

# Proposal Comparison Report

**Criteria: pricing, project timeline**

## **Proposal 1:**

Proposal 1: ABC IT Solutions

### 1. Executive Summary:

ABC IT Solutions is pleased to submit this proposal to provide XYZ Technologies with comprehensive computer and network solutions. Our proposed solution includes upgrading the network infrastructure, enhancing cybersecurity, and providing ongoing support.

### 2. Company Overview:

ABC IT Solutions has been delivering IT solutions for over 10 years. We specialize in network design, security, and IT support services. Our clients include businesses across various industries, and we are a certified Cisco partner.

### 3. Proposed Solutions:

- Network Infrastructure: We will upgrade the LAN and install a secure WAN using Cisco Meraki devices for seamless connectivity between XYZ Technologies' offices. This will improve performance, redundancy, and scalability.
- Security Enhancements: We will deploy Cisco ASA firewalls, configure VPNs for remote access, and implement an IDS/IPS solution to prevent unauthorized access. We'll also integrate two-factor authentication (2FA) to secure your network.
- Hardware and Software: We propose supplying Dell PowerEdge servers and Dell OptiPlex workstations, known for their reliability and performance.
- Ongoing Support: Our team will provide 24/7 monitoring, monthly performance reports, and on-demand technical support through our helpdesk.

#### 4. Project Timeline:

- Week 1-2: Network design and procurement of equipment.
- Week 3-5: Installation and configuration of LAN/WAN, security setup.- Week 6: Testing, training, and project handover.

#### 5. Pricing:

- Hardware: \$50,000 (servers, workstations, network devices)
- Labor: \$25,000 (installation, configuration)
- Ongoing Support: \$5,000/month

#### 6. Client References:

- XYZ Financial Services, IT network overhaul in 2023.
- ABC Manufacturing, ongoing network support since 2020.

### **Proposal 2:**

Proposal 2: Tech Innovators Inc.

#### 1. Executive Summary:

Tech Innovators Inc. is excited to submit our proposal for delivering advanced computer and network solutions to XYZ Technologies. We aim to enhance the company's network performance, security, and reliability while providing seamless ongoing support.

#### 2. Company Overview:

Tech Innovators Inc. is a leading provider of IT services with 15 years of experience. Our expertise includes network infrastructure, cybersecurity, and IT support for mid-sized businesses. We are certified by both Cisco and Microsoft.

#### 3. Proposed Solutions:

- Network Infrastructure: We propose upgrading your network using Cisco Catalyst switches and Cisco ASA

firewalls. We will also set up an MPLS-based WAN to link your office locations, ensuring high-speed and secure connections.

- Security Enhancements: A layered security approach will be implemented, including next-generation firewalls, endpoint protection, VPN solutions for remote users, and centralized monitoring to detect and respond to threats.
- Computer Systems: We recommend Lenovo ThinkSystem servers and ThinkPad workstations, offering top-tier performance and security features.
- Ongoing Support: We offer proactive monitoring and support, with a dedicated account manager assigned

to your team. Monthly security audits and network performance reports will be provided.

#### 4. Project Timeline:

- Week 1: Assessment of existing infrastructure and equipment procurement.
- Week 2-4: Installation of network infrastructure and security setup.- Week 5-6: Testing, documentation, and team training.

#### 5. Pricing:

- Hardware: \$60,000 (servers, workstations, network devices)
- Labor: \$20,000 (installation, configuration)
- Ongoing Support: \$4,500/month

#### 6. Client References:

- DEF Legal Services, network design and installation in 2022.
- GHI Logistics, ongoing IT support since 2019.

#### **Comparison:**

### Comparison based on the criteria: pricing, project timeline

- **\*\*Proposal 1 Summary\*\***: ABC IT Solutions is pleased to submit this proposal to provide XYZ Technologies with comprehensive computer and network solutions . The proposed solution includes upgrading the network infrastructure, enhancing cybersecurity, and providing ongoing support . The

project timeline: Week 1-2: Network design and procurement of equipment . Week 3-5: Installation and configuration of LAN/WAN, security setup, and project handover .

- **\*\*Proposal 2 Summary\*\***: Tech Innovators Inc. is a leading provider of IT services with 15 years of experience . The company proposes upgrading your network using Cisco Catalyst switches and Cisco ASAfirewalls . It will also set up an MPLS-based WAN to link your office locations, ensuring high-speed and secure connections .

**Recommendation:**

Proposal 1 seems to be more detailed.