

QUOTE EVALUATION

Requisition Information		Vendor #1		Vendor #2		Vendor #3		Vendor #4		Vendor #5	
Date:	April 4, 2005	AirDefense		NetworkGuys		Pacific Star Communications		Raymar Information Solutions		Allied Network Solutions	
Org. Name:	Data Services	Quote Number	E/SBE Exp.	Quote Number	E/SBE Exp.	Quote Number	E/SBE Exp.	Quote Number	E/SBE Exp.	Quote Number	E/SBE Exp.
Req. No.:		B052158001	NA	B052158001	CA State# 17737 Exp. 9-30-06	B052158001	NA		Yes.		Yes.
Org. No.:	2158	Phone		Phone		Phone		Phone		Phone	
Eval Contact:	Tara Wilson	650.594.2937		916.773.1940		503.403.3000		NO BID.		NO BID.	
Phone:	433.0402	Contact Person		Contact Person		Contact Person		Contact Person		Contact Person	
		Mike Sullivan		Tony Brodrik		Josh Furrer					

PRICING SECTION

QTY	Item Description	UNIT PRICE/ Blue Total Price	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	AirDefense Model 2270 Appliance SV-2270-P-1	\$ 10,445.25	\$ 10,445.25	\$ 10,225.00	\$ 10,225.00	\$ 10,270.00	\$ 10,270.00		\$ -		\$ -
1	12 Months of 5x12 Support SV-2270-MG-1	1,880.00	☑	1,850	☑	1,848.00	☑		-		-
10	Model 400 Remote Sensor SN-400-P-1	484.50	4,845.00	475.00	4,750.00	479.50	4,795.00		-		-
10	12 Months of 5x12 Support SV-2270-MG-1	870.00	☑	850.00	☑	857.50	☑		-		-
10	AirDefense Sensor License for IDS AD-SNFL-P-1	895.50	8,955.00	850.00	8,500.00	765.75	7,657.50		-		-
10	12 Months of 5x12 Support AD-SNFL-MG-1	1,610.00	☑	1,750.00	☑	1,670.00	☑		-		-
1	AirDefense Personal Manager PR-SWSV-P-1	4,495.00	4,495.00	4,250.00	4,250.00	3,842.50	3,842.50		-		-
1	12 Months of 5x12 Support PR-SWSV-MG-1	809.00	☑	850.00	☑	839.00	☑		-		-
1	AirDefense Mobile Software License MB-SW-P-1	895.50	895.50	850.00	850.00	765.75	765.75		-		-
1	12 Months of 5x12 Support MB-SW-MG-1	161.00	☑	170.00	☑	167.00	☑		-		-
2	Installation and Consulting Service PS DAY-1	100.00	☑	600.00	☑	200.00	☑		-		-
☑	If checked, item non-taxable.								-		-

BID EVALUATION SECTION

Line 1	Materials Sub-total	\$ 29,635.75	\$ 28,575.00	\$ 27,330.75	\$ -	\$ -					
Line 2	Non-taxable amount: Frt, Labor, Warranty. Enter "NA" or "Amount"	Support+\$75 Ship	5,505.00	Support+\$60 Ship	6,130.00	Support+\$100 Ship	5,681.50	NA			
Line 3	Enter Prompt-Pay Disc% (Lines 1 + 2 x Disc%)	0%	-	0%	-	0%	-	0%	-	-	
Line 4	E/SBE Pref. Deduct (Lines 1 + 2 x 5%)	No	0	Yes	1,735.25	No	0	No	0	No	0
Line 5	**City Sales Tax Deduction (Line 1 x 1%)	No	0	No	0	No	0	No	0	No	0
Line 6	Sales Tax (Line 1 x 7.75%)	2,296.77	2,214.56	2,118.13	-	-					
Line 7	BID EVALUATION TOTAL (Total Lines 1 thru 6)	\$ 37,437.52	\$ 35,184.31	\$ 35,130.38	\$ -	\$ -					
Line 8	ACTUAL BID TOTAL (Add lines 1, 2, 6)	\$ 37,437.52	\$ 36,919.56	\$ 35,130.38	\$ -	\$ -					

BIDDER INFORMATION SECTION

Notes/Comments	Payment Terms*:	Payment Terms*:	Payment Terms*:	Payment Terms*:	Payment Terms*:
Vendor #2, 4, 5 are certified E/SBE's.	Net 30.	Net 30.	Net 30.		
	F.O.B. Point:	F.O.B. Point:	F.O.B. Point:	F.O.B. Point:	F.O.B. Point:
	Destination.	Destination	Destination		
	Delivery ETA:	Delivery ETA:	Delivery ETA:	Delivery ETA:	Delivery ETA:
	21 Days	Not Given.	21 Days		

* Include prompt-payment discount (on Line 3) ONLY IF PAYMENT TERMS ARE TWENTY (20) DAYS OR MORE (e.g., 2% - 20 days).

** Include the one-percent (1%) City Sales Tax Preference (on Line 5) ONLY IF THE BUSINESS IS LOCATED WITHIN SACRAMENTO CITY LIMITS.