

QUESTIONS AND ANSWERS

Erate proposal 470 210003319-WLAN Access Points and Supporting Equipment

The following questions have been submitted concerning the Erate proposal 470 210003319, WLAN Access Points and Supporting Equipment. All questions received by the posted deadline of 5:00 PM, CST, Thursday, November 19, 2020 are provided verbatim from what was received and have been answered, which are highlighted.

It will be the responsibility of the proposer to determine what, if any, information from the Questions and Answers provided herein will be applicable in the submission of a proposal. As stated in Section IV (Evaluation and Award), Letter C (Proposal Format and Evaluation Criteria): "The submission of a Proposal will be prima facie evidence that the Responder has full knowledge of the scope, nature, quantity and quality of work to be performed; the detailed requirements of the specifications; and the conditions under which the work is to be performed."

No Amendment to the Proposal will be issued and the Opening date remains unchanged.

Vendor #1: We are looking to potentially place a bid on the "WLAN Access Points and Supporting Equipment" RFP, and we would like to humbly request to know how many access points the district intends to order at a time in order to provide accurate lead time.

Answer: The District reasonably expects to place one order for the full quantity, pending receipt of a positive Funding Commitment Decision Letter from USAC.

Vendor #2: Please let me know what "SPIN NUMBER" is and where can I find it.

Answer: The "SPIN NUMBER" is a unique identifier issued by USAC. As we are not involved in establishing Service Providers, you will need to visit:

<https://www.usac.org/e-rate/service-providers/> to obtain more information and to complete any necessary steps.

Vendor #3: In addition to putting together a Meraki proposal, I wanted to see if you were open to seeing a quick overview of the Cisco Meraki dashboard. We have several schools within your district leveraging the dashboard for managing their entire wired and wireless environment.

Might you have some time later next week to have a quick Webex?

Answer: In accordance with Section IV.C.2.iii.4.a and Section V, any proposed alternatives to the requested equipment must include sufficient technical specifications to show equivalency of, and integration with, existing Aruba solution. Sufficient technical specifications must also include any additional software, licensing, or hardware to provide a seamless operating experience.

Vendor #4: I am reaching out in response to your 470 posted on the County website and was curious if there was time for a brief 10-15 minute discussion with you to discuss a little further? I know you have a deadline for 11/19 for questions but was hoping to see if we could qualify to bid. Would you have any time today or tomorrow to speak briefly?

Answer: The solicitation provides information on what the District is intending to purchase through participation in the Erate program, as administered by USAC. For information on becoming a Service Provider in order to be eligible to submit a proposal, please visit: <https://www.usac.org/e-rate/service-providers/> to obtain more information and to complete any necessary steps.

Vendor #5: 470_210003319_Access Points and supporting Equipment
AP-515 access points – Connected to Aruba Controller

Q1.-Do you require integrated antenna or external antenna model?

Answer: Integrated.

Q2.-Do you require additional licensing for your access points?

Answer: No.

Q3.-Do you require standard spline or thin spline mounts?

Answer: The mounting bracket was not requested as part of the specifications of this proposal nor should it be included as part of the response.

Q4.-Do you have any solid surface ceilings that require a mounting box?

Answer: The mounting bracket was not requested as part of the specifications of this proposal nor should it be included as part of the response.

Q5.-Do you require support for the access points or are you planning on a spares model?

Answer: No additional warranty beyond the limited lifetime included in the base price.

Vendor #5:

Wireless:

1. For alternative wireless solutions, is a cloud or premise based management solution preferred? Aruba controllers will only support Aruba APs, so if alternatives are being considered, and alternative controller would also be a part of that.

Answer: In accordance with Section IV.C.2.iii.4.a and Section V, any proposed alternatives to the requested equipment must include sufficient technical specifications to show equivalency of, and integration with, existing Aruba solution. Sufficient technical specifications must also include any additional software, licensing, or hardware to provide a seamless operating experience.

2. Does the existing closet/edge switching environment have support for either multigig and/or 60 Watts of PoE?

Answer: Yes.

3. Are the cable runs to support the APs assumed to be already in place?

Answer: Yes.

Vendor #6:

- How does this follow open USAC E-rate competitive bids if limited to only be managed by AirWave Management Platform?

Answer: Per Sections II.T: “Specifications referencing specific brand names and models are used to reflect the kind and type of quality in materials and workmanship, and the corresponding level of performance the District expects to receive as a minimum.” and IV.C.2.iii.4.a: “If your Proposal is for equivalent equipment, clearly show any and all additional equipment, licensing, and/or software, as required, to provide equivalency to the requested equipment.”

- If we were to offer a comparable technology at a competitive price, would you consider a refresh of your current infrastructure?

Answer: In accordance with Sections I.U, IV.C.2.iii.4.a, and V, the District considers price, quality, availability, experience, references, and responsiveness as primary factors. Any proposed alternatives to the requested equipment must include sufficient technical specifications to show equivalency of, or integration with, the existing Aruba solution. Sufficient technical specifications must also include any additional software, licensing, or hardware to provide a seamless operating experience.