Bid # 1449 Ruckus Access Points R720

Vendor	Mfg	Item #1	Item #1 Price	Item #2	Item #2 Price	Item #3	Item #3 Price	Extras	Notes	Total
Ovation Networks	Ruckus	Ruckus R720	$499.00	---	---	---	---	---	Quantity Bid: 60	$29,940.00
Aercor	Ruckus	Ruckus R720	$518.00	---	---	---	---	---	Quantity Bid: 60	$31,080.00
Aercor	Ruckus	Ruckus R750	$558.00	---	---	---	---	---	Quantity Bid: 60	$33,480.00
Communication Innovators	**Extreme**	AP 410C	$404.10	---	---	---	---	---	s w/ 5 yr supportQuantity Bi	$27,846.00
ThankSpaceIT	Ruckus	Ruckus R720	$1,428.32	---	---	---	---	---	Quantity Bid: 60	$85,699.00
Planet Cellular	Ruckus	Ruckus R720	$855.60	---	---	---	---	---	Quantity Bid: 60	$51,336.00
Aita Technologies	Ruckus	Ruckus R720	$850.17	---	---	---	---	---	Quantity Bid: 60	$51,010.20
CMS Communications	Ruckus	Ruckus R720	$648.00	---	---	---	---	---	Quantity Bid: 60	$38,800.00
CMS Communications	Ruckus	Ruckus R720	$648.00	AP Mgmt SZ-100	$12.40	---	---	---	Quantity Bid: 60	$45,024.00
vCloud	Ruckus	Ruckus R720	$848.39	AP Mgmt SZ-100	$65.51	WatchDog Support	36.83	---	Quantity Bid: 60	$57,043.80
CEC	Ruckus	Ruckus R750	$606.62	---	---	---	---	---	Quantity Bid: 60	$36,397.20
SHI	Ruckus	AP Mgmt SZ-100	$67.01	WatchDog Support	$37.68	Ruckus R720	867.78		Quantity Bid: 60	$58,348.20
Office Depot	Ruckus	Ruckus R720	$881.38	---	---	---	---	---	Quantity Bid: 60	$52,882.80
McMasterCarr Supply	---	---	---	---	---	---	---	---	No Bid	No Bid

Ovation Networks is a local company in Cedar Rapids and they did bid for the item that we were requesting. Communication Innovators bid an Access Point of what they say is a "functional equivalent", that has a smaller price point of about $2,100 total. We put a lot of time and effort into using only 1 vendor for our wireless access across the district. Going with Communication Innovators would put us on a path of multiple AP models & multiple AP Vendors through the CRCSD. This will only complicate managing and troubleshooting issues. We would also have to purchase an anual subscription to their cloud based wireless controller, which will add to the cost. Aercor (who we have bought a lot from in the past) did submit 2 bids. One of which is for the requested AP (R720) & another for the newer version (R750). The price he gave for the R750 is really good (only $3540.00 more than the lowest bid), but it would be very hard to justify not picking Ovation Networks (a local company) who did bid exactly what we put in the bid request.