RFP 972 Telephone System



**Sentinel Technologies
(Robert Kettell)**

**Telcom Innovations Group,
LLC**

Factor	Total Possible Score										
COST		600.5					611.5				
		P	P	P	P	P	P	P	P	P	
Basic System Equipment & Maintenance Cost Points Formula	250	120.1	120.1	120.1	120.1	120.1	122.3	122.3	122.3	122.3	122.3
TECHNOLOGY	240	862.0					650.0				
		1	2	3	4	5	1	2	3	4	5
System Architecture	60	60	40	40	40	60	40	20	20	40	40
Software Features	60	60	40	40	40	40	40	20	40	20	40
Telephone Set Option	45	30	30	30	30	30	30	15	30	30	30
Special Applications											
Classroom Phone Options	15	10	10	10	10	15	10	10	10	10	10
Managed Service	15	10	10	5	10	15	5	10	5	10	10
Malicious Calls	9	6	6	6	6	6	3	0	3	3	6
Video	9	9	6	6	6	6	6	6	6	3	0
Dial Plan	9	9	6	6	6	6	6	3	6	6	6
Phone Lock	9	6	6	3	6	6	3	6	3	3	6
Fax Server	9	3	6	6	6	3	3	6	3	3	6
VENDOR	180	620.0					550.0				
		1	2	3	4	5	1	2	3	4	5
Vendor	30	30	20	20	20	30	20	10	20	20	20
Subcontractors	30	10	20	20	10	0	20	10	10	20	20
Industry Experience	60	60	40	20	40	60	40	20	40	40	40
References	60	60	20	40	40	60	40	40	40	40	40
MAINTENANCE	330	975.0					910.0				
		1	2	3	4	5	1	2	3	4	5
# of Trained Tech's	30	20	20	20	20	20	20	10	10	0	30
Response Time - Maintenance Contract SLA	45	45	30	30	30	30	30	45	30	30	30
Dispatch Distance	45	45	30	15	30	30	30	15	15	0	15
Project Team	60	40	40	40	40	40	40	40	40	40	40
Installation Methodology	30	20	20	10	20	30	20	20	20	20	20
Owner Responsibilities	60	20	20	20	20	40	40	20	40	40	40
Exceptions and Clarification	60	20	40	20	20	40	20	20	20	20	40
TOTALS	1000	3,057.5					2,721.5				


Note: Analysis was also done to include the operating cost to MPS of network access for all non-hosted responses. The ranks of all respondents were the same as the resulting ranks from the scores listed above.

Non-complying responses were received from:

FluentStream Technologies, LLC : § 8 Completeness - no copies were provided with their response and did not provide a bid bond.

TDS Metrocom, LLC: § 8 Cost Tab C - Indicated cells of Exhibits 1 and 3 do not match. Per Exhibit 1, no capital or annual recurring costs for the base system.

TSR Solutions, Inc.: § 8 – Completeness. Cost Tab C -No Exhibit 3 included and did not provide a bid bond.

CUMULATIVE SCORE SHEET												
RFP 972 Telephone System												
PHASE 2												
		CDW Government LLC					Frontier Communications of America, Inc.					
Factor	Total Possible Score											
COST		958.0					1250.0					
		P	P	P	P	P	P	P	P	P	P	
Basic System Equipment & Maintenance Cost Points Formula	250	191.6	191.6	191.6	191.6	191.6	250.0	250.0	250.0	250.0	250.0	
TECHNOLOGY	240	927.0					929.0					
		1	2	3	4	5	1	2	3	4	5	
System Architecture	60	60	60	40	40	40	40	60	20	40	60	
Software Features	60	60	40	40	40	60	60	60	40	40	40	
Telephone Set Option	45	30	45	30	30	45	45	45	30	30	45	
Special Applications												
Classroom Phone	15	10	15	10	10	10	10	15	10	10	15	
Managed Service	15	10	10	10	10	10	10	15	10	10	10	
Malicious Calls	9	6	6	9	6	9	6	6	6	6	9	
Video	9	6	9	6	6	6	6	6	6	3	6	
Dial Plan	9	6	9	6	6	9	6	9	6	6	9	
Phone Lock	9	6	3	6	6	6	6	9	6	6	6	
Fax Server	9	6	6	6	6	6	6	6	6	6	6	
VENDOR	180	620.0					740.0					
		1	2	3	4	5	1	2	3	4	5	
Vendor	30	30	30	20	20	30	30	30	20	20	20	
Subcontractors	30	20	10	20	20	20	20	30	20	20	10	
Industry Experience	60	40	40	40	40	40	40	60	40	40	60	
References	60	40	40	40	40	40	60	60	60	40	60	
MAINTENANCE	330	1195.0					1165.0					
		1	2	3	4	5	1	2	3	4	5	
# of Trained Tech's	30	30	30	20	20	30	30	30	20	20	20	
Response Time - Maintenance Contract SLA	45	30	45	30	30	30	30	30	30	30	45	
Dispatch Distance	45	30	30	30	30	30	30	30	30	30	30	
Project Team	60	40	40	40	40	20	40	60	40	40	40	
Installation Methodology	30	20	30	20	20	20	20	30	20	20	20	
Owner Responsibilities	60	40	60	40	40	40	40	40	40	40	40	
Exceptions and Clarification	60	40	60	40	40	60	40	60	40	20	40	
PHASE 2 - TOTALS	1000	3,700.0					4,084.0					

The number assigned to the evaluator is listed above his/her score.

Cost points are calculated by Procurement with maximum points assigned to the lowest cost for each Phase and a weighted assignment to the rest.

Awarded to: Frontier Communications of America, Inc.