

REQUEST FOR PROPOSAL

“THE SOUTHWEST TELEHEALTH ACCESS GRID”

San Juan Regional Medical Center

RURAL HEALTHCARE PILOT PROJECT
FUNDING YEAR 2009

SWTAG RFP 04

NETWORK INFRASTRUCTURE
PROCUREMENT

San Juan Regional Medical Center
801 West Maple St.
Farmington, NM 87401
Attn: Joe Dohle

i. General Information

i.1. Introduction. The Southwest Telehealth Access Grid (SWTAG) Project is one of the Federal Communication Commission's (FCC) Rural Healthcare Pilot Programs (RHCPP). It is an integrated interstate network of networks built upon the extensive experience of key participants in rural telemedicine and rural healthcare in New Mexico, Arizona and the Southwest Indian Health Service (IHS) Telehealth Consortium and associated Tribes. This Grid creates the platform to more effectively share, distribute and coordinate telemedicine clinical services, educational and training programs among the healthcare provider organizations across the region, along with their associated human resources, thus more easily and effectively filling the gaps in meeting the health care needs of the rural communities throughout the network. Through Internet2 (I2) and the National Lambda Rail (NLR), this regional TAG network of networks, which is greatly facilitated and enhanced by the current USF Rural Healthcare program and the FCC Rural Healthcare Pilot Program, will enable our participating hospitals, clinics, and educational institutions to partner with peers throughout the United States to improve healthcare delivery and education via telemedicine.

San Juan Regional Medical Center (SJRMC) is a health care provider located in the Four Corners region of the American southwest. The organization consists of a 254-bed, acute-care hospital, a 20 bed Rehabilitation Hospital and 12 out-patient clinics. As a sole community hospital and a provider of medical services in San Juan County, New Mexico, San Juan Regional Medical Center delivers a remarkable range of healthcare services not only to the citizens of San Juan County, but to the people of the entire region. In March 2008, SJRMC was accredited for three years by the Joint Commission and received their Gold Seal of Approval. As these systems are implemented and mature, the need for reliable, secure and robust broadband telecommunications connections becomes critical.

i.2. The SWTAG, San Juan Regional Medical Center will construct an interconnected broadband network that links providers in the aforementioned communities. Funding provided by the Federal Communications Commission ('FCC') under the Commission's order 07-198 ('Rural Healthcare Support Mechanism') of 19 November 2007, as well as matching and participatory funds as defined in the Order and provided by the SJRMC sites and organizations will be utilized to construct this network.

i.3. Overview. The San Juan Regional Medical Center FY09 project is designed to augment and enhance the existing wide-area networks of its remote locations. San Juan Regional Medical Center is soliciting bids from Offerors, suppliers and service providers to provide the connectivity (dedicated point to point and Internet circuits) and required edge network electronics and devices.

i.4. Offerors are asked to provide proposals based on the accompanying site, routing, and technical information. Although consolidated bids for connectivity, hardware, and services will be considered, Offerors are encouraged to submit bids for technological, and/or logical segments of the project. Thus, the San Juan Regional Medical Center will entertain two types of bids under this RFP:

i.5. Consolidated – One inclusive offer to provide connectivity, equipment, and services for all of the sites, areas, or regions according to the specifications set forth in this RFP.

i.6. Connectivity – Offer to provide connectivity and carrier services for all of the sites, areas, or regions defined in this RFP.

i.7. Hardware – Offer to provide hardware (logical network components, as defined herein) for all of the sites, area, or regions defined in this RFP.

i.8. The RFP process will allow San Juan Regional Medical Center to receive competitive offers for network development from independent telephone companies, local exchange carriers, cable operators, hardware distributors and manufacturers, cabling and construction contractors, and others. These competitive offers will be judged by the San Juan Regional Medical Center according to the criteria set forth in Section 2.0 of this document.

1.0 Administrative and Procedural Information

1.1. The Rural Health Care Pilot Program ('RHCPP') of the Universal Service Fund, which is administered by the Universal Service Administrative Company (USAC), is a support program authorized by Congress and designed by the Federal Communications Commission (FCC) to encourage the development of rural broadband networks to provide advanced healthcare telecommunications capabilities and services to rural health care providers (HCPs).

1.2. Notice: This project is subject to the USAC procurement rules. Offerors must meet all USAC requirements. The SWTAG will submit a USAC Form 465 to USAC who will review the documentation and will post the RFP on the USAC website. More information on bidding and posting rules can be found at <http://www.lifelinesupport.org/rhc-pilot-program/vendors> .

1.3. The following considerations apply to the proposal submission / review process:

1.3.1. Offerors may view Rural Health Care Pilot Participants FCC Form 465 and Project Scope Document postings at <http://www.lifelinesupport.org/rhc-pilot-program/vendors>. **This site shows the official RFP posting date and the allowable contract date.**

1.3.2. The SWTAG, in partnership with the University of New Mexico Purchasing Department, has established a web site for the convenience of Offerors. All RFP materials and associated documents will be posted on the UNM e-Procurement site, LoboSource. Note: While registration is suggested (via the Supplier Registration link), it is not required and SWTAG Offerors may access information directly through the [Current Bid Opportunities](#) link. (Please note: LoboSource is not compatible with Internet Explorer 7 and above. You must use IE 6 or Mozilla Firefox.)

The LoboSource (SWTAG) Offeror site may be reached at <http://www.unm.edu/~purch/lobosource.html>

1.3.3. Questions from Offerors. It is the responsibility of the Offeror to inquire about any condition of this RFP that is not understood. Queries from Offerors will be accepted via e-mail only, as described herein. Questions to San Juan Regional Medical Center or SWTAG staff members via telephone/telefacsimile, e-mail or postal mail, will not be entertained.

All communication and inquiries, unless otherwise noted, must be directed to Melissa Crews at the University of New Mexico Center for Telehealth. Offerors wishing to submit questions or request technical clarifications concerning this San Juan Regional Medical Center RFP should send e-mail inquiries to Ms. Crews at mcrews@salud.unm.edu with a copy to Tom Weeks at UNM Purchasing (tomweeks@unm.edu)

Questions submitted will receive written responses as soon as possible and will constitute official communications from the SWTAG, San Juan Regional Medical Center. Note: any and all question submittals and requests for clarification must be provided in writing. Responses to inquiries, if they change or clarify the RFP in a substantial manner, will be posted/distributed as a written addendum to this RFP. Any communications with SWTAG or San Juan Regional Medical Center staff members other than as noted above should not be considered authoritative, are not binding on SWTAG or San Juan Regional Medical Center, and may be disavowed without notice or explanation.

1.3.4. In the event it becomes necessary for San Juan Regional Medical Center to amend, add to or delete any part of this RFP, the amendment will be posted on the LoboSource web site, as required by the Order and by the USAC-mandated bidding procedures, and will additionally be posted on the SWTAG Offeror site.

1.3.5. Bid proposals must be received at the San Juan Regional Medical Center office no later than 45 calendar days from the date of posting of this RFP on the USAC website. This receipt deadline requirement is a mandatory requirement and is not subject to waiver by SWTAG or San Juan Regional Medical Center. Accordingly, no bid proposals will be accepted after the date and time specified. A late bid proposal will be returned unopened to the Offeror.

1.3.6. Bid proposal offers will not be accepted by telephone, electronic mail or facsimile. The proposal receipt deadline is for actual receipt in the San Juan Regional Medical Center delivery location shown in Section 1.3.7. Delivery, whether via postal mail of other service, must be arranged to assure arrival before the deadline set forth above.

1.3.7. One (1) Original hard copy bid proposal must be mailed or otherwise physically delivered to **each** of the following addresses:

San Juan Regional Medical Center
801 West Maple St.
Farmington, NM 87401
Attn: Joe Dohle

UNM Center for Telehealth
Southwest Telehealth Access Grid Project
1005 Columbia NE
Albuquerque, NM 87106
Attn: Melissa Crews

UNM Purchasing Department
John & June Perovich Building
1700 Lomas NE, Suite 2600
Albuquerque, New Mexico 87131
Attn: Tom Weeks

NOTE: It is strongly suggested that certified delivery services be used to verify the receipt of bids by San Juan Regional Medical Center.

1.3.8. The bid proposals and the evaluation documents created by San Juan Regional Medical Center will remain confidential until San Juan Regional Medical Center has evaluated all of the compliant bid proposals submitted in response to this RFP and the selection process is complete. Once the evaluation and selection process is complete, all information, except that classified as confidential will become public information.

1.3.9. Award information will be posted electronically on the SWTAG web site, LoboSource through the [Awarded Bid Information](#) link.

1.4. Bid Proposal General Requirements

1.4.1. Failure to comply with or supply any and all information requested to accompany bid proposals may be cause for rejection of the proposal as non-compliant.

1.4.2. Offeror assumes all costs of preparation of the bid. The University of New Mexico, SWTAG, and San Juan Regional Medical Center and any of their employees or officers shall not be held liable for any expenses incurred by any Offeror responding to this RFP for expenses to prepare, deliver the proposal, or to attend any mandatory pre-bid meeting or oral presentations, or any other activities carried out by the Offeror, as it relates to this RFP.

1.4.3. All bid proposals must be valid for a period of 120 days from the date of submission.

1.4.4. By submitting a bid proposal the Offeror agrees to the terms and conditions contained within this RFP.

2.0 Proposal Evaluation

2.0.1. The selection will be based on all factors indicated in this RFP, and may not go to the lowest priced Offeror if cost is outweighed by a combination of other features in the winning Offeror's bid.

2.0.2. San Juan Regional Medical Center reserves the right to select bid proposals which, in the sole judgment of San Juan Regional Medical Center, most nearly conform to the specifications set forth herein, will best serve the needs of San Juan Regional Medical Center and its San Juan Health Partners and participants, and provide the most cost-effective means for producing those results.

2.0.3. San Juan Regional Medical Center reserves the right to waive any and all issues of form or presentation in considering bid presentations for acceptance or rejection, if, in the sole opinion of San Juan Regional Medical Center, such waiver is in the best interests of the project.

2.0.4. San Juan Regional Medical Center is not obligated to accept any proposal received in response to this RFP. In particular, San Juan Regional Medical Center may accept received proposals in whole or in part, or it may reject all proposals received.

2.0.5. Changes in applicable laws and rules may affect the award process or any resulting contracts. Offerors are responsible for ascertaining pertinent legal requirements and restrictions. Offerors are encouraged to visit the official Federal websites pertaining to the Pilot Project, at <http://www.lifelinesupport.org/rhc-pilot-program/> and <http://www.fcc.gov/cgb/rural/rhcp.html> .

2.0.6. The selection decisions made by San Juan Regional Medical Center and reported to SWTAG and USAC under this RFP are final, and appeals or re-submissions will not be considered.

2.0.7. Note, Offerors may bid for connectivity or network edge hardware exclusively; or bid both combined.

2.0.8 Proposals will be evaluated for compliance with all instructions, specifications, and the terms and conditions. In responding to this RFP, Offerors are to organize proposals in the order stated in sections 2.1 through 2.6. In responding to this RFP, Offerors are encouraged to provide additional information if Offeror believes that information to be relevant. Responses should provide the details required and not solely a statement of acknowledgment. The submission of proposals must be organized to include, but not be limited to the following information:

2.1. Proposal Compliance (10 possible points)

2.1.1. Name, address, e-mail address, telephone numbers, and facsimile number of the Offeror.

2.1.2. Name, title, e-mail address, and telephone number of the primary contact of the Offeror.

2.1.3. A signature of the Offeror or of an officer/employee who certifies that he/she has the authority to make the bid.

2.1.4. A statement of the Offeror, if awarded the contract, will comply with the contract Terms and Conditions as set forth in this RFP. USAC procedures and processes must be met for the RHCPP. Please provide a statement containing acknowledgement of, and provisions for providing, USAC invoicing requirements and formats.

2.1.5. A detailed description of the work proposed in response to this RFP. The submission must include, but is not limited to, addressing all requirements and each question contained within Sections 2.1, 2.2, 2.3, 2.4, 2.5, and 3.0 and their subparagraphs.

2.1.6. Provide evidence of the Offeror's prior experience and qualifications related to accomplishing the requested work. Address each item in Section 2.3 and its subparagraphs.

2.1.7. Provide a statement with the dates for which the offer will remain open/valid.

2.2. Proposal and Contract Terms (15 possible points)

2.2.1. Offeror's response to the RFP demonstrates a clear and complete understanding of the goals of the overall project.

2.2.2. Offeror's proposition for providing the consolidated project needs – i.e., proposals that combine connectivity, hardware, and services.

2.2.3. The above notwithstanding, vendors may bid for connectivity or network edge hardware exclusively.

2.2.4. Connectivity services – Bids for 1-year, 3-year and 5-year duration.

2.2.5. Hardware service and maintenance – Bids for 1-year, 3-year and 5-year duration.

2.2.6. Service Level Agreements and/or Performance guarantees are provided including uptime and response time guarantees.

2.2.7. Proposed system testing and acceptance provisions will be required on all bid proposals. San Juan Regional Medical Center reserves the right to work in concert with Offerors to develop appropriate testing and acceptance criteria for specific installations or configurations, to be defined and accepted by both parties prior to contract initiation.

2.2.8. Any contract resulting from this RFP will contain specific deliverable item acceptance provisions.

2.2.9. Bid proposals will contain acknowledgement of, and provisions for providing, USAC invoicing requirements and formats. Offeror will conform to invoicing procedures and processes as promulgated by USAC.

2.2.10. Offeror agrees to identify and provide a project manager or other individual who will be the primary contact for all dealings with San Juan Regional Medical Center.

2.2.11. The successful Contractor will be required to provide full documentation upon completion.

2.3. Implementation Plan and Timeframe (15 possible points)

2.3.1 Offers will be evaluated and scored based upon how well the bidder describes/responds to the following:

2.3.2 Implementation timeline must begin no later than 30 days from the date of award notification.

2.3.3 Bid proposals must include a project implementation plan and timeline detailing milestones and overall schedule. Critical path items and potential delay circumstances must be clearly identified.

2.4. Design Compatibility (15 possible points)

2.4.1 Offers will be evaluated and scored based upon how well the bidder describes/responds to the following:

2.4.2. Connectivity Services

2.4.2.1. Offeror's proposal accounts for existing network design within the network(s) to which its bid applies, and does not require re-grooming or reconfiguration of circuits or transports not directly impacted by the project. (This requirement does not include the decommissioning of existing circuits being replaced by new San Juan Regional Medical Center-specified circuits.)

2.4.3. Hardware Components

2.4.3.1. Offeror's proposal for hardware meets the stated requirements of the RFP in all respects without substitution or alteration of required functionality.

2.4.3.2. Offeror's proposal accounts for existing hardware components and network logical and physical topology, and does not impose restrictions or reconfiguration requirements to accommodate specifications of proposed equipment that do not meet RFP requirements. (This requirement does not include the reconfiguration or decommissioning of existing equipment being replaced by new San Juan Regional Medical Center-specified devices.)

2.4.3.3. Offeror's proposal includes maintenance and support contract options.

2.4.3.4. Offeror's proposal includes only those installation and configuration services specifically requested in the RFP.

2.5. Provider / Offeror Qualifications (15 possible points)

2.5.1 Offers will be evaluated and scored based upon how well the bidder describes/responds to the following:

2.5.2. Offeror possesses the ability to provide proposed services or products in the manner and within the timeline(s) specified in the RFP, as determined by San Juan Regional Medical Center, based on:

2.5.2.1. Describe the prior experience and qualifications related to accomplishing the work as requested. Offeror must provide a current Service Provider Identification Number (SPIN) in their proposal.

2.5.2.2. References: provide a list of references that identifies services provided on contractors for similar work. A minimum of three references should be included and at least one of them should be in healthcare. Include telephone numbers, names and mailing addresses of individuals who can attest to the Offeror's experience and qualifications of the services requested.

2.5.2.3. Reputation in the industry. Provide background regarding the Offeror, including: length of time in business, other activities performed by the Offeror, and number of individuals on staff (including owners, partners, and employees).

2.5.2.4. Contractor's history of reliability and customer service based on past performance in the experience of one or more of the SWTAG members; and

2.5.2.5. Objective qualifications of key staff and proposed project personnel. Describe the experience and qualifications for the specific individuals who will provide the work.

2.6. Cost (30 possible points)

2.6.1 Offers will be evaluated and scored based upon how well the bidder describes/responds to the following:

2.6.2. San Juan Regional Medical Center will select the most cost effective bid or bids presented, whether that is a consolidated bid for Internet service and point to point wireless connections, or bids for either internet service or point to point wireless.

2.6.3. All costs may not qualify for RHCPP funding, so it is critical that accurate, detailed cost information be provided for all portions of the bid proposal. Offeror must assure that all costs associated with the proposal are identified. If San Juan Regional Medical Center is responsible for any cost element (e.g. electrical outlets), they must be noted in the proposal or the Offeror will assume responsibility for the cost. Indicate on your proposal that this is understood.

2.6.4. Bid proposals must identify all costs associated with the proposed solution, including design, installation, configuration, maintenance, and monthly recurring costs.

Specifically, for connectivity proposals include costs for:

2.6.4.1. Implementation fees, including one-time connection or provisioning charges, hardware costs.

2.6.4.2. Monthly recurring charges amortized over the period of the proposed contract, for transmission at the proposed bandwidth, port charges, transport charges, taxes, fees, and assessments.

2.6.4.3. Contract termination provisions, including specific penalties, if any, for early termination by San Juan Regional Medical Center.

Specifically, for hardware and fiber installation proposals include costs for:

2.6.4.4. Purchase price for each unit. Bundled pricing may be cited, but individual components must be identified and detailed pricing provided.

2.6.4.5. Shipping costs for each unit or shipment.

2.6.4.6. Design, engineering, configuration and installation charges.

2.6.4.7. Taxes, permits, fees, licenses.

2.6.4.8. Maintenance and/or support charges for the proposed contract period.

3.0 Site, Routing, and Technical Information

3.1. The San Juan Regional Medical Center project consists of the addition and enhancement of broadband connectivity and concomitant hardware to three sites in New Mexico in support of its participation in the SWTAG and that project's selection as a participant on the FCC Rural Healthcare Pilot Program.

3.2. The project requires a new high speed Internet connection and also a wireless point to point network and site-based network routing hardware. The requirements for this RFP are grouped by location to enable Offerors to most effectively evaluate the site(s).

3.3. Offerors are cautioned that some sites are currently utilizing circuits funded in part by the Rural Health Care Program, administered by USAC. All connectivity bids solicited under this RFP are for newly-provisioned circuits. No bid may include any change, updating, or "re-grooming" of any circuit currently being funded by the Rural Health Care Program. Further, installation timing of new circuit installations must be coordinated such that existing circuits are decommissioned as the new, RHCPP-supported circuits are installed. Bids failing to meet these requirements will be rejected without further consideration.

3.4. Member Name: San Juan Regional Medical Center and Clinics

3.4.1. The broadband links specified are to provide transport between the remote indicated sites and the Main Hospital Network currently in use for connecting to the Data Center at the San Juan Regional Medical Center in Farmington, NM. See Appendix A, for the Site Connectivity diagram.

The San Juan Regional Medical Center wide area data network system is currently maintained by:

Brainstorm
640 Main Ave.
Durango, CO 81301

3.4.2. The requirement to connect to the existing San Juan Regional Medical Center wide area network system notwithstanding, Offerors are encouraged to propose specific designs for providing the backhaul services and connectivity needed to accomplish that goal.

3.4.3. Connectivity Requirements – Broadband Internet Link

3.4.3.1. All circuits are to be fully provisioned from end-point to core location. Physical facility installation to the demarcation point at each site affected must be included in the bid.

3.4.3.2. Transport: To be determined by Offeror, but must be transparent to layer-3 and higher protocols, including the San Juan Regional Medical Center network.

3.4.3.3. Bandwidth: 100 Mbps minimum between the San Juan Regional Medical Center network system and the Internet, unless otherwise specified in the detail site listing in Appendix B.

3.4.3.4. Latency: < 60ms; (between site and core routers in the San Juan Regional Medical Center's data center.

3.4.3.5. Stability (video): jitter: good 0 – 20 ms, acceptable 20 – 50ms; packet loss good 0 – 0.5%, acceptable 0.5 – 1.5%.

3.4.3.6. Site connectivity physical circuit redundancy should be proposed where the site's location and circumstances provide the capability of effectively providing redundant entry points to the facility, and the appropriate network hardware needed to manage the redundant circuits.

3.4.3.7. Site connectivity backhaul redundancy and resiliency should be proposed when possible, to provide separate physical and logical paths for redundant circuits. Resiliency for backhaul circuit transport is required, with provisioning to take into account that need.

3.4.3.8. Physical facilities and provisioning to the demarcation point of each site must be included in the proposal, where needed.

3.4.4. Connectivity Requirements – Dedicated Wireless Links

3.4.4.1. Inter-building dedicated external wireless installations are solicited for two remote locations as specified in Appendix B: Site Detail Specifications.

3.4.4.2. End-to-end wireless installation between the facility-designated telecommunications demarcation point in both sites of each site pair is required. Routing and installation particulars are to be determined by the Offeror in accordance with the specifications below, and must be described in the bid proposal. Also, as noted in the diagram in Appendix A, at least one intermediate link will most likely be required due to the lack of line of sight between the main hospital and remote locations.

3.4.4.3. Dedicated wireless installation bids are to include all labor and materials needed for the installation of the specified wireless connectivity, including site survey, engineering, installation, and termination.

3.4.4.4. Documentation, including final site survey, engineering drawings, wireless installation specifications and 'as built' drawings, is to be provided in a timely fashion upon the acceptance on an installation bid by San Juan Regional Medical Center.

3.4.4.5. The Offeror will obtain permits from departments and/or agencies of cities, state, county, and federal government, railroads, or other entities which provide for the placement of facilities within their respective rights of way.

3.4.4.6. The Offeror will provide easements for construction on private lands, as needed. Any and all easements must be approved by San Juan Regional Medical Center prior to implementation. It is preferred that all easements be one time, advance payments with no recurring charges.

3.4.4.7. All external wireless installation will be in accordance with FCC regulations (<http://www.fcc.gov/>). Radios will be of the licensed type and therefore FCC licenses will be required. The license application and coordination will be taken care of by the Offeror and the cost of the initial license will be included in the bid proposal.

3.4.4.8. All wireless installation will be installed and tested in accordance with industry-standard practices, including but not limited to the standards promulgated in the National Electrical Safety Code IEEE C-2), NFPA 70, TIA-590-A, and TIA-758-A, all as amended. Installation will meet all FCC, local building, and electrical codes.

3.4.4.9. One hundred percent (100%) of the wireless infrastructure must be tested in accordance with TIA/EIA-568-B.1, TIA/EIA-568-B.3. Testing instrument must be calibrated to show anomalies of .02dB minimum, with photographic or digitized traces provided to the San Juan Regional Medical Center site contact.

3.4.5. Edge Hardware (Router) Requirements

3.4.5.1. Routers are required for all sites as specified in the detailed site listing, Appendix B.

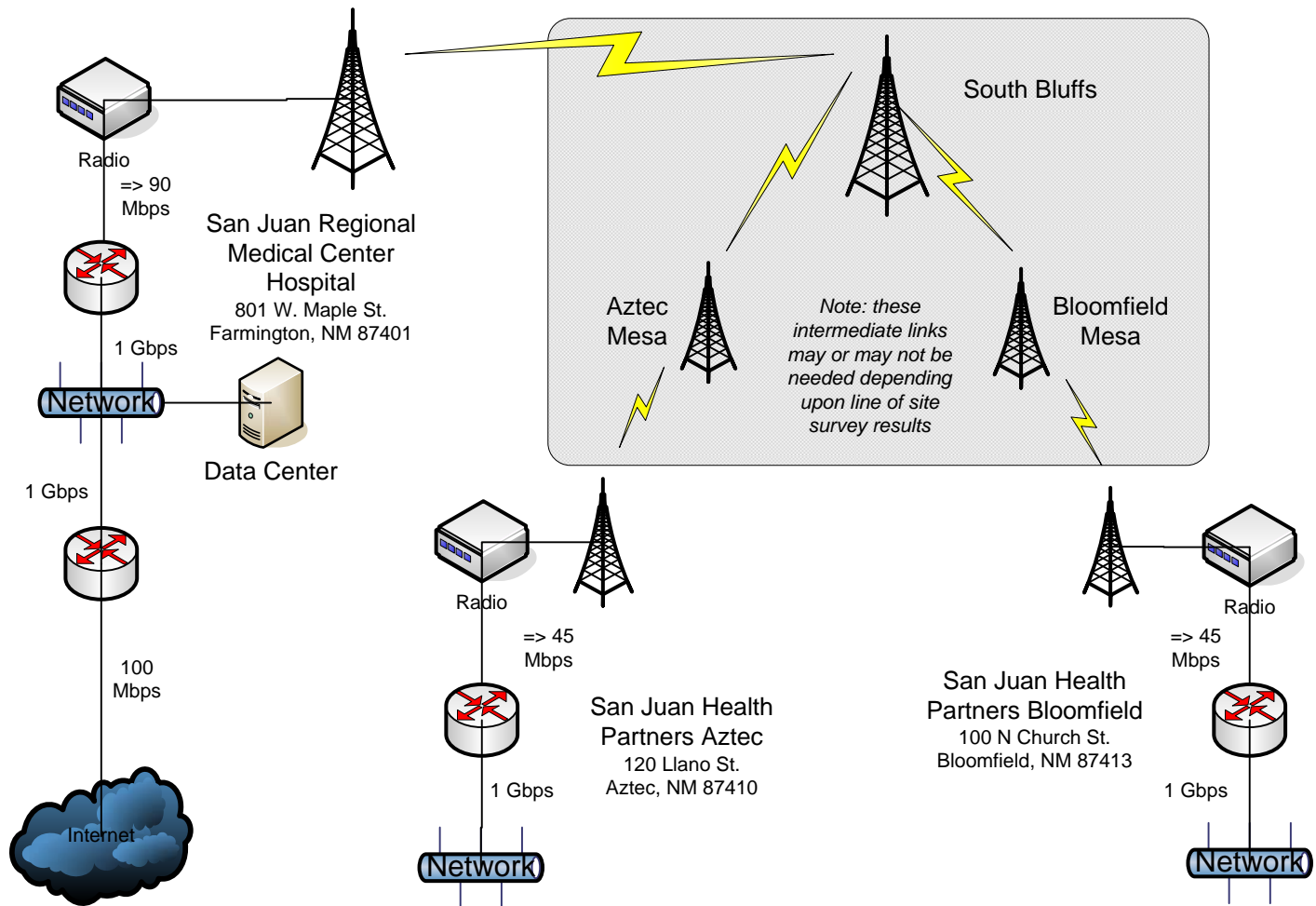
3.4.5.2. Routers must be compatible with existing network hardware in the San Juan Regional Medical Center region on a functional, configuration, and physical level.

3.4.5.3. General configuration information for the router type is specified in Appendix B: Site Detail Specifications. These configurations are based on Cisco products, but Cisco-brand hardware is not required. Proposals offering alternate brands and configurations are acceptable, with due consideration of the requirements for compatibility and interoperability set forth above and in Section 2.0.

Appendix A: Site Connectivity Drawings

The following drawings provide a graphical depiction of the connectivity solicited by this RFP. The drawings are schematic in nature and are intended to provide an overview only. In the event of a discrepancy between the drawings and the Detail Site Specifications or any written description or specification in this RFP, the written version shall be considered to be authoritative.

San Juan Regional Medical Center Network Additions



Appendix B: Detail Site Specifications B: Detail Site Specifications

The following pages provide information for each site for which bids are solicited, organized by Member:

Site 1:

Main Hospital Location:
San Juan Regional Medical Center
801 W. Maple
Farmington, NM 87401

Site 2:

San Juan Health Partners – Bloomfield
100 N. Church Rd.
Bloomfield, NM 87413

Site 3:

San Juan Health Partners – Aztec
120 Llano St.
Aztec, NM 87410

Each specification sheet provides site physical and contact information, as well as connectivity and hardware requirements.

Connectivity: Specified in terms of the desired transport type (Ethernet or TDM (DS3)). Equivalent bandwidth of alternate types may be proposed, provided all requirements of Section 3.0 herein are met.

Hardware: Specified in terms of the Cisco Systems type/model desired for the primary router(s) to provide OSI Layer 3 'edge' connectivity for the circuits. Other brands or systems may be proposed, but Offerors are cautioned that the compatibility requirements of Section 3.0 herein must be met.

Facility Site 1 : San Juan Regional Medical Center – Main Hospital

**801 West Maple St.
Farmington, NM 87401**

Facility Phone: 505-609-2000

**Facility Contact: Joe Dohle
Phone 505-609-6945**

Funding year: FY3- 2009

Connectivity:

Site 1 – 100 Mbps Ethernet to the Internet

Site 1 to 2 - 45 MB Ethernet or more Bandwidth from site 1 to the Bloomfield Clinic

Site 1 to 3 - 45 MB Ethernet or more Bandwidth from site 1 to the Aztec Clinic

See RFP Section 3.0 through 3.4.5.3 for routing and connectivity requirements

Hardware Cisco 2821 Configuration or Equivalent Specifications:

| Qty | Product | Description |
|-----|--------------------|---|
| 1 | C2821-VSEC-SRST/K9 | 2821 VSEC Bundle w/PVDM2-32,FL-SRST-48,Adv IP Serv,128F/256D |
| 1 | S28NRAISK9-12415T | Cisco 2800 AISK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES |
| 1 | MEM2821-256U512D | 256 to 512MB DDR DRAM factory upgrade for the Cisco 2821 |
| 1 | MAX-28/38-FLASH-BN | 64 to 256 MB CF Factory Upgrade and 256MB USB Flash Token for 2800/3800 |
| 1 | PVDM2-32U64 | PVDM2 32-channel to 64-channel factory upgrade |
| 1 | PWR-2821-51-AC-IP | Cisco 2821/51 AC/IP power supply |
| 1 | CAB-AC | Power Cord,110V |
| 1 | ROUTER-SDM | Device manager for routers |
| 1 | MEM2800-64U256CF | 64 to 256 MB CF Factory Upgrade for Cisco 2800 Series |
| 1 | MEMUSB-256FT | 256MB USB Flash Token for Cisco 1800/2800/3800 series |
| 1 | MEM2800-256D-INC | 256MB DDR DRAM Memory factory default for the Cisco 2800 |
| 3 | CON-SNT-2821SRST | SNT 8X5XNBD + SAU 2821 Voice Bundle |

Facility Site 2 : San Juan Health Partners – Bloomfield
 100 N. Church Rd.
 Bloomfield, NM 87413

Facility Phone: 505-632-1807

Facility Contact: Joe Dohle
 Phone 505-609-6945

Funding year: FY3- 2009

Connectivity: 45 MB Ethernet or Bandwidth Equivalent back to Site 1.
 See RFP Section 3.0 through 3.4.5.3 for routing and connectivity requirements

Hardware Cisco 2821 Configuration or Equivalent Specifications:

| Quantity | Product | Description |
|----------|--------------------|---|
| 1 | C2821-VSEC-SRST/K9 | 2821 VSEC Bundle w/PVDM2-32,FL-SRST-48,Adv IP Serv,128F/256D |
| 1 | S28NRAISK9-12415T | Cisco 2800 AISK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES |
| 1 | MEM2821-256U512D | 256 to 512MB DDR DRAM factory upgrade for the Cisco 2821 |
| 1 | MAX-28/38-FLASH-BN | 64 to 256 MB CF Factory Upgrade and 256MB USB Flash Token for 2800/3800 |
| 1 | PVDM2-32U64 | PVDM2 32-channel to 64-channel factory upgrade |
| 1 | PWR-2821-51-AC-IP | Cisco 2821/51 AC/IP power supply |
| 1 | CAB-AC | Power Cord,110V |
| 1 | ROUTER-SDM | Device manager for routers |
| 1 | MEM2800-64U256CF | 64 to 256 MB CF Factory Upgrade for Cisco 2800 Series |
| 1 | MEMUSB-256FT | 256MB USB Flash Token for Cisco 1800/2800/3800 series |
| 1 | MEM2800-256D-INC | 256MB DDR DRAM Memory factory default for the Cisco 2800 |
| 3 | CON-SNT-2821SRST | SNT 8X5XNBD + SAU 2821 Voice Bundle |

Facility Site 3: San Juan Health Partners Aztec
 120 Llano St.
 Aztec, NM 87410

Facility Phone: 505-334-3404

Facility Contact: Joe Dohle
 Phone: 505-609-6945

Funding year: FY3-2009

Connectivity: 45MB bandwidth or equivalent back to Site 1.
 See RFP Section 3.0 through 3.4.5.3 for routing and connectivity requirements

Hardware: Cisco Router, as specified or Equivalent Specifications:

| Quantity | Product | Description |
|----------|--------------------|---|
| 1 | C2821-VSEC-SRST/K9 | 2821 VSEC Bundle w/PVDM2-32,FL-SRST-48,Adv IP Serv,128F/256D |
| 1 | S28NRAISK9-12415T | Cisco 2800 AISK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES |
| 1 | MEM2821-256U512D | 256 to 512MB DDR DRAM factory upgrade for the Cisco 2821 |
| 1 | MAX-28/38-FLASH-BN | 64 to 256 MB CF Factory Upgrade and 256MB USB Flash Token for 2800/3800 |
| 1 | PVDM2-32U64 | PVDM2 32-channel to 64-channel factory upgrade |
| 1 | PWR-2821-51-AC-IP | Cisco 2821/51 AC/IP power supply |
| 1 | CAB-AC | Power Cord,110V |
| 1 | ROUTER-SDM | Device manager for routers |
| 1 | MEM2800-64U256CF | 64 to 256 MB CF Factory Upgrade for Cisco 2800 Series |
| 1 | MEMUSB-256FT | 256MB USB Flash Token for Cisco 1800/2800/3800 series |
| 1 | MEM2800-256D-INC | 256MB DDR DRAM Memory factory default for the Cisco 2800 |
| 3 | CON-SNT-2821SRST | SNT 8X5XNBD + SAU 2821 Voice Bundle |

Appendix C: SWTAG FCC Pilot Program Vendor Evaluation – SJRMC SWTAG RFP 04

| | Evaluation Criteria Element | Vendor 1 | Vendor 2 | Vendor 3 | Vendor 4 | Vendor 5 | Vendor 6 | Vendor 7 |
|----|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | Network Additions – Consolidated | | | | | | | |
| 1 | Proposal Compliance (See Section 2.1) (rank 1-10, with 10 signifying optimal compliance) | | | | | | | |
| 2 | Proposal and Contract terms (see Section 2.2) (rank 1-15, 15 signify optimum suitability) | | | | | | | |
| 3 | Implementation Plan and Time Frame (See Section 2.3) (rank 1-15, 15 signifying optimum compatibility with existing environment) | | | | | | | |
| 4 | Design Compatibility (See Section 2.4) (rank 1-15, 15 signifying optimum compatibility with existing environment) | | | | | | | |
| 5 | Provider/Offeror Qualifications (See Section 2.5) (rank 1-15, 15 signifying best qualifications) | | | | | | | |
| 6. | Cost (see Section 2.6) (rank 1-30, 30 being the lowest cost solution) | | | | | | | |
| | Final Score (100 maximum) | | | | | | | |
| | Final Vendor Ranking (highest score is top ranked vendor) | | | | | | | |

| | Evaluation Criteria Element | Vendor 1 | Vendor 2 | Vendor 3 | Vendor 4 | Vendor 5 | Vendor 6 | Vendor 7 |
|----|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | Network Additions - Connectivity | | | | | | | |
| 1 | Proposal Compliance (See Section 2.1) (rank 1-10, with 10 signifying optimal compliance) | | | | | | | |
| 2 | Proposal and Contract terms (see Section 2.2) (rank 1-15, 15 signify optimum suitability) | | | | | | | |
| 3 | Implementation Plan and Time Frame (See Section 2.3) (rank 1-15, 15 signifying optimum compatibility with existing environment) | | | | | | | |
| 4 | Design Compatibility (See Section 2.4) (rank 1-15, 15 signifying optimum compatibility with existing environment) | | | | | | | |
| 5 | Provider/Offeror Qualifications (See Section 2.5) (rank 1-15, 15 signifying best qualifications) | | | | | | | |
| 6. | Cost (see Section 2.6) (rank 1-30, 30 being the lowest cost solution) | | | | | | | |
| | Final Score (100 maximum) | | | | | | | |
| | Final Vendor Ranking (highest score is top ranked vendor) | | | | | | | |

| | Evaluation Criteria Element | Vendor 1 | Vendor 2 | Vendor 3 | Vendor 4 | Vendor 5 | Vendor 6 | Vendor |
|----|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|
| | Network Additions - Hardware | | | | | | | |
| 1 | Proposal Compliance (See Section 2.1) (rank 1-10, with 10 signifying optimal compliance) | | | | | | | |
| 2 | Proposal and Contract terms (see Section 2.2) (rank 1-15, 15 signify optimum suitability) | | | | | | | |
| 3 | Implementation Plan and Time Frame (See Section 2.3) (rank 1-15, 15 signifying optimum compatibility with existing environment) | | | | | | | |
| 4 | Design Compatibility (See Section 2.4) (rank 1-15, 15 signifying optimum compatibility with existing environment) | | | | | | | |
| 5 | Provider/Offeror Qualifications (See Section 2.5) (rank 1-15, 15 signifying best qualifications) | | | | | | | |
| 6. | Cost (see Section 2.6) (rank 1-30, 30 being the lowest cost solution) | | | | | | | |
| | Final Score (100 maximum) | | | | | | | |
| | Final Vendor Ranking (highest score is top ranked vendor) | | | | | | | |