

TCS D E-Rate Questions and Answers

Mr. Whorton,

Below is the response to your questions. All Questions and Answers will be posted our website.

Question: First, in regards to the RFP for Internet Access...I notice that the allowable contract date on your 470 is 3/4/15. However, the due date on the RFP is 3/6/15 on the schedule of events and 1/12/15 on page 9 – Item 13. I'm assuming this was just a clerical error and wanted to verify if you plan to update the RFP to have all of the dates coincide?

ANSWER: The Due date for the RFP is March 6, 2015. E-rate requires a MINIMUM of 28 days, but we are giving a couple of extra days for vendors to respond due to the size and scope of our projects. The allowable contract date simply means you cannot enter into a contract BEFORE that date.

Question: Second, I notice that the pre-bid meeting for VoIP and IA are both on 2/23/15 at 8:30am. Will these meetings be taking place together in the same room or will they be separate meetings?

ANSWER: The mandatory vendor meeting for VoIP, Internet Access and Category 2 will all be on February 23, 2015 at 8:30 at the district office. We will have one meeting for ALL E-rate products and services.

Question: In regards to your WAN RFP, I notice on your 2014 471 that you appear to be under contract with Contact Network until 2017. Is this a contract that is being cancelled since you've posted this RFP?

ANSWER: The only RFPs for 2015 are VoIP (Hosted VoIP) , Internet Access (Dedicated Internet Access) and Category 2 (Wireless, Cabling, LAN upgrades and Managed Services/BM) . The WAN RFP (data circuits) was for 2014 and that contract is still in effect.

Thanks you for your interest.

Eric Brown

Chris,

Thank you for your interest in our RFP. In response to your quesitons see below:

Are you currently accepting bids from all vendors for your Wi-Fi project?

ANSWER: Yes

1. Are you currently looking to add more access points or replace what you have already?
2. What kind of access points are you using now?

ANSWER: There is a mandatory vendor meeting Monday, February 23, 2015. Specifics of the project will be discussed with all vendors on that day. As you know E-rate rules do not allow me to have private conversations with vendors and I cannot consider your product or service at this time. All evaluation of proposals and solutions will be done after bids are opened and received. Please do not send competitive information during this period.

All questions and answers will be posted to my district website along with all open RFPs.

Thanks,

Eric Brown

Millie,

I am the Director of K12 with InCare and I am Dana Rials' manager. I work with all our reps on the E-Rate RFP's in terms of our responses. I had already reviewed the RFP for Tunica before the walkthrough yesterday and suggested Dana discuss with you the fact that the specifications were manufacturer specific (Aerohive) and what could be done to deal with this. She informed me that in a discussion with you and the other vendors in attendance you told them that the customer is open to any solution and that we should disregard any specifications that were vendor specific. We appreciate that. In order to "officially" implement this, the bid specifications need to be changed. I would suggest using some specifications from some other bids that we have already competed for, particularly changes on the equipment, installation, cabling and warranty.

Here are some RFP's that we have responded to that have decent specs:

South Tippah

Columbus

Marshall

Marion

I'm sure there are others.

The main things that need to be clear and fair:

Performance – Specifying how many devices per classroom performing How many devices per common area performing

AP Specs – AC? 3x3:3? WAVE 2 Upgrade?

Controller Specs

Warranty and Support – 3 yrs? 5 yrs?

Cabling Specs – Cat 6, 1 or 2 cables per AP

Switches – Minimum switch specs – depends on whether you are just adding switches for the wireless, or replacing the switches, Layer 2, Layer 3

Whether existing POE ports can be used

Whether POE injectors can be used

Installation

As I'm sure you know, the only way to officially change a bid spec is to put out an addendum. For the sake of all involved, please consider making some changes to create a clear, level playing field. Move the due date out some if you need to. Please let us know so we can determine if we can respond to the RFP. We would love to move forward as soon as possible.

Answer

Mr. Newman,

Thank you for your questions and interest in the Tunica County School District Erate Project. I hope the response below will answer your questions. I am copying this response to all vendors that attended the mandatory walkthrough. A copy will also be included in the Question and Answer document on the District website.

The specifications in the RFP are not manufacturer specific to Aerohive. The specifications indicate features and functionality desired by the district. The RFP allows for alternative proposals on page 22 and page 46.

Tunica County School District will consider any proposal or alternate proposal that will meet the stated needs of the district as described in the RFP and discussed at the mandatory vendor meeting and prove to be in the best interest of the Tunica County School District.

The district conducted a very thorough (over 5 hour) walkthrough of all schools and closets so that all vendors would have the same information, needs would be clear, and everyone would be on a level playing field. The clarifications you are requesting were discussed in detail during the walkthrough. Tunica County School District is glad to share this information again with all vendors.

I hope the below clarification helps.

Devices per classroom – Per page 4 of the RFP – the district is requesting proposals for one access point per every other classroom and coverage in common areas. All buildings were visited, each common area was addressed individually as to its needs. Vendors were instructed to round up on hallways that had an odd number of classrooms. For example, if a hallway has 8 classrooms, then 4 access points are required, if a hallway has 9 access points, then 5 access points are required. The district also requests upgrade pricing for additional access points and switches and encourages vendors to submit an additional proposal that offers an access point per every classroom.

Per page 4 of the RFP, if a proposal offers less than one access point per every two classrooms, vendor must provide solid documentation from the manufacturer that guarantees coverage will meet the needs described in the RFP.

Per page 15 of the RFP, All access points should be 802.11ac and 5GHZ, 3 radios

Per page 15 of the RFP, "Wave 2" is addressed

Per page 15 of the RFP, WLAN Controller – District will consider on site controller or cloud based controller

Warranty is not specified in the RFP, Vendors should include information on their manufacturer's warranty.

Support is addressed on page 21 in Part 4 Managed Services/BM Specifications.

Cabling is specified as Category 6 on page 12 of the RFP.

Vendors were instructed at the walkthrough regarding drops per access point. If the access point the vendor is proposing requires 2 drops, then the vendor should quote 2 drops and switch ports to support 2 drops per access point. If the access point the vendor is proposing only requires 1 drop, then the vendor should propose one drop and switch ports to support one drop. The district does not want to install an additional drop per access point at this time, unless the access point selected requires two drops at time of installation.

Switch specs are listed on page 16, 17 and 18. Core switch and fiber aggregation switch specs are listed as Cisco 3850 series or equivalent. Once again, specifications are to indicate desired features and functionality, but alternative proposals will be accepted. Most switches in the district are end of life and the proposals need to include switches for wireless and replacement of all end of life switches. All switch closets were visited at all schools during the mandatory site visit and switch needs and counts were addressed at that time.

All switches quoted should be PoE. Power Injectors should not be needed.

As discussed in the mandatory vendor meeting, and as referenced in page 12, 13, 19 and 22 installation should be included in the vendor's proposal along with configuration, training, etc.

During the mandatory vendor meeting the district also agreed to waive the heat map requirement in the RFP. Vendors are welcome to submit heat maps, but will not be required to do so.

I hope this answers your questions.

Please let me know if you need further clarification.

Thanks,
Millie Rodabough

Vendors,

Mr. Lindsey ask for the current version of Broadsoft used by the Tunica County School District's existing Hosted VoIP provider during the mandatory vendor meeting.

The current Broadsoft version is Release 20 SP1.

Please let me know if any of you have further questions or need clarification on the Hosted VoIP RFP.

A copy of this email will be included in the Question and Answer document posted to the district website.

Thanks,

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I would like to ask for formal clarification on the requirement of Heat Maps for Tunica.

Per discussions during the walk through it was mentioned that the Heat Map requirement would be waived. Is this correct?

Thank you,

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Answer

Vendors,

The Tunica County School District has waived the heat map requirement in its Category 2 Erate RFP.

Vendors are welcome to submit a heat map, but are not required to do so.

Thanks,

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