

QUESTIONS AND ANSWERS

Erate proposal 470 2100033220-UPS Systems and Supporting Equipment

The following questions have been submitted concerning the Erate proposal 470 210003320, UPS Systems 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: 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:

1) Will all equipment be delivered to one location?

Answer: Yes. All will be delivered to the district warehouse.

2) What is the delivery location(s)?

Answer: 51 East Texar Drive, Pensacola, FL 32503

3) Does the School District have standard dock facilities and equipment to off load heavy pallets of equipment from a large truck or will inside delivery be required?

Answer: Yes for standard dock facilities and equipment

4) If inside delivery is required, please provide detailed information regarding any obstacles that will need to be negotiated, such as stairs or narrow doorways less than 36" wide. If applicable, please provide the approximate distance from where the requested equipment will be off loaded and the final delivery location. Please elaborate about any possible difficulties in moving the equipment inside the building.

Answer: NA

5) Will the School District place a single order for all equipment, or do you anticipate multiple orders and deliveries?

Answer: The District anticipates placing a single order for all of the equipment.

7) If multiple orders are required, can you provide an approximate delivery schedule?

Answer: NA

8) Will the School District accept multiple quotes for equivalent equipment from a single vendor?

Answer: Yes.

Vendor #4: 470_210003320_UPS Systems and supporting Equipment

APC Smart-ups Model SMX1500RM2U

Q1.-Do you require Support? NBD, 24/7 On-site? How many years?

Answer: No additional warranty beyond what is included in the base price.

Q2.-Do you require Network Interface Cards?

Answer: No

Q3.-Do you require Programming for shutdown of any equipment such as switches, servers, etc.

Answer: No

Q4.-Do you require rack mounting brackets for 2-Post or 4-Post racks and how many of each?

Answer: 2-post rack for all systems.

Vendor #5:

· 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.