



County of Fairfax, Virginia

ADDENDUM

DATE: February 28, 2023

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000003549
TITLE: Technology Products, Services and Solutions
DUE DATE/TIME: March 24, 2023 @ 2:00 p.m.

The referenced request for proposal is amended as follows:

1. Refer to Attachment A for responses to the questions received via preproposal conference and e-mail.

All other terms and conditions remain unchanged.

Yong Kim, CPPB
Contract Specialist II

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

Name of Firm

(Signature)

(Date)

A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE TECHNICAL PROPOSAL.

Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.

Attachment A

- Q1. Are we allowed to participate in the solicitation as a Orlando based business or do we indeed to pursue a business license in Fairfax county?
A1. Yes, you can participate.
- Q2. The RFP is written for OEMs and resellers. NetApp has 2 resellers that act as Distributors. 1) Can they respond to this RFP and sell NetApp products? 2) If yes, can they name agents / resellers?
A2. 1) Yes, 2) They can name the agents and resellers which they act as Distributors.
- Q3. Section 9.3 Transition Plan clarification. For the technology/services we will present, are we required to submit a transition plan with each one? Each transition plan regardless of the technology/services, would be tailored to the specific client. Can you provide additional clarification?
A3. What the County is seeking is your steps as a Contractor will go about tailoring the transition plan for the County and preparing in detail all tasks and resources associated with minimum disruption.
- Q4. Can additional products and/or services be added in the future after a Master Agreement is in place?
A4. Yes, but it will depend upon how many contract(s) may be awarded from this solicitation.
- Q5. On the Fairfax county RFP for Technology Products, services and solutions, is it possible to submit a proposal on specific services and products or must you bid the entire project?
A5. Refer to Special Provisions, paragraph 8.1., section 2.
- Q6. Do offers have to provide partner/reseller certification for Amazon Web Service and Veritas since these two products are listed in section 8.2?
A6. No, these products are not listed in section 8.2.
- Q7. Can offers respond to one product?
A7. No
- Q8. For Amazon Web Service, where can we get the current usage or estimated usage?
A8 Fairfax County currently does not have a presence in AWS however is interested in having that on ramp available.
- Q9. For Amazon Web Service, is the billing going to be in one account or separate for each agency?
A9. It would be preferred to have 1 master account with sub-accounts of which multiple agencies can be billed directly.
- Q10. For Amazon Web Service, is there a list of AWS cloud services that are in use or going to be used?
A10. Some agencies have applications providers in AWS however that list is not currently available.
- Q11. Is there a small business requirement?
A11. No.

Attachment A

Q12. Can you please provide a breakdown of \$200M spending, by state and/or counties at least?

A12. About \$15 million comes from Fairfax County Government. As for the other amount this is an estimate of what was proposed in the previous contract which was set at an estimated of \$500 million.

Q13. What percentage of the spend is expected to come from Fairfax County itself?

A13. Estimated 11% to 15%

Q14. Is this a brand new contract?

A14. No, this Solicitation will replace the County contracts 4400006642, 4400006643, 4400006644, and 4400006645.

Q15. In response to the County's request for pricing at the catalog level, it's important to point out that this could equate to tens of millions of lines, since many of the major manufacturers have hundreds of thousands, if not millions, of part numbers. For example, Dell's catalog is 500,000 lines long. In order to reduce the burden on both evaluators and proposers, could Fairfax County please clarify whether it would still like to receive each OEM's entire priced catalog, or if this requirement could be revised and/or clarified? Would it be acceptable to see minimum discounts off of MSRP by product family for each manufacturer instead?

A15. Yes, it would be acceptable to see minimum discounts off MSRP by product family for each manufacturer.

Q16. Will this preproposal be recorded?

A16. No

Q17. Are professional consulting services being sought after under this contract?

A17. No.

Q18. Will you be accepting interactive flat panels as video conferencing solutions?

A18. Whatever is submitted needs to be a full solution and not just a component of it. If an interactive touch panel is part of your solution, that it will be accepted in your response.

Q19. Who are the eligible agencies through the GOVMVMT program?

A19. Cities, Counties, K12 (Public/Private), Higher Education (Public or Private), Authorities, State Agencies, Non-Profit Organizations

Q20. Are suppliers required to provide all products listed in the RFP Scope? If not, can we submit what we offer?

A20. Offerors should do their best to provide all products listed in the RFP as it may impact the overall scoring of your proposal.

Q21. Are suppliers required to respond to the national qualifications for the GOVMVMT program?

A21. This is a national solicitation. If suppliers wish to participate nationally, they would be required to complete the national GOVMVMT qualifications and questionnaire. Please refer to Attachment D and subsequent exhibits.

Q22. Are there supplier requirements and commitments associated with an awarded contract?

A22. Yes. Please refer to Attachment D, Exhibit C, Administration Agreement.

Attachment A

- Q23. Are there state agencies interested in using this program?
A23. Yes. Currently there are several states that have expressed interest in using the national program as well as the State of Mississippi participating on the Advisory Council.
- Q24. Are there states that are currently using the GOVMVMT program?
A24. The first contracts available through the cooperative were just awarded. There are several states currently reviewing these contracts for possible adoption.
- Q25. If a supplier chooses not to respond to that scope, will the score be impacted in evaluation?
A25. It may be impacted if the information is part of the evaluation criteria of the RFP.
- Q26. What specifically is the project plan? Is it based on all product or solution offered? Should they be collective or separate?
A26. To provide an example project plan to Fairfax County covering all aspects outlined in 9.3. regarding Product, Service or Solution Plan.
- Q27. Our organization has several other cooperative program and contract. Is the supplier required to extend this contract to other agencies. Especially within the Commonwealth of VA.
A27. This cooperative contract is optional and non-exclusive. It is up to the participating public agency's procurement laws and regulations should they choose to use the program. Per the Administrative Agreement, awarded suppliers should present this contract as a preferred procurement option to their customer base. Pricing is intended to be equal or better than any other cooperative program your organization currently has.
- Q28. Section 8.2 Certifications required for partnerships – Is a supplier is precluded is they do not have the level of certifications outlined in the RFP?
A28. Yes, for the 8 items listed in the section 8.2.
- Q29. How would a service-oriented company properly propose pricing?
A29. Reference Special Provisions, paragraph 10.2. Proposed Services and Solutions.
- Q30. Is this RFP for custom software developers? COTS Custom Software Development
A30. No.
- Q31. Do we have an idea on the number of awards?
A31. It will depend upon what proposal are being offered and what is in the best interest of the County.
- Q32. Supplier is restricted to sell certain products to K12 entities. How should we properly submit a proposal with these limitations?
A32. Make sure to provide the restricted information regarding the product, services, or solutions you have proposed in your proposal.
- Q33. Is there bonus points if the supplier is a VA small business?
A33. No.
- Q34. Is the county expecting to have a similar number of the awards for this contract than the previous contract? (4 with U.S. Communities/OMNIA)
A34. It will depend on what is offered and in the best interest of the County.

Attachment A

Q35. There is no guarantee of business, but rather numerous vendors could be awarded a "contract", be put on an authorized provider list and then provide products or services if and when the need arises on the part of Fairfax County. Is this an accurate interpretation of the solicitation?

A35. Yes and no. it would be the need that arises on part of all GOVMVMT program and those interested in riding the contract.