

**From:** Michael Farrell [mike.farrell@nortel.com]  
**Sent:** Monday, April 10, 2006 3:43 PM  
**To:** rick.becker@nitc.ne.gov  
**Cc:** Tom Rolfes  
**Subject:** Network Edge Device Standard --Comments

Rick:

Per the e-mail from Tom Rolfes, attached is general feedback regarding your "Network Edge Device Standard":

**Section 1.1, p.2**

1) Nortel complies with all these requirements for options A, B, C.

2) Concern/feedback regarding the last bullet -- "Network Nebraska support team familiarity with equivalent devices"

-This can represent a "catch all" whereby Network Nebraska doesn't give all vendors an equal opportunity to prove "familiarity with equivalent devices".

-An example, on a recent State of Nebraska Proposal/Bid 1138 OF - Extreme Network Equipment, Nortel submitted an "equivalent bid" that was 1/2 the cost of the chosen bid (\$2.547m vs. \$1.205m) and we were not given an opportunity to explain why our solution was equivalent, nor were we provided any feedback at all in regards to our proposal/bid. Discounting my objectivity, as a vendor calling on the State of NE and a NE taxpayer, a discrepancy of \$1m+ seems like reason to further explore the "equivalency" of alternate bid.

**Section 2.2, p2**

1) Nortel complies with all these requirements.

2) Concern/feedback regarding the last bullet -- "Network Nebraska support team familiarity with equivalent devices"

-This can represent a "catch all" whereby Network Nebraska doesn't give all vendors an equal opportunity to prove "familiarity with equivalent devices".

We appreciate the opportunity to provide feedback and look forward to the opportunity to work with the NITC as LB 1208 continues to take shape.

Sincerely,

**Mike Farrell**

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