

QUESTIONS AND ANSWERS

RFP 210706 - Communications Cabling

The following questions have been submitted concerning the RFP shown above. All questions received by the posted deadline of 5:00 PM, CST, Wednesday, April 7, 2021 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 III (Special Conditions), Letter Q (Miscellaneous): “The submission of a Proposal shall 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:

1. Does the school district have a current Communications Cabling contract/agreement?

Response: Yes, previously awarded bids can be found on the Escambia County School District website in the [Bids Previously Awarded section](#). The current bid is RFP 160704 Communications Cabling.

2. Does the contractor typically furnish materials or does the school district typically furnish materials for the contractor to install?

Response: The contractor will furnish the materials while the District provides the network equipment to be installed.

3. If material is provided to the district at “cost” is there a reimbursement provision for the contractor to provide for logistical support to get materials ordered, delivered, off-loaded, stored, etc.?

Response: Please refer to Section II (General Terms and Conditions), Letter D (Pricing).

4. If there is an existing contract/agreement, are annual purchasing volumes available to determine the size of the previously completed work opportunities?

Response: We do have an existing contract. The average yearly purchasing volume from the beginning of the contract to current is approximately \$52,000.00 from purchases made strictly by the District. Also note that each individual school also has the option to also make separate purchases off of this contract as well.

Vendor 2:

1. Would you be open to discussing the use of an alternative on new builds for this bid and the subsequent service of the contract where appropriate?

Response: We would certainly be willing to listen to the expertise of the awarded bidder for future builds however the final decision on products will remain with the District.

Vendor 3:

1. I wanted to see if this project was still on-going.

Response: Yes, this solicitation is still proceeding and will open on April 21, 2021 @ 2:00pm CST.

2. I saw in the Bid document that you were currently using Aruba switches and wanted to see if you would be open to other types of switches that match the requirements. Any information you can provide or currently have, I would really appreciate!

Response: We are not looking for our cabling contractor to also provide servers or computer equipment. Most network equipment is purchased through the Erate bidding process. If your company can also sell any equipment we are currently using, we would encourage your company to take part in the Erate process, as administered by USAC as well.

3. I just want to make sure I understand the details. When it says server/power-user switches in Section 17025 Page 20, do you currently have power servers or are looking for them?

Response: We currently have multiple brands of switches deployed within our District. We have been using Aruba equipment primarily because of pricing, features, and reliability. If another product has the same features for better pricing and has a reputation for good quality, we would be willing to consider purchasing another brand.