

## QUESTIONS AND ANSWERS

### **E-Rate proposal 470 240004756-Indoor WLAN Access Points and supporting equipment**

The following questions have been submitted concerning the E-Rate proposal shown above. All questions received by the posted deadline of 5:00 PM, CST, Thursday, December 7, 2023 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 V (Evaluation Criteria), Letter C (Proposal Evaluation Process and District's Rights and Reservations): "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.**

#### **Question #1:**

We are interested in bidding on this proposal but we have a question or two. On page 26 of this proposal it's talking about an E-RATE CERTIFICATION and a SPIN number. Can you please explain to us what those are and how we obtain this E-Rate certification?

#### **Answer #1:**

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.

#### **Question #2:**

Are you mostly interested in Aruba switches, APs, and connectors? Would you want to see offers from CISCO, Meraki, Extreme ... .etc. I see Aruba or equivalent on the 470 but just want to know if you have a preference.

#### **Answer #2:**

Requested equipment is detailed in Section VII. If offering an alternative item, sufficient technical specifications must be submitted 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.

#### **Question #3:**

Can you please provide information with regards to the physical mounting requirements for the Indoor Access Points?

#### **Answer #3:**

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

**Question #4:**

With regards to an alternative solution, in Section VII C the word “must” used in “New equipment must function as part of the existing wireless network system and manageable by Aruba Mobility Conductor 8.10.0.8 or current.” states that it is mandatory that any solution function as a part and be managed by the Aruba Mobility Conductor, but the only Access Points that can be managed by Aruba Mobility Conductor are Aruba Access Points. In section VII D the words “or equivalent” are used which would state that it is not mandatory for any solution to be managed by Aruba Mobility Conductor. If an alternative solution is proposed, does Escambia County Schools accept an alternative solution as co-existing with your existing Aruba solution even though the Aruba Mobility Conductor can only manage Aruba Access Points which in turn would present a second management solution? An alternative solution can still coexist with your existing solution but will require a separate form of management outside of the existing Aruba Mobility Conductor and wireless clients can roam from one solution to another if the 2 different solutions are present in the same location.

**Answer #4:**

**In accordance with Section VII, Letter C (Design Requirements), 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.**

**Question #5:**

For the Aruba solution is there no need for any licenses for these new Access Points?

**Answer #5:**

**We do not need additional Aruba access point licenses.**

**Question #6:**

Is there any hardware and software support required associated with these new Aruba Access Points?

**Answer #6:**

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