



FAIRFAX COUNTY  
PUBLIC SCHOOLS

Department of Financial Services

Office of Procurement Services  
8115 Gatehouse Road, Suite 4400  
Falls Church, Virginia 22042-1203  
Telephone: 571-423-3550

ADDENDUM NO. 3

SEP 30 2015

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000001706

FOR: Telecommunications Services: Wireless Digital Voice & Data  
Services, Associated Services/Equipment

CLOSING DATE/TIME: October 6, 2015 @ 2:00 P.M.

RFP MODIFICATIONS:

The referenced Request for Proposal is amended as follows:

1. Paragraph 7.6 B is replaced with:  
Offeror shall describe local, regional and national coverage. With this proposal, provide a map of Washington D.C. Metropolitan area, indicating local calling areas/coverage areas or partner coverage and cell towers (current and proposed); also include a map of the United States indicating coverage.
2. Paragraph 7.6 E is replaced with:  
  
Offeror shall identify areas in which it is not licensed to provide service and identify any associated costs to FCPS.
3. Paragraph 7.6 G is replaced with:  
The most consistent coverage of the County is desired including dependability of receiving **cellular coverage** during peak times. Explain how your firm is/would addressing these concerns.
4. Appendix C - Pricing Summary is updated and attached.
5. Offerors may submit any questions pertaining to the RFP in writing to Jim Wise, [jwise@fcps.edu](mailto:jwise@fcps.edu), no later than October 1, 2015 at 5:00 P.M. Eastern Time.

All other terms and conditions remain unchanged.


The following are questions and answers addressed through email

- Q1. The County currently utilizes the BlackBerry Enterprise Server (BES). Will the County continue to utilize the BES as their Mobile Device Management (MDM) solution and/or Mobile Enterprise Applications Platform (MEAP) solution?
- A1. The County will continue to use BES as their MDM server and will no longer use MEAP.

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- Q2. Please clarify the last sentence of requirement 7.6.B: "These coverage maps will continuously be provided throughout the life of the contract following any updates to the Offeror's system, and in no case less than semi-annually."
- A2. Offeror's coverage maps shall be provided semi-annually or when there are major updates within the Washington D.C. metro area during the life of the contract.
- Q3. Please remove 7.6.G as this requirement is contingent on a "dial tone" which is a wireline requirement, not wireless requirement.
- A3. Replace "dial tone" with "cellular coverage": reference RFP modification above. The most consistent coverage of the County is desired including dependability of receiving **cellular coverage** during peak times. Explain how your firm is/would addressing these concerns.
- Q4. Please remove 38 HIPAA COMPLIANCE as this requirement is not applicable. Access to our wireless network is not a designated health care component.
- A4. This is standard contract language and will have no effect on contract award.
- Q5. We respectfully request the ability to ask additional questions during the preparation of the response.
- A5. Per Addendum 2, Answer 6, yes, the County will respond to questions up until 3 business days (October 1, 2015) prior to RFP closing of October 6, 2015.
- Q6. Can we add additional lines to the Pricing Summary Sheet for incentives, promotions, etc?
- A6. Additional lines may be added to those set forth in the Pricing Summary Sheet. Please provide additional lines in similar format.
- Q7. Offeror respectfully requests that the County revise section 7.6.B to match 7.1.C so that Offerors can submit one set of coverage maps that will meet both the District and the County's requirements.
- A7. This request is acceptable, reference RFP MODIFICATIONS above.
- Q8. Offeror respectfully requests that the County revise section 7.6.E to match 7.1.G so that Offerors can submit a response that will meet both the District and the County's requirements.
- A8. This request is acceptable, reference RFP MODIFICATIONS above.
- Q9. In reference to 7.3.B, it is my understanding that a direct connection can include different technologies, like private line, VPN, and MPLS. Is it possible to get a better idea of the connection requirements FCPS is looking for?
- A9. FCPS wants to make sure that a user can get to any internal FCPS resources via the offeror's Wireless Data Network. The most used method is with a VPN Client, which FCPS would supply. FCPS needs to ensure that the Offeror's network will allow that traffic.
- Q10. Please confirm that the iPhone 4MB Standalone plan on page 6 of 8 on Addendum 2: Appendix C - Price Summary Sheet is indeed a MB request and not supposed to be a 4GB plan.
- A10. Yes, page 6 of the Price Summary should be 4GB plan, reference RFP MODIFICATIONS above.

- Q11. We understand FCPS requires a web based management portal for accessing information. We also understand that more than one FCPS employee may need access to the system. Please clarify if FCPS is looking for the end user to have access to these reports and ordering system for their FCPS-issued device, or is this access just for account administrators designated by FCPS?
- A11. Access to the web management portal and ordering system is meant to be strictly for designated account administrators.

  
Patricia S. Wilkerson, CPPO  
Supervisor, Contract Administration

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

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date)

RETURN A SIGNED ORIGINAL AND COPIES AS REQUESTED IN THE SOLICITATION.

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

# PRICING SUMMARY SHEET

(Ref: Special Provisions (Pricing Plans), Paragraph 8.6 and 8.12)

## VOICE

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
0 pooled minutes	\$ _____		\$ _____	Includes Voicemail
0 pooled minutes with unlimited text messaging	\$ _____		\$ _____	Includes Voicemail
0 pooled minutes with unlimited two-way radio and unlimited text messaging	\$ _____		\$ _____	Includes Voicemail
200 pooled minutes	\$ _____		\$ _____	Includes Voicemail
300 pooled minutes	\$ _____		\$ _____	Includes Voicemail
450 pooled minutes	\$ _____		\$ _____	Includes Voicemail
600 pooled minutes				
450 pooled minutes with unlimited text messaging	\$ _____		\$ _____	Includes Voicemail
450 pooled minutes with unlimited two-way radio, unlimited text messaging	\$ _____		\$ _____	Includes Voicemail
Unlimited minutes	\$ _____		\$ _____	Includes Voicemail
Unlimited minutes with unlimited text messaging	\$ _____		\$ _____	Includes Voicemail
Unlimited minutes with unlimited text messaging, unlimited two-way radio	\$ _____		\$ _____	Includes Voicemail
Unlimited Two-Way Radio	\$ _____		\$ _____	
Unlimited Text Messaging	\$ _____		\$ _____	
Voice Overage Rate	\$ _____ /minute		\$ _____ /minute	
Charge per line for shared/pooled plans	\$ _____		\$ _____	
Paging thru phone	\$ _____		\$ _____	
Group Paging thru phone	\$ _____		\$ _____	
PTT Unlimited	\$ _____		\$ _____	
Voice Mail	\$ _____		\$ _____	

### PRICING SUMMARY SHEET

(Ref: Special Provisions (Pricing Plans), Paragraph 8.6 and 8.12)

#### BUNDLE VOICE AND DATA

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
200 pooled minutes with unlimited data, and unlimited text	\$ _____		\$ _____	Includes Voicemail
200 pooled minutes with unlimited data, unlimited text, unlimited tethering	\$ _____		\$ _____	Includes Voicemail
300 pooled minutes with unlimited data, and unlimited text	\$ _____		\$ _____	Includes Voicemail
300 pooled minutes with unlimited data, unlimited text, unlimited tethering	\$ _____		\$ _____	Includes Voicemail
450 pooled minutes with unlimited data, unlimited text	\$ _____		\$ _____	Includes Voicemail
450 pooled minutes with unlimited data, unlimited text, unlimited tethering	\$ _____		\$ _____	Includes Voicemail
450 pooled minutes with unlimited data, unlimited text, PTT	\$ _____		\$ _____	Includes Voicemail
Unlimited minutes with unlimited data, unlimited text	\$ _____		\$ _____	Includes Voicemail
Unlimited minutes with unlimited data, unlimited text, unlimited tethering	\$ _____		\$ _____	Includes Voicemail
Unlimited Text Messaging	\$ _____		\$ _____	
Unlimited Tethering	\$ _____		\$ _____	If unlimited tethering is not available, please outline pricing and applicable tiers of tethering service.
GPS (Directions)	\$ _____		\$ _____	
GPS (Tracking) Pooled 5 / 10 / 25 MB	\$ _____ 5 MB \$ _____ 10 MB \$ _____ 25 MB		\$ _____ 5 MB \$ _____ 10 MB \$ _____ 25 MB	
Voice Overage Rate (/ minute)	\$ _____ / minute		\$ _____ / minute	
Data Overage Rate	\$ _____ / MB		\$ _____ / MB	

**PRICING SUMMARY SHEET**

(Ref: Special Provisions, (Pricing Plans), Paragraph 8.6 and 8.12)

**DATA**

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
Unlimited data (no-cost device)	\$ _____		\$ _____	
iPhone 4GB Standalone	\$ _____		\$ _____	
iPhone Unlimited Standalone	\$ _____		\$ _____	
Blackberry 4GB Standalone	\$ _____		\$ _____	

**EQUIPMENT PRICING**

WIRELESS VOICE ONLY	Device Manufacturer and Model	Price	Manufacturer's Kit Description (include components e.g., wall charger, battery, etc.)
Current No-Cost Cell Phone Device:			
Current No-Cost Cell Phone Rugged Device:			

(WIRELESS Device)	Device Manufacturer and Model	Price	Manufacturer's Kit Description (include components e.g., wall charger, software, data cord, holster, battery, etc.)
Smartphone (current model of no-cost device) New line of service & upgrade after 12 months	_____		
Smartphone Replacement for existing line of service (non-warranty)	_____	\$ _____	
Smartphone Upgrade to the most recent model release	_____	\$ _____	
Device Shelf Stock (1%) Cellular Phone (Re: Special Provisions, Paragraph 7.F)	_____		
Device Shelf Stock (1%) Smartphone (Re: Special Provisions, Paragraph 7.F)	_____		
Discount off manufacturer list price for additional items not listed above			_____ %

VALUE ADDED SERVICES Ref.Par. 9		<i>This will not be part of the overall evaluation</i>
Item	Comments	
Employee Discounts Paragraph 9.1		
In-Building Solutions Paragraph 9.2		

### Mobile Device Management (MDM)

Item	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
MDM Solutions Paragraph 8.11 H	\$ _____		\$ _____	

### Accessories

Item	Percent Discount	Comments
Leather Holster		
Wall Charger		
Vehicle Charger		
Battery		
Tethering Cord		
Discount for accessory items not listed above		_____ %

Overnight delivery \$ \_\_\_\_\_