



ADDENDUM 1

Questions regarding IT20.13.01.3 – Enterprise Network Switching & Electronics

1. We came across your 470 and RFP and was wondering if you are doing vendor Site Visits? If so we would love to set something up. Are there any free time slots?

A. I would suggest that you review the complete RFP, there is quite a bit of detail in the RFP about our setup(broken out by school). We had not planned on doing any site visits or a mandatory vendor meeting. I believe most can obtain the information they need to respond from the details that are included in the RFP.

2. We're interested in bidding on your E-Rate Form 470 RFP, and I wanted to run a couple of questions by to make sure we bid something that will meet your needs. It looks like you've requested 230 Aruba Switches. I have a question: Are you open to receiving a bid on Ruckus Equipment and services?

A . In response to your question, on page 16 section 4.1 it states:

4.1 Products to be most commonly purchased (Specifications are not intended to eliminate any reputable manufacturer, brand, or bidder. Reference to manufacturers, brand names, suppliers' itemization numbers, etc. is intended to set quality and feature standards and does not exclude bids from others as long as quality and feature standards are met). :

Starting on page 18 of the RFP, it outlines additional requirement for the switches as well. Please make sure your read the RFP carefully so you do not miss anything.

3. Do I need to on a vendor portal for Hamblen County to be able to respond to the bid?

A. There is not a vendor portal, but there is a vendor registration form that is included in the RFP document. That form must be completed and returned to the district prior to bidding and there is a time constraint on returning the form.

4. We are reviewing the RFP quantities- can we get clarification around the number of SFP+ modules. You have put more modules in some closets than you have switches and you only get one per switch. Are you specifying the number of SFP+ ports needed?

A. Yes, we are specifying the ports that are needed.

5. Would you be open to seeing a Meraki option on your E-Rate 470?

Reasons would be virtual stacking (making changes to batches of ports at once regardless of the switch), 1 click to schedule automatic firmware updates, and Cisco Catalyst Silicon chip sets built in.

A. Please see the posted RFP with the form 470 or the attached RFP to this email. I believe that will answer all of your questions

6. Under 3.7:

Other factors of consideration may include, but are not limited to transition, prior experience, including past performance, **personnel qualifications, including technical excellence; management capability, including schedule compliance; cost of ineligible products and services; and flexibility of services.** The Hamblen County Department of Education does not guarantee award of a contract and reserves the right to reject all bids.

I don't mean to pressure you. Just saying that you won't know what we can do for you unless you take a look. When Cisco bought us we were doing 200M a year. Now we are doing 2.2B a year. The dashboard sells itself.

A. Section 3.7 is the scoring rubric we will use. For details/specifications/requirements you need to look at Section 4.1:

4.1 Products to be most commonly purchased (Specifications are not intended to eliminate any reputable manufacturer, brand, or bidder. Reference to manufacturers, brand names, suppliers' itemization numbers, etc. is intended to set quality and feature standards and does not exclude bids from others as long as quality and feature standards are met). :

Proposed items (modules, transceivers, and cables) must be compatible with existing Aruba switches, Aruba Clearpass Appliance, and infrastructure. Switches should be able to be stacked with existing switches in place at the school locations. Documentations should be included for equivalent items to show compatibility.

There are also additional requirements in this section.

Once the bid has been posted, I can not have any meetings with any vendors about products that are being bid.

7. I am unclear if you are wanting "Maintenance" or "Warranty". If the switch comes with a warranty is that sufficient or do you want manufacturer maintenance as well?

A. We require both. There is a separate line on the response page for the Maintenance expense if there is one.

8. My other question is around Services. Are you needing installation services? I did see if you were quoting a competitive solution you requested 2 days training for 2 people.

A. Installation services are not typically required as the district usually does our own installs. We are providing a place and option for installation services and it's cost if we decide to use those services. If you are quoting a competitive solution, we are requiring 2 days of training for 2 people.

9. Also, I saw Page 8. 1.38 says 1 year options to renew up to 6 years. And Page 13 3.2 says 1 year renew for additional 4 at 1 year periods for a total of 5. Can you clarify the length of the contract?

A. The term of the contract is for one year, with the option to renew the contract on a yearly basis not to exceed a total of 5 additional renewals for a total possible length of renewals of 6 years total.