

Request for Information No. I
RFP No. 20/21/01IT Network Equipment and Services
November 18, 2020

Response to Proposers' Questions

1.1 **Question:** On page 26 of the RFP is the following statement:

6.1.21 Based on the installation plan supplied to the District for a particular site or sites, the District may require the Vendor to obtain a payment bond, a performance bond, or both.

It doesn't definitively state whether a bid and/or performance bond are required. Can you please clarify if either or both of these bonds are required?

Answer: No bid bonds will be required for the submission of proposals for this RFP. The reference to a potential bond requirement is listed in section 6.1.21 of the District Rules and General Terms and does not apply to this RFP. IUSD does not plan for structural changes as a result of this RFP and will not require a bid bond or performance bond for this RFP.

1.2 **Question:** Can Vendor's submit generic responses rather than using the IUSD template?

Answer: Pursuant to section 2.7 of the RFP, "proposals must follow the District-prescribed format, including all required forms and response templates. Vendor shall submit a Proposal with all information requested. Vendors must include all documents and forms indicated in the Proposal Submission Checklist provided in Appendix B. Vendors shall write out all answers using the Proposal response template provided. Proposal format instructions must be adhered to, all questions must be answered, all forms must be fully completed, and all requested data must be supplied". Proposals that do not follow the prescribed format may be rejected as non-responsive.

1.3 **Question:** We typically need about two weeks lead time to prepare bonds. Is there any way to possibly get a response posted to the link provided by next week? If any bonds are required to be submitted with the proposal by Dec. 16, we will be cutting it a bit close in order for us to prepare those documents if we don't find out until Dec. 9. Please advise.

Answer: All Requests for Information will be answered along with all other questions received and posted to <https://iusd.org/business-services/purchasing/current-bids-rfps> on or before the scheduled date for Responses for Questions to be posted (December 9, 2020). We plan to post answers regularly so Vendors can proceed with completing Proposals without undue delay. In an effort to ensure that all responders are provided with the same information and the RFP process is fair and impartial all answers to questions will be included as part of the RFI process and individual responses will not be sent to vendors.

1.4 **Question:** This request for the Cisco parts seem to be split apart and putting it back together will take a very long time. Would you mind sending a list that is in order of the build. This seemed to be scattered into different sections.

Answer: The District prefers to keep the equipment list as formatted in the RFP. The equipment list is grouped and sectioned off by model and device type to easily identify the total quantity of each

item in the list. Changing the format would result in possible duplicate entries for some equipment and IUSD wishes to avoid the potential confusion this may cause.

1.5 **Question:** There is a reference to bonds in the RFP, are any bid bonds going to be required at the time of submission? No performance bond?

Answer: Please see the response to RFP No. 1.1.

1.6 **Question:** Seeing that this is a three year project is there any room in the RFP to provide additional technology?

Answer: The RFP clearly lists technology required to be considered for award. Vendors may include additional proposed products in Section 2.5 of Appendix D: Proposal Part 3: Response to Requirements; Vendors should include any additional technology in this section. For reference, IUSD currently has comprehensive outdoor wireless and existing infrastructure in place.

Additionally, section 3.6 of the RFP allows for the substitution and/or replacement of outdated equipment during the term of contract resulting from this RFP.

1.7 **Question:** As far as implementation of equipment in the RFP - does IUSD intend for vendors to include installation as well as equipment?

Answer: IUSD is looking for equipment and some potential post-sales engineering support. IUSD anticipates that IUSD staff will complete the installation of the equipment. However, IUSD would be interested in some support for training and/or configuration on the core network equipment. Additionally, if the vendor is proposing substitute equipment, IUSD would be interested in more comprehensive staff training to aid in the transition and planning for interoperability/manageability during the implementation. Vendors may propose professional services and installation services as optional additional items on the pricing form in the space provided. Add on services may be quoted as a package (e.g., flat fee for staff training), as an hourly rate (e.g., price per hour for engineering services), or as a unit cost (e.g., per-access-point cost for installation).

1.8 **Question:** In Section 1.3: Current Environment IUSD references a 40 gb circuit with OCDE (the current internet service provider). Is IUSD looking at a different internet provider than may impact the 40 gb circuit and rest of infrastructure?

Answer: At this time IUSD is not looking to change our service provider. The District does have the capability under our AT&T contract to upgrade with the county if it desires to. The existing contract with AT&T allows IUSD to upgrade up to a 100 Gbps connection.

1.9 **Question:** Are there any specific COVID instructions or anything Vendors should be aware of due to delivery if we add on options services (such as masks, hand sanitizers, etc)?

Answer: IUSD anticipates that our internal staff will be installing most Equipment. Due to COVID-19, there may be moderate modifications to delivery requirements (e.g., physical distancing, mask requirements), however these should not fundamentally alter delivery. If IUSD asks for support for installation it should be presumed that work will all be done after school or on weekends when students are not present (please see section 4.2 of the RFP).

1.10 **Question:** Are you expecting responses from the manufacturers directly or working through a reseller? What are the expectations?

Answer: IUSD does not have a specific expectation related to working through a VAR or directly with the manufacturer. Manufacturers may work through a reseller if they prefer. . IUSD is happy to accept proposals through resellers or directly from the manufacturers.. Resellers may also submit separate proposals with proposed Equipment from different manufacturers (ex: Vendor A submits a proposal for Manufacturer Equipment A and a separate proposal for Manufacturer Equipment B).