



## Request for Proposals 14/15- 0002 IT: Local Area Network and Wireless

### Response to RFIs/Questions

*Updated January 26, 2015*

- Q1. Is there a pre-bid meeting planned for this RFP? There is no indication in the documents. Need to confirm this?**
- A. No. There is no pre-bid meeting planned. All questions or requests for clarification must be submitted in writing to Tanisha Grattan ([tanishagrattan@iusd.org](mailto:tanishagrattan@iusd.org)) prior to January 26 at 2:00pm PST.
- Q2. There is not Electrical licenses C7 or C10 required for this project. Is this correct? Again, there is no indication in the documents. Need to confirm this?**
- A. There is no C7 or C10 licensing requirement for this bid. The purpose of this RFP is to select and procure the network/wireless hardware and software for planned Local Area Network upgrades. Structured cabling and/or electrical upgrades required to augment existing access point locations will be procured through a separate bid process later in the project.
- Q3. Is there any SBE/DBE/MBE set aside for this project?**
- A. No. There is no SBE/DBE/MBE set aside for this project.
- Q4. There is no quantity specified in the RFP. Do we assume the quantity of 1 for each product?**
- A. On the pricing form, please assume a quantity of one (1) for each item. For the software/wireless management portion, please be clear as to how costs are calculated (which costs are flat, which costs are per device/user, etc.). However, for the purposes of projecting volume and contract amount, vendors can assume that the District intends to complete a comprehensive refresh of all of its sites over three-to-five years. In the first year of the contract the anticipates purchasing equipment/services to complete forklift upgrades at the following sites: Creekside High School, Woodbridge High School, Irvine High School, Northwood High School, University High School, Portola High School (new site), and Portola Springs Elementary School (new site). Please see the RFP website for estimated equipment needs for these sites: [http://iusd.org/district\\_services/purchasing/LANRFP.html](http://iusd.org/district_services/purchasing/LANRFP.html).
- Q5. The RFP calls for the requirement of a controller and IAP (instant APs). Is this correct?**
- A. The RFP calls for Instant APs for most sites, with a Controller solution for our larger sites, including the IUSD High Schools. This design is based on the standard (Aruba) that is described in the RFP. Providers may submit proposals that do not require a controller, or



other alternative design. However, it is the provider's responsibility to demonstrate the technical equivalency of the proposed solution and its fitness for purpose (both through technical documentation and references). For example, the Provider must demonstrate that the products can effectively support a High School Program with 3,000 students on campus, 300 adults with approximately 4 devices per user.

**Q6. Will the customer accept a proposal for the products with a different, equivalent manufacturer?**

A. Yes. Section 3.2 of the RFP addresses brand substitution. Brand substitutions that are equivalent are permitted. However, it is the provider's responsibility to demonstrate the technical equivalency of the proposed solution and its fitness for purpose (both through technical documentation and references).

**Q7. Does the RFP require installation and configuration? Or does the RFP require only pricing for equipment?**

A. For the network equipment and wireless access points, the RFP calls for pricing on equipment only. Installation (racking, mounting, cabling) will be under a separate, later bid. The District plans on using existing staff to configure all network equipment. For the wireless management and guest access components, please include all implementation costs in the appropriate section of the form (software, hardware, implementation services, etc).

**Q8. Can someone bid or win the LAN separate from the WLAN or is it all or none for both?**

A. Yes, providers may bid/win the LAN separate from the WLAN. The two sections will be scored and awarded separately.

**Q9. Is this RFP just for equipment only? If so, will there be another RFP for installation?**

A. For the network equipment and wireless access points, the RFP calls for pricing on equipment only. Installation (racking, mounting, cabling) will be under a separate, later bid. The District plans on using existing staff to configure all network equipment. For the wireless management and guest access components, please include all implementation costs in the appropriate section of the form (software, hardware, implementation services, etc).

**Q10. Is the district reserving the right to award the bid to multiple vendors? For instance if a vendor were to bid for both LAN and Wireless, is it possible for only the LAN to be awarded and vice versa? Along the same lines, are vendors able to submit bids for either simply the wireless or simply the switching/UPS, etc?**



- A. Yes, the District is reserving the right to award to multiple vendors. See section 3.1 of the RFP for additional details. Yes, it is possible for a vendor to bid on both components and be awarded only the LAN or Wireless. Yes, vendors may submit responses for only the “Local Area Network” (Section 5, switching and UPS) or Wireless (Section 6, wireless equipment and management tools).

**Q11. UPS Specific: APC recently released a new model of RT units, and so I wanted to see if the district would like for us to provide pricing on the new units as opposed to the old or provide pricing for the old with an optional quote for the new.**

**Option 1 (called out on bid) would be: SURT8KRMXL6U-TF5 and (2) SURT192RMXLBP3U - SURTD6000RMXLP3U -SURTA3000XL and AP9631**

**Option 2 (new RT units) would be: SRT8KRMXLT, AP9626 , and (2) SURT192RMBP2 - SRT5KRMXLT and AP9626 -SURTA3000XL and AP9631**

**\*The new RT units have a higher efficiency than the old RT units. This is why we could go smaller on option two for the SRT5KRMXLT. It has the same wattage capacity as the SURTD6000RMXLP3U. For the SRT8KRMXLT, the next size smaller is the SRT6KRMXLT. This is just a bit smaller than the SURT8KRMXL6U-TF5, so we kept with the SRT8KRMXLT because we would rather have a larger wattage capacity than smaller. The new RTs do not come bundled with the stepdown transformer as the old ones do, so I would just need to add this in.**

**Also, I'm not sure if the school already has designated wall plugs. The unit called out on the bid, the SURTD6000RMXLP3U, has an L14-30P input plug. The unit in option two, the SRT5KRMXLT, has an L6-30P input plug. The 5K may be a better option, but we want to make sure what type of wall plugs you have.**

- A. This substitution would not be acceptable to IUSD. The new models proposed in the RFI do not provide the required Output Connections for our existing equipment.

**Q12. Can you bid the wired and wireless pieces separately or does an integrator have to bid and win both items? In other words, can a partner bid just the WLAN or just the wired spec's in the RFP?**

- A. Yes, providers may bid/win the LAN separate from the WLAN. The two sections will be scored and awarded separately.

**Q13. Will Irvine prequalify certain switching vendors as an equal to Cisco on the switching? Or will IUSD accept other switching vendors as equivalent? ?**

- A. IUSD does not intend to prequalify specific vendors as an equal to vendor. However, we will entertain proposals that include brand substitutions if the products are demonstrably equal. See section 3.2 of the RFP for details. However, it is the provider's responsibility to demonstrate the technical equivalency of the proposed solution and its fitness for purpose (both through technical documentation and references).



**Q14. Will existing switch inventory be provided by facility and IDF/MDF?**

- A. The estimated switch needs are provided by facility on the RFP website (see Estimated Equipment Needs). We are not breaking down the needs to the MDF and IDF level as a later, companion project may include significant redesign of the site IDFs (separate bid). For the Network Equipment component of the RFP, we are requesting hardware costs only. Vendors are not being asked to quote installation services. IUSD staff will complete all configuration and installation.

**Q15. Should we plan for 10% port growth or how much port growth should we plan?**

- A. Port growth is already included in the Estimated Equipment Needs document posted on the RFP site.

**Q16. Does each site have its own internet connection?**

- A. Each site connects back to the District Data Center (100 Nightmist), which is connected to the County Office of Education.

**Q17. What is the network topology? For example hub and spoke.**

- A. Hub and spoke.

**Q18. What is the telco handoff at each one of the schools? Copper gig port, fiber etc.**

- A. Fiber 1Gig (multimode)

**Q19. What is the existing cable plan and should we include new cable plan for both copper and fiber to support 10 Gbps?**

- A. Cabling/fiber are outside the scope of this RFP. Upgrades to Cabling and Fiber to match the equipment standards will be conducted under a separate bid process.

**Q20. Will an AP be placed in every classroom?**

- A. Based on our proposed standard, we anticipate placing an AP in every classroom. However, the installation of those APs is outside of the scope of this RFP.

**Q21. Does a pre-implementation wireless site survey need to be proposed?**

- A. The District would prefer that the wireless provider include the cost of pre-implementation planning (including recommended placement of APs) as an option in the RFP response. However, it is not a required component of the proposal.

**Q22. Who will determine the placement of the Aps?**



- A. If the proposal includes site assessments and pre-implementation planning, the District and Provider will jointly determine the location of the access points. If the provider does not include this service, the District will determine placement working with either the manufacturer or a third-party consultant.

**Q23. Will floor plans be provided for each facility and IDFs identified?**

- A. No, floor plans will not be provided prior to the RFP closing. However, if the provider is engaged for site assessments for the wireless portion of the project, floorplans with IDFs identified will be provided upon initiation of planning. **All providers should bid equipment costs as a unit-price (cost of a single device with any required accessories or licensing).**

**Q24. Will locations where outdoor Aps are required be identified and provided?**

- A. No floorplans and outdoor AP locations will not be provided prior to the RFP closing. Estimated quantities of outdoor APs are included on the RFP website in the Estimated Equipment Needs document. **All providers should bid equipment costs as a unit-price (cost of a single device with any required accessories or licensing).**

**Q25. Will the number of Aps required per site be provided?**

- A. The estimated number of APs required per site has been provided. The quantities are contained in the Estimated Equipment Needs document posted on the RFP website. **All providers should bid equipment costs as a unit-price (cost of a single device with any required accessories or licensing).**

**Q26. If the contractor intends on submitting a substitution of an equal Wireless LAN solution, what is the deadline for submission of the technical references to the District staff for proof of equality?**

- A. Proof of equality should be included in the RFP response and submitted by February 11 (the RFP deadline). The equivalency of the products must be substantiated by both technical documentation and references from a proven, mature implementation of a similar scale.

**Q27. Is the District willing to accept a “Buy Back” of the existing WLAN solution in order for the contractor to provide a complete WLAN solution upgrade of the current products?**

- A. The District is researching this question with legal counsel and will post a response shortly.

**Q27. Does the District want SMARTnet included on the network switches?**

- A. Please include only the minimum required warranty/maintenance cost on the network switches and access points. Additional, upgraded items may be featured in the optional/additional costs of the Pricing Form. Given the volume the District intends to purchase, we expect to purchase spare/emergency replacement units.