

ADDENDUM NO. 3

DATE: November 2, 2022

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP#2000003581

FOR: Telecommunications and Internet Services

CLOSING DATE/TIME: November 3, 2022, 12:00 PM ET

**RFP CLARIFICATIONS:**

The following are responses to questions received via e-mail since the publication of Addendum 1, published on October 14, 2022:

Q1. Do you plan to use your existing DDoS Service Appliance and do you want only bandwidth pricing or would you like pricing with DDoS included?

A1. Yes, the County is planning to use the existing DDoS services and we want only bandwidth pricing.

Q2. In Section 31.1. "The County will provide the Contractor all available data possessed by the county that relates to this contract. However, the Contractor is responsible for all costs for acquiring other data or processing, analyzing, or evaluating County data." Can you please define or provide an example of what "other data" would consist of?

A2. As an example, if the Contractor chooses to compare network traffic statistics against national averages or other benchmarks, then the Contractor would be responsible for all costs to acquire such data.

Q3. The Contractor must provide and manage three (3) Session Border Controllers (SBC) (one per datacenter) for the length of the resulting contract. The SBC solution provided by the Contractor must be able to survive the loss of any one (1) datacenter." There is no section in the pricing sheet for SBCs. Are you looking for the contractor to provide the SBC's at no cost?

A3. The SBC EdgeMarc equipment is part of the SIP trunk cost.

Q4. What is the purpose of the on-site SBCs? If contractor has its own SBCs, can SIP Trunks from FCPS sites connect to our SBCs and negate the need for SBCs on site? A related question is, if on-site SBCs are required, where in the VoIP diagram would the SBCs be deployed?

A4. SBCs are dedicated hardware devices or software applications that govern how telephone calls are handled on a VoIP network. Both on-site and off-site SBCs are acceptable. If there is a better technology without on-site SBC's, please describe that in the Technical Proposal and include related pricing in the Cost Proposal. On-site SBC EdgeMarc devices are part of the original design to directly hook up to our Cisco Unified Border Elements (CUBEs).

All other terms and conditions remain unchanged.

*Delphine Lambert*

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Delphine Lambert  
Manager, Contracts

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE  
SUBJECT REQUEST FOR PROPOSAL:

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Name of Firm

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(Signature)

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(Date)

**ALL OFFERORS MUST RETURN A SIGNED ORIGINAL OF THIS ADDENDUM AND ANY  
SUBSEQUENT ADDENDA ALONG WITH THE PROPOSAL.**

**Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR SIGNATURE ON  
THE PROPOSAL DOCUMENTS. THE PROPOSAL DOCUMENTS MUST BE SIGNED IN THE  
LOCATIONS INDICATED.**