

Oregon Health Network

Evaluation of Responses to RFP#1

Introduction

Oregon Health Network (OHN) Request for Proposals (RFP) number one asked for proposals for a Network Operations Center, proposals for regional exchanges, proposals for connections to Internet2 (I2) and/or National Lambda Rail (NLR) and proposals for access and transport links to OHN from six individual sites. The proposal evaluation criteria are attached as Appendix 1.

Network Operation Center

Three vendors submitted Network Operations Center (NOC) proposals: EasyStreet Online Services, Inc. of Beaverton, Oregon; Fujitsu Network Communications, Inc. of Richardson, Texas; and Verizon Business, Portland Oregon office. EasyStreet is the apparent successful proposer. The evaluation form with ratings of the three proposals is attached as Appendix 2.

Regional Exchanges

Three vendors submitted regional exchange proposals. Quantum Communications of Redmond, Oregon submitted the only proposal for a central Oregon exchange. Hunter Communications of Central Point, Oregon and Data Center West of Medford, Oregon each submitted proposals for a southern Oregon exchange. Quantum Communications is the apparent successful proposer for the central Oregon exchange. Data Center West provided the only carrier-neutral exchange proposal for southern Oregon and is therefore the apparent successful proposer for the southern Oregon exchange. All of the vendors submitted “no cost to OHN” proposals, so no Rural Health Care Pilot Program (RHCPP) funds will be requested.

Internet2/National Lambda Rail

Oregon Gigapop, an Oregon regional Internet2 aggregator submitted the only valid proposal. A late and incomplete proposal submitted by e-mail only from a different vendor proposing an NLR connection was rejected as non-compliant. The price for the Internet2 connection, based on a minimum data traffic volume not likely to be achieved by OHN in the first two years of operation, had a higher cost than OHN was prepared to pay at this time. OHN plans to make no award at this time and reserves the right to rebid at a later date.

Wallowa Memorial Hospital

Three vendors submitted proposals: LS Networks of Portland, Oregon, Charter Business of Vancouver, Washington, and Inland Development Corporation of Heppner, Oregon. Inland

Development Corporation is the apparent successful bidder. The evaluation form with ratings of the three proposals is attached.

Blue Mountain Community College (BMCC)

Three vendors submitted proposals for each of the two BMCC sites, Pendleton, Oregon and Baker City, Oregon: LSNetworks of Portland, Oregon, Charter Business of Vancouver Washington and Inland Development Corporation of Heppner, Oregon. For the Pendleton site, LSNetworks was teamed with Eastern Oregon Telecom of Hermiston, Oregon, who would be the contractor of record for that site, if selected. Charter Business is the apparent successful bidder for the Pendleton site. LS Networks is the apparent successful bidder for the Baker City site. The evaluation forms with ratings of the three proposals for each site are attached.

Oregon Coast Community College (OCCC)

OCCC requested service at three branch locations: Lincoln City, Newport, and Waldport, Oregon. Two vendors proposed service for the Lincoln City and Waldport sites and three vendors proposed service for the Newport site. CoastCom, Inc. of Newport Oregon (teamed with LSNetworks) and Charter Business proposed to serve all three sites. Telehealth Networks of Salt Lake City, Utah, proposed connecting the Waldport and Lincoln City sites to the Newport site, but did not propose a connection to OHN from the Newport site. CoastCom, Inc. is the apparent successful bidder for all three OCCC sites. The evaluation forms with ratings of the proposals for each site are attached.