

Fairfax County ESInet Solution Award Considerations

Capability	Advantage
<ul style="list-style-type: none"> Awarded ESInet solution has six redundant, geographically dispersed, NG9-1-1 standards compliant Next Generation Core Services (NGCS) Cores for Call Routing. 	<ul style="list-style-type: none"> Triple the resiliency and backup capability to support call routing for PSAPs as compared to other offer's solutions (Six compared to two Cores) when calls spike or natural disasters hit an area.
<ul style="list-style-type: none"> Greater resiliency as each PSAP will have direct connections to three NGCS Cores for Call routing at any one time. 	<ul style="list-style-type: none"> Other offerors provided two core solutions (minimum requirement). No drop off in resiliency with awarded solution during maintenance windows (always two Cores available).
<ul style="list-style-type: none"> Six NGCS Core sites are built and in place and elements of the solution have been in use in multiple US locations. 	<ul style="list-style-type: none"> Awarded solution can handle twice the number of 911 calls made in the US annually. Awarded partners (AT&T/West) have more combined experience in implementing ESInet solutions than other offerors.
<ul style="list-style-type: none"> Superior Service Level Agreements 	<ul style="list-style-type: none"> Awarded solution provided 50% faster resolution time for Severity Level 1 and 2 incidents. Offered monetary credits for not meeting the SLAs
<ul style="list-style-type: none"> Most cost effective solution in terms of Interoperability with Loudoun County and District of Columbia capabilities 	<ul style="list-style-type: none"> Loudoun and DC are a part of the AT&T/West network so interoperability is available from day one with no financial setup fees for interoperability of disparate ESInets.
<ul style="list-style-type: none"> Comprehensive Interoperable service and price offering for all call types (inclusive of Text-to-9-1-1 services and text transfer capabilities). 	<ul style="list-style-type: none"> Awarded solution the only one with an integrated pricing and service approach for all call types (all in one price offering and platform). Includes Text Control Center subscription to West TCC and provides universal ability to transfer texts to any PSAP using Text-to-9-1-1.
<ul style="list-style-type: none"> Awarded solution is with a national telecommunications carrier 	<ul style="list-style-type: none"> Extensive experience of AT&T/West in interconnecting with other carriers.

Procurement Selection Factors and Weighting

Technical Compliance	25%
Service Level Agreements	20%
Respondent Qualifications & Experience	20%
Migration Plan	15%
Vendor Oral Presentation	5%
Pricing	15%