QUESTIONS AND ANSWERS

Erate proposal 470 210004093-SFP Modules

The following questions have been submitted concerning the Erate proposal 470 210004093, SFP Modules. 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: 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 #2: 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 #3:470_210004093_SFP Modules
QTY(604)J9150D 10 SFP+ LC SR 300m MMF   Or
QTY(604)AXIOM J9150D-AX-10GBASE-SR SFP+

Q1.-Some of the requirements in the core state that the existing fiber uses single-mode from Core to Data Center but your SFP Modules request MM only? which types do you require and the QTY for Core to Data Center?
Answer: We already have the required single-mode transceivers.

·   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.