

Telecommunication Consultant Proposal Analysis

| VENDOR NAME | PRICE | SCOPE | REFERENCES |
|--|------------|---|---|
| Ballou Consultants Lancaster, Ohio | \$23,980* | Review Phase Bid Specification Phase Implementation Phase | Licking County Union County United McGill |
| Analicomm Columbus, Ohio | \$24,000 | Review Phase Bid Specification Phase Implementation Phase | City of Reynoldsburg COSI |
| THG Columbus, Ohio | \$28,000 | Review Phase Bid Specification Phase Implementation Phase | Upper Arlington City of Westerville Dublin Schools Westerville City Schools Hilliard City Schools |
| JAB Consultants Westerville, Ohio | \$29,250 | Review Phase Bid Specification Phase Implementation Phase | Ohio Civil Service Employees The Wasserstrom Company City of Vandalia |
| Gartner Consulting Woodland Hills, CA | \$89,343** | Review Phase Bid Specification Phase | No references submitted. |

*Ballou's price is an estimate only. Ballou actually bills on an hourly basis at \$100/hr. consulting; \$40/hr. administrative support; \$40/hr. travel; plus expenses. All other consultants' have submitted fixed prices.

**Note that Gartner's price does NOT include the implementation phase.