

Date: March 4, 2021

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP#2000003290
FOR: COMPUTER DEVICE, WARRANTY & PARTS
CLOSING DATE/TIME: MARCH 17, 2021 @ 4 p.m.

RFP STATEMENT:

During the Pre-Proposal Conference call, it was mentioned that we would be adding Apple devices to the RFP. After further internal discussion we have decided to do a separate RFP for Apple devices which will be released shortly.

RFP MODIFICATIONS:

The referenced Request for Proposal is amended as follows:

1. Add 4.6. Offerors must be Tier 1 Suppliers of Dell, HP and or Lenovo devices, supplying direct access to all the manufacturers devices, parts, and services.

RFP CLARIFICATIONS:

The following are responses to questions received via e-mail and at the Pre-proposal Conference held on February 22, 2021.

- Q1. How are the laptops divided? Or are the students to receive two laptops each?
A1. FCPS is transitioning to full 1:1 program. Students receive one laptop, but some programs may require additional performance and we anticipate students would be able to utilize a lab system when at school.
- Q2. What are the numbers for Computer Workstation Systems and Lab Systems?
A2. Reference Paragraph 5.4 of Special Provisions for computer counts. FCPS is moving toward laptop purchases. Ninety percent of our purchases are laptops.
- Q3. Could you tell me this contract is for sale of equipment only? or would it include the service /Repair of all the existing computer equipment including PCS, printers.
A3. RFP# 2000003290 is for computer device, warranty & parts. A separate RFP may be released in March/ April to include repair services.
- Q4. Can you please clarify the intention of FCPS around the overall contract term vs. the proposal validity period of 365 days?

- A4. The contract start date is determined by the date of award and terminate on June 30, 2026 as referenced in Paragraph 3.1 of Special Provisions. Paragraph 15.1 of Special Provisions refers to a firm fixed price agreements where the prices are not adjustable for the first 365 days of contract award date.
- Q5. Where in the submission should Appendix B be placed? Would you prefer that the forms appear in one of the tabs listed in the RFP, or at the end of the proposal in an appendix?
- A5. The Appendix B can be submitted with the Technical Proposal but as a separate attachment.
- Q6. TAB 9. Based on our interpretation of the scope of the proposal, relevant agreements would be the Microsoft Operating System and potential Google licensing, please confirm if there are additional agreements deemed to be in scope?
- A6. FCPS is required by our Microsoft enterprise agreement to purchase a license for Windows with the devices. Home version of the OS is permissible. For Chromebook devices, Offerors must include in their proposals a "Chrome Education Upgrade-Perpetual" license to manage the device.
- Q7. Will you accept questions or clarifications after the pre-proposal conference?
- A7. Per Paragraph 18 of General Conditions and Instructions To Bidders, questions may be submitted up to five working days before the due date.
- Q8. Would Fairfax Schools like to receive an Intel Celeron/ Windows Touch based device for younger students, so they only manage Windows devices?
- A8. Appendix D, Hardware Requirements outlines the FCPS anticipated baseline computer processing capability with respect to processors and other elements, we are soliciting responses to include a proposed spec sheet aligning to this baseline with pricing as outlined in Appendix E. FCPS is not soliciting demo units as part of vendor proposals.
- Q9. Would FCPS like to receive an option with Carbon Black Security Software already installed from the manufacturer?
- A9. FCPS anticipates the proposals will include various software packages supporting the operation of the computers. There is no immediate plan to implement Carbon Black across the Enterprise
- Q10. Can we include the current student models in the RFP response, to maintain student equity?
- A10. Yes. Please refer to Paragraph 7.2 of Special Provisions.
- Q11. On the Administrative system, you stated "require RJ45 connector" on a convertible, will a RJ45 to USB Ethernet adapter work for you? Our system supports MAC-Address Pass-thru if adapter is acceptable.
- A11. FCPS preference is for RJ45 connector but not required. Reference Appendix D, Hardware Requirements where a dongle is used for a current FCPS standard offering.
- Q12. Are you open to AMD processors as the bid states you are almost 100% Intel?
- A12. Appendix D, Hardware Requirements aligns with current FCPS practice and the processor specification should be interpreted as a baseline performance capability metric and proposals that meet or exceed this baseline are allowable from any processor manufacturer. Proposals may use a recognized industry benchmarking tool of choice to establish meeting this baseline.
- Q13. Is there a reason why AMD won't be considered?
- A13. Refer to Answer 12 above.
- Q14. Will award be to a single bidder or multiple?
- A14. Per Paragraph 23 of Special Provisions, the County reserves the right to make multiple awards as a result of this solicitation.

- Q15. Is it okay to bid just Windows devices and not Apple iOS?
A15. Yes.
- Q16. Will FCPS accept an HD non-IR camera instead?
A16. Per Appendix D, Hardware Requirements, IR is a requirement for “Windows Hello for Business” for devices compatible with that standard.
- Q17. In general, can you talk to how this requirement differs from the one awarded in early 2019?
A17. The contract awarded in 2019 was specific to student 1:1 initiative, grade 3-12. This RFP is for all computer devices students and staff, warranty, and parts.
- Q18. In 5.3 you show an average of about 12,000 devices being purchased but have over 200,000 devices. Are you on a refresh cycle of 4 years? If so wouldn't that be much more purchases per year?
A18. The target is 4 years, but for budgetary and other reasons that is not always possible.
- Q19. Are bidders required to propose all OEMs (Dell, HP & Lenovo) or can we submit a proposal for only one?
A19. Proposals for one OEM will be accepted.
- Q20. Is DisplayPort over USB-C acceptable?
A20. Standard external video connectors are listed in Appendix D, Hardware Requirements. Ports that support these standards are acceptable and if they require an adapter that should be included.
- Q21. With many constraints on Chromebooks, would FCPS consider a Windows system with the Students Chromebook offering with like specs, except for the OS?
A21. The expected FCPS student offering is listed in Appendix D, Hardware Requirements. We do not anticipate providing students a less capable device than we currently provide.
- Q22. Will you accept a partnership of a prime and a sub? If we can provide a set aside capabilities?
A22. FCPS' contractual obligation will be with the prime and they will be responsible for the sub's performance.
- Q23. Can you elaborate and name the software mentioned in Paragraph 7.3 of Special Provisions? Do you have enterprise licensing agreements in place or is vendor required to price this software?
A23. FCPS has desktop licensing for Microsoft and also utilize Google Apps for Education. Any additional licenses should be outlined in your firm's proposal as part of the offering. Please also refer to Q6.
- Q24. For monitors is there a particular size or inputs you prefer?
A24. Reference Special Provisions Section 7.2.10 for monitor requirements. 19"-24" are preferred sizes.
- Q25. How will we be able to view the recording?
A25. Please email rtaylor@fcps.edu and he will send a link.
- Q26. Is military experience acceptable for minimum vendor qualifications
A26. Per Paragraph 4.2 Special Provisions, minimum qualifications, vendors must have at least five (5) years continuous experience in computer equipment to K-12.
- Q27. When will addendum be posted?
A27. Addendum 1 and additional addendas will be posted in Bonfire and eVA. Suppliers will be notified once they are posted.
- Q28. For student notebooks, can we use 8th Generation Processors?

A28. Current FCPS student laptops utilize 8th generation i3 processors, the "Intel i3 10th gen or better" listed in Appendix D, Hardware Requirements is intended as a baseline performance metric to afford vendors a fair evaluation and we are soliciting responses with specifications at this baseline "or better". Please refer to A12 above for further detail. FCPS will work with the selected vendor after award to establish the final configuration of any final hardware platform.

All other terms and conditions remain unchanged.



Jon Damron
Supervisor

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