

ADDENDUM NO. 1

DATE: October 14, 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, via Bonfire, and at the Pre-proposal Conference held on October 5, 2022.

Q1. Will the location for the services be 12000 Government Center Parkway, Fairfax, VA and [what is the] amount of bandwidth that you require?

A1. Yes, services are required at 12000 Government Center Parkway as well as many other sites. Fairfax County Government (FCG) has over 230 sites. 12000 Government Center Parkway currently has dual 10G internet circuits. FCG also has a data center in Ashburn, VA.

Q2. Is this intended to be a multiple award?

A2. Yes, it could potentially be a multiple award.

Q3. When you were talking about the Tier 1 and Tier 2 providers, does that only pertain to the Internet, and the direct Internet access?

A3. Yes.

Q4. Can you clarify the differences between DPMM, the selection Advisory Committee and the school district itself?

A4.

- DPMM stands for the Fairfax County Government, Department of Procurement and Material Management, which is the central purchasing department for Fairfax County, VA.
- As part of Fairfax County, Fairfax County Public Schools, also known as FCPS (the school district), procures under delegated procurement authority from DPMM. It is important to note that both FCPS and the Fairfax County Government are jointly soliciting telecommunication and internet services under this RFP; these services are needed at both FCPS and Fairfax County Government sites.

- The Selection Advisory Committee is a group of experts who will evaluate and score all proposals submitted under this RFP.

Q5. Is the fiscal representative more of an accounts payable person or is that someone who can speak to the financial situation of the company?

A5. Typically, that is an accounts payable staff member.

Q6. Regarding minimum qualifications, paragraph 2.2 "The Offeror must have at least seven (7) years successful, continuous experience providing equivalent services described herein to K-12 school districts greater than 75,000 students and/or a county government with a population of greater than 750,000. If that's no, is that an automatic disqualification?

A6. Seven years of experience is required; if this requirement cannot be met, the proposal will be disqualified; substantially similar experience to other types of customers may be considered.

Q7. Currently FCPS has a number of TDM [Time Division Multiplexing] type services like PRI [Primary Rate Interface], POTS [Plain Old Telephone Service] lines and audio Teleconferencing. Is FCPS open to alternate VoIP solution for these services?

A7. Yes. There is a paragraph in the Special Provisions of the RFP which allows for related services and alternative solutions. We encourage vendors and providers to provide innovative technologies and new solutions. You may submit them under paragraph 9.4 Value-Added & Related Service.

Q8. Regarding Metro E cloud, will there be a site quantity and location list provided for all buildings inside of that cloud that needs service?

A8. The critical site list can be found in Appendix E - Critical Site List.

Q9. Who are your current providers?

A9. Cox, Lumen, Verizon, and AT&T.

Q10. Regarding paragraph 6.12, it says that you currently have 35 SD WAN locations, growing the 50, and then in Appendix J - Pricing Summary you're asking for monthly reoccurring costs. Is that a per location?

A10. Yes, it is per location/site.

Q11. Regarding FCG SD WAN, you have 35 sites now and you may go to 50, are you looking to go with the same manufacturer that you have now and add sites as you go along? And if so, who is the SD WAN provider now?

A11. Right now, the 35 FCG sites are using a turnkey service provider solution that includes Internet, but we understand other vendors do have devices that customers buy and manage themselves; still, right now it is a co-managed type of situation.

Q12. Do you want the transport included with that or is this just the device and the management?

A12. Include everything except transport.

Q13. Please confirm the amount of bandwidth required for this bid.

A13. Please review Appendix G of the solicitation to find existing bandwidth needs.

Q14. Could you provide the physical addresses for the Richmond Legislative office, the disaster recovery datacenter in Culpeper VA, and the primary datacenter in Ashburn VA.

A14. For security purposes we prefer not to advertise those addresses. The addresses will be provided to the awarded vendor(s).

Q15. In File 10-Appendix A GCIB [General Conditions and Instructions To Bidders], FCPS asks for the proposal submission to be "submitted in a sealed envelope or package," however, it is our understanding that this proposal is electronic submission only, via the Bonfire submission portal. Please confirm submission requirements. Also, in the same paragraph, the RFP asks for forms to be "properly signed in ink." Can we instead provide scans of the signatures in the forms that require them?

A15. Since FCPS began using the Bonfire platform for RFP submissions, Offerors must use the upload function on that site in place of submitting hard copy sealed envelopes; also, Offerors must either scan signed forms or sign forms electronically in lieu of ink signatures on paper; FCPS no longer accepts hard copy paper submissions.

Q16. Where is the definition of Tier 1 and Tier 2 described in the document?

A16. Tier 1 and Tier 2 are not described in the RFP; a Tier 1 provider does not purchase transit service from any other network to reach all parts of the internet; a Tier 2 provider purchases some transit service from Tier 1 Providers to reach parts of the internet.

Q17. Is there a site list including address and bandwidth for all locations connected to the Metro-E cloud? The critical site list does not designate if it is serviced by Metro-E. Do all of those critical sites have Metro-E currently?

A17. Please reference Appendix G- Existing Services and Appendix E - Critical Site List

Q18. Will the SD WAN section be an addition to the existing solution? If so, who is the manufacturer? Is transport needed for SD WAN or is it already in place?

A18. We currently have 35 sites using a co-managed provider Velocloud solution. We are looking to add an additional set of 15 more sites. Transport services may be needed and should be addressed under the Internet service section of the RFP.

Q19. How long will Fairfax County take to respond to vendor questions?

A19. Responses will be provided as soon as possible, usually within 3 business days; however, response time varies depending on the complexity of the question and whether both Fairfax County Government staff and FCPS staff must provide the response; the more parties that must respond, the longer a response might take.

Q20. Due to the complexity of the solicitation [vendor name] is requesting a 3-week extension to the November 3rd due date.

A20. In order to meet E-rate deadlines, no extension will be permitted.

Q21. [Offeror name] has been providing voice services to NYC DOE - almost 2000 schools in 5 Boroughs to approximately 1,100 for almost 5 years. In addition, we are a federal government contractor with significant experience and one of the carriers on the \$70B EIS contract. Can you

please confirm that this experience will be deemed as meeting the requirements for participation.

A21. Please reference Section 2 of the Special Provisions for minimum qualifications, as well as A6 above.

Q22. Was the call recorded? Some of my team members wanted to go back and listen if possible. Please advise.

A22. No, it wasn't recorded. However, the questions discussed will be published in Bonfire in an addendum to the solicitation, likely sometime in the next week.

Q23. Can we be provided with the addresses of each building and what services they need? (Addresses, quantities of phones, amount of concurrent call paths needed, quantity of telephone numbers.

A23. Please reference Appendix G - Existing Services and Appendix E - Critical Site List which provide all information we currently are able to share.

Q24. Is there a list of all locations with connectivity requirements for each site?

A24. No, please reference Section 6 background and A23 above.

Q25. Is there a list of desk phone quantities with numbers/extensions, security and fire alarm services, key swipe, modems, or other services including conference room phones using Legacy Circuits per location?

A25. No, we don't have a list of this sort.

Q26. From past records, it shows that there were approximately 768 POTS/PRI lines. Is this still accurate?

A26. Please reference Appendix G - Existing Services, which has the most current available information.

Q27. Do you have a list of the desk phone numbers/extension quantities currently using the SIP protocol?

A27. No, we don't have a list of this sort.

Q28. Is there a list of all locations with connectivity requirements for each site?

A28. A complete list will be provided upon contract award.

Q29. Are we able to provide pricing for a subset of locations that are well situated for our network.

A29. Yes, however this will impact your evaluation and score.

Q30. For the Metro Ethernet services, to what site are we connecting or is this an any to any Elan type of service?

A30. Please reference Appendix G - Existing Services.

Q31. I am receiving notices from the eVA site that there has been an amendment of some sort but I don't see one in the system anywhere. Can you please advise on this?

A31. On October 12, 2022, FCPS was required to make an administrative change to the RFP within eVA, due to eVA's upcoming platform change. Potential bidders were notified of this change by eVA. Since FCPS does not use eVA for submissions, this change has no effect on the instructions to bidders for this RFP. Bidders must continue to use Bonfire for all submissions as described in Section 17 - Submission of Proposal within the Special Provisions. FCPS no longer accepts hard copy paper submissions. See also A15 above.

All other terms and conditions remain unchanged.



Michelle Pratt, Director

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

Name of Firm

(Signature)

(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.