



County of Fairfax, Virginia

ADDENDUM

DATE: September 19, 2014

ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS
REFERENCE: RFP 2000001273
TITLE: IT Hardware, Software, and Related Services
DUE DATE/TIME: September 30, 2014 @ 2:00 P.M (Revised)

The referenced request for proposal is amended as follows:

1. The due date/time has been changed to September 30, 2014 @ 2:00 P.M.
2. RFP Special Provisions, paragraphs 5.6.1.B and RFP Attachment 3, titled Table of Conformance 5.6.1.B. are revised as follows:

Contractor shall be a Category 2 service provider as defined by the E-Rate Program

3. Special Provisions 5.3.3 titled "Part III – Services (Related and/or Value-Added), allow for the addition of an E-Rate consultant / advisor as follows:

T. Offerors are encouraged to have resources to provide for an E-Rate consultant / advisor that could aid FCG and/or FCPS in the identification of purchases eligible for E-Rate reimbursement.

4. Appendix D, as referenced in RFP Special Provisions 5.3 is attached to this Addendum as Attachment I.
5. Refer to Attachment II for responses to the questions from the pre-proposal conference held on September 4, 2014 and questions received via e-mail.

Department of Purchasing & Supply Management

12000 Government Center Parkway, Suite 427

Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpsm

All other terms and conditions remain the same.



Teena L. Stewart, CPPB
Contract Specialist II

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

Name of Firm

(Signature)

(Date)

**A SIGNED COPY OF THIS ADDENDUM SHALL 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 I

APPENDIX D: PRODUCT SPECIFICATIONS AND STANDARDS

The figure below (TABLE 1) provides product specifications and standards that the County will expect qualifying firms to use as a benchmark of criteria for products

- Desktops, Laptops, and Tablets
- Rugged Laptops
- Servers

Product Type	Processor	Memory	Hard Drive	Media Drive	Monitor	Operating System	Other
Desktop Computer (Standard)	2.5 GHz + Intel Quad Core i5 Processor	6 GB	250 GB min	16x DVD+ /- RW Drive	23"	Windows 7, 8 or newer	- Speaker Bars (Optional) - UEFI Capable
Desktop Computer (High End)	3 GHz + Intel Quad Core i7 Processor	12 GB	500 GB	16x DVD+ /- RW Drive	24" with touch screen capabilities optional	Windows 7, 8 or newer	- Speaker Bars (Optional) - UEFI Capable - Expansion Graphics Card (Required)
Laptop Computer (Standard)	2.5 GHz + Intel 3rd Generation Quad Core i5 Processor	4 GB	250 GB	16x DVD+ /- RW Drive	14"	Windows 7, 8 or newer	-Wireless and Broadband Mobile options -TPM - UEFI Capable - Docking Solutions
Laptop Computer (High End)	3 GHz + Intel 4th Generation Quad Core i7 Processor	8 GB	500 GB or 250 GB SSD	16x DVD+ /- RW Drive	15"	Windows 7, 8 or newer	-Wireless and Broadband Mobile options -TPM - UEFI Capable - Docking Solutions
Rugged Laptops	3 GHz + Intel 4th Generation Quad Core i7 Processor	8 GB	500 GB or 250 GB SSD	16x DVD+ /- RW Drive	13", 14", or 15" (Optional)	Windows 7, 8 or newer	Wireless and Broadband Mobile options. Durability to protect against drops, dust, water. In-vehicle docking mount station optional.

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Product Type	Processor	Memory	Hard Drive	Media Drive	Monitor	Operating System	Other
Server (Standard)	Intel Xeon Processors E5-2400 +	12 GB	512 GB	16x DVD+ /- RW Drive	N/A	- Windows Server 2012 or latest - Sun Solaris - Linux Enterprise Software - HP UNIX	N/A
Server (High-End)	Intel Xeon Processors E5-2600 +	32 GB +	4 TB	16x DVD+ /- RW Drive	N/A	- Windows Server 2012 or latest - Sun Solaris - Linux Enterprise Software - HP UNIX	N/A
Tablet (Standard)	Intel ATOM Processor 64-bit OS	4 GB	128 GB SSD	16x DVD+ /- RW Drive (Optional)	7" (Minimum) 11" (Preferred)	- Windows 8 or newer - Options for iOS, Android, or Windows	- WiFi and/or Wireless Broadband Mobile options - TPM - UEFI compatible - Docking Solutions (Preferred)
Tablet (High End)	2+ GHz Intel Core i Series 64-bit OS	4 GB	128 GB SSD	16x DVD+ /- RW Drive (Optional)	7" (Minimum) 11" (Preferred)	- Windows 8 or newer - Options for iOS, Android, or Windows	- WiFi and/or Wireless Broadband Mobile options - TPM - UEFI compatible - Docking Solutions (Mandatory)
Thin Client Server (Standard)	Xeon X5660, 6 Cores	16 GB	1 TB 10K RPM SATA (Raid Array)	16x DVD+ /- RW Drive	N/A	N/A	N/A
Thin Client Server (High-End)	Dual Xeon™ X5660, 6 Cores	24 GB	2 TB 10K RPM SATA (Raid Array)	16x DVD+ /- RW Drive	N/A	N/A	N/A

Figure 1: Product Specifications (Laptops, Desktops, Tablets, Rugged Laptops, Servers)

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Product Level	Response Time / Latency	I/O / Bandwidth	Capacity (Usable)	Protocols / Connectivity	Availability / Redundancy	Data Protection	Support	Other Information
Tier 1	<10ms sustained based on SPECsfs2008_nfs/cifs, or FC equivalent	Minimum 50,000 throughput based on SPECsfs2008_nfs/cifs, or FC equivalent, per port	-100TB+ scalable capacity per unit -Must describe vertical and horizontal scalability limitations	-Any combination of FC, CIFS/NFS, iSCSI -Minimum four 10Gb network or 8Gb FC ports	-Fully redundant hardware with no maintenance outages -99.999% uptime	-Hardware based -Replication -Redirect-on-Write Snapshots -Application integrated Snapshot for Oracle, SQL, Exchange, VMWare, SharePoint	-24x7 support -4 hour resolution -Must describe escalation procedure	Highly visible production data
Tier 2	10ms – 20ms sustained based on SPECsfs2008_nfs/cifs, or FC equivalent		-300TB+ scalable capacity per unit -Must describe vertical and horizontal scalability limitations	-Any combination of FC, CIFS/NFS, iSCSI, DAS -Minimum four 10Gb network or 8Gb FC ports	-Fully redundant hardware with no maintenance outages. -99.999% uptime	-Replication -Redirect-on-Write Snapshots --- Application Integrated Snapshot for Oracle, SQL, Exchange, VMWare, SharePoint	-24x7 support -4 hour resolution -Must describe escalation procedure	Mid-level production and development data
Tier 3	>50ms		-500TB -Must describe vertical and horizontal scalability.	-Any combination of FC, CIFS/NFS, iSCSI, DAS -Minimum four 10Gb network or 8Gb FC ports	-Fully redundant hardware. -Maintenance outages acceptable	-Replication -Redirect-on-Write Snapshots	At least next business day	-Archival and backup level storage (including tape) -(Dedupe rates for backups are currently at 74% reduction)

Figure 2: Product Specifications (Storage)

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Cloud Storage Primary Location(s)	Cloud Storage Alternate Copy Location(s)	Encryption Options	Access Framework and Protocols	Connectivity	Availability / Redundancy	End of Service Procedure	Upload and Download Policies
Prefer primary location in VA	Require all copies exist in USA	-Please describe “in flight” and “at rest” options. -Please identify and industry and government standards that are achieved.	Please describe access method, including any on premises storage caching.	Please describe connectivity options, i.e. Internet only, direct connect, etc.	Require 99.999% protection of data.	Please describe to process for evacuating data from cloud storage, including erasure of data.	Please describe any limitations for the upload and download of data and identify any associated costs in proposal.

Figure 3: Product Specifications (Cloud Storage)

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PLATFORM ARCHITECTURE:

CURRENT END USER HARDWARE REQUIREMENTS

Component	Desktops	Laptops	Tablets
Power	Single	Single	Single
CPU	Intel Quad Core i7 -3770, 3.4GHz	Intel Core i5-3340, 2.7 GHz	i5-3337U (3M Cache, up to 1.80 GHz)
Disk Configuration	250 GB, SATA Drive	250 GB, SATA Drive	128 GB SSD
Disk Configuration	500 GB, SATA drive	320 GB, 5400 RPM Hard Drive	128 GB SSD
Media Drive	16X DVD R/W combo drive	8X DVD CD-R/W combo drive	
Memory	8 GB, Non-ECC DDR3, 2 DIMMS	4 GB, SDRAM (1 DIMMS)	4 GB
Monitor	22" Economic, Flat Panel, DVI/VGA	14" Wide Screen WXGA+ LCD Panel	11.6" Full HD (1920 x 1080) IPS (400 NITS)
Video Card	Integrated Graphics DP/DP/VGA w/DP-to-DVI Adapter	Intel® HD Graphics 4000	Intel HD Graphics 4000
Interface Card(S)	Ethernet 10/100/ 1000 Base-T	Built-in 10/100/1000 GB Ethernet card	None – 3rd Party USB to Ethernet
Wireless	N/A	Intel Centrino Advanced N 6205 802.11 a/b/g/n	Intel Centrino Advanced N 6235 802.11 a/b/g/n
Operating System	Windows 7 / Window 8.1	Windows 7 / Windows 8.1	Windows 8.1
File System	NTFS	NTFS	NTFS

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Component	Desktops	Laptops	Tablets
Maintenance	5 Year on-site, next business day	5 Year on-site, next business day	3 Years on-site, next business day
Additional Hardware Requirements	Sound bar not included	Port replicator, external mouse, keyboard and monitor if used as desktop, Security Lock	Keyboard, and Port replicator

CURRENT PLATFORM ARCHITECTURE STANDARDS:
HAND HELD MOBILE DEVICES

Component	Environment
Platform/Devices	Syclo iOS (iPhone, and iPads) Windows OS Androids phones and tablets
Software Compatibility	Outlook Exchange (Downloadable) Date Book, Address Book, To do List, Memo Pad, Calculator
Connectivity	TCP/IP Internet or USB enabled

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CURRENT PLATFORM ARCHITECTURE: Server Standards General Server Standards: *Servers needs are determined based on many factors, including utilization of existing infrastructure, requirements of planned projects, and the availability of specific funding for new equipment. Some platforms will share components and others will not, depending upon the unique circumstances for each project and product. Sharing and re-use are promoted when feasible. The county's goal is to provide a homogeneous environment to streamline support and maximize resources, using virtual environment and consolidated server farms supporting many applications.*

**CURRENT PLATFORM ARCHITECTURE:
GENERAL SERVERS**

Component	Environment
Operating System	Microsoft Windows Server 2012 Enterprise Edition Solaris (latest release)
Thin Client Access	Citrix Xenapp 6.5
Hardware	Intel (Windows) SPARC (UNIX) HP UX
Backup	Symantec Net Back Up Net App snap shots
Storage	IBM XIV (SAN) NetApps (NAS) EMC Data Domain
E-Mail	Microsoft Exchange Server 2010/2013 Enterprise Edition L-Soft LISTSERV

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Component	Environment
Web/Application Servers	Preferred: Microsoft Internet Information Server – IIS7 Apache Web server (if required by COTS package) Tomcat (if required by COTS package) JBOSS BEA Systems WebLogic Microsoft BizTalk Web Methods <i>Oracle Application Server 11g</i>
Configuration/Change Management	VSM (Infra Enterprise) – ITIL Service Management

CURRENT SERVER STANDARDS:

SERVERS WILL BE VIRTUAL WHENEVER POSSIBLE.

Component	File/Print/Applications/Web (INTEL)	Database Server (INTEL)	Web Server/Application (UNIX)
Type	INTEL	INTEL	UNIX
Power	Redundant, UPS required if not EOC-resident	Redundant, UPS required if not EOC-resident	Redundant, UPS required if not EOC-resident
Fault Tolerance / Disk Configuration	Operating System Drives – Raid 1 (Mirrored) Database / Application Drives – Raid 5 utilizing SAN if EOC resident	Operating System Drives – Raid 1 (Mirrored) Database / Application Drives – Raid 5 utilizing SAN if EOC resident	Operating System Drives – Raid 1 (Mirrored) Database / Application Drives – Raid 5 utilizing SAN if EOC resident
CPU	Dual 3.0 MHz	Dual 3.0 MHz	Dual 1.5 GHz
Network Interface Cards	Dual Ethernet 1000 Base-T	Dual Ethernet 1000 Base-T	Dual Ethernet 1000 Base-T
Operating System	Windows 2008 R2 Server	Windows Server 2008 R2	Solaris (latest release)

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Component	File/Print/Applications/Web (INTEL)	Database Server (INTEL)	Web Server/Application (UNIX)
Monitor	17" SVGA Color, if non-EOC site Not required if EOC resident	17" SVGA Color, if non-EOC site Not required if EOC resident	Rack mountable Flat LCD monitor Required if EOC resident
RAM	16 GB Minimum Cache 256 MB	16 GB Minimum Cache – Database/Application specific	16 GB Minimum Cache – Database/Application specific
File System	NTFS	NTFS	Solaris
Maintenance	5 Year, 24/7, 4 hour on-site, parts & labor included	5 Year, 24/7, 4 hour on-site, parts & labor included	5 Year, 24/7, 4 hour on-site, parts & labor included
Additional Hardware Requirements	Raid Controller Rack mountable rails if EOC resident Minimum 3 Open Slots to facilitate system expansion HBAs (if connected to SAN)	Raid Controller Rack mountable rails if EOC resident Minimum 3 Open Slots to facilitate system expansion HBAs (if connected to SAN)	Raid Controller Rack mountable rails if EOC resident Minimum 2 Open Slots to facilitate system expansion Dual HBAs (if connected to SAN); DVD-ROM & Tape Drive (DDS-4)
Storage And Backup	See Figure 2 and Figure 3 Above	See Figure 2 and Figure 3 Above	See Figure 2 and Figure 3 Above

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- Q1. Special Provisions Section 5, titled Tasks To Be Performed, 5.1 third bullet, requires that the "Successful Offeror(s) must have a website that provides products and associated pricing for those items being offered. The County desires that the website be capable of providing list price and associated discounts offered, and that a quote may be generated from the site containing this information.". Question, A significant portion of the hardware solutions in these areas and their associated software products involve customized configurations are tailored to the County's needs after consultation with vendor engineers. Since these solutions are not off-the-shelf and have to be specially ordered, will this RFP provision be an absolute requirement?
- A1. **It is the County's preference that an offeror have the capability to provide for an Ecommerce website that features pricing and discount price for COTS items.**
- Q2. Section 5.3: Can you please clarify the hardware specifications for the products listed 5.3.1 Part 1 Hardware?
- A2. **Please reference Attachment I, titled "Appendix D Product Specifications and Standards" to this Addendum**
- Q3. Section 5.3.3 K: Can you please clarify?
- A3. **Examples could be, but is not limited to, discounts associated with a large volume purchase, rebates offered by Manufacturers, credit for turning in an old server when a new one is procured.**
- Q4. Regarding Section 5.3.3.R. Lease and Section 8.1.b: Does the County want to see lease pricing in the Cost Proposal?
- A4. **Yes**
- Q5. Regarding Section 5.3.3.R. Lease: With no ownership option, assets leased to the County but owned by the vendor will be subject to Personal Property Taxes. Does the County want the vendor to include Personal Property Taxes in the cost of the lease or would the County prefer to pay the Personal Property Taxes as a separate invoice from the lease payment?
- A5. **Please reference Special Provisions Paragraph 9, titled Pricing. Yes, the County wants Personal Property tax included in the cost of the lease.**
- Q6. Can you please provide clarification on the number of copies to be submitted of the Technical and Cost proposal? Page 12 Special Provisions, 13.1 states One (1) original (duly marked), one (1) copy of the Technical proposal and Ten (10) Copies on CD format and one (1) original (duly marked), one (1) copy and Ten (10) Copies on CD format of the cost proposal (Appendix B) and Page 13 Special Provisions, 13.5 states each original (to include CD's) and set of the four (4) copies of the proposal.
- A6. **Paragraph 13.1 is one original for Technical and one original for Cost, plus one copy of Technical and one copy of Cost is four hard copies total. The original Technical must have the CD's containing the Technical response only (do not include cost on the CD), the original Cost must have the same amount of CD's containing the Cost proposal only. The CD's must not have the Technical and Cost proposal on the same CD or your firms response may be rejected.**
- Q7. Provide clarification that section 5.0 (Tasks to be Performed) response should be provided under section 6.2 (Preliminary Work Plan) of our technical response?
- A7. **Firms may reference Special Provisions Paragraph 6, titled "Technical Proposal Instructions".**
- Q8. Will the county be willing to negotiate mutually agreeable and beneficial terms and conditions with the awarded bidder if such terms and request to negotiate are submitted with vendor's bid response?
- A8. **Please reference Special Provisions 16, titled "Basis for Award".**

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- Q9. Is the objective of this RFP, once established as a purchasing vehicle, to supersede all other Fairfax county purchasing vehicles for technology, such as the US Communities Contract? Will this contract be preferred to other contracts in any way?
- A9. **The County requires that departments utilize contracts for purchases that exceed certain dollar thresholds, typically \$5k. The County does not require a department to use a certain contract vehicle if there are one or more contracts in place for the same thing. It is not the intent of the County for this contract to replace any County contracts currently in place.**
- Q10. While we plan to respond to Parts I, II, and III of the RFP, are we required to respond to all sub sections under Part I - hardware? For example if we respond to B-F excluding E, is that acceptable? Will this have any impact when Fairfax evaluates our response?
- A10. **Offerors are encouraged to submit a response with their firm's best offerings. For evaluation questions please reference Special Provisions paragraph 16, titled "Basis for Award".**
- Q11. Pg. 4, Section 5.3 - Can the County give us a forecast, historic spend or an estimated percentage of your spend that these items represent for the items specified in Appendix D? Could you provide spend for all items in Part I, Part II and Part III?
- A11. **Historical data is not available. As to the County's PC replacement program, the County replaces approximately 2800 items annually, 80% of which are desktops, 20% of which are laptops. The County anticipates a decrease in the desktops and laptops and an increase in the use of tablet devices.**
- Q12. Pg. 6, Section 5.5.3, Part III-Services (Related and or Value-Added), D-Maintenance & E-Service & Repair: Could you please define what warranty and non-warranty repairs are required by Fairfax? Additionally, please provide a full list of locations and addresses requiring onsite warranty.
- A12. **Please provide your firms Warranty options available to the County, reference Special Provisions paragraphs 5.4. and 5.5. The County, which includes Fairfax County Public Schools, is too vast to list all locations, in addition some locations change. Your firm must have the capability to service the entirety of Fairfax County Government and Fairfax County Public Schools.**
- Q13. Must contractors have an E-Rate and / or Spin number to be considered for contract award?
- A13. **Not a requirement to for contract award, however it is preferred**
- Q14. Must past performance examples be from separate clients?
- A14. **Yes.**
- Q15. Must past performance examples be from primes?
- A15. **Yes.**
- Q16. With regard to the consulting component of the RFP, is it restricted for hardware and/or software provided under the RFP, or is it for any type of IT consulting.
- A16. **The consulting component is restricted to the Hardware and/or software components of the RFP.**
- Q17. Is there any communication encryption required?
- A17. **No.**
- Q18. Should we include a catalog of all proposed items and services proposed with our proposal?
- A18. **Yes, or a login to an online catalog that the County would have access to in order to evaluate what your firm is proposing.**

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- Q19. Do consolidated shipping requirements apply to just PC's or all items?
A19. County does not require this as all equipment is shipped to one location. FCPS does require consolidated shipping.
- Q20. Are communications within the schools primarily WIFI?
A20. Yes.
- Q21. How would the County handle additional products and services being added to a contract as contractors become resellers of more items?
A21. The County envisions that firms awarded a contract would have the capability to expand upon hardware, software and/or services as awarded, and as technology changes. Should a firm not be awarded a certain category the County does not anticipate adding that to an offeror's contract as it may be out of scope of the original intent of award for an offeror.
- Q22. Is it the intent of the County to make multiple awards for one OEM?
A22. Yes, it is possible to award to one or more resellers, please reference RFP, Special Provisions paragraph 16.
- Q23. Is anyone excluded from proposing software?
A23. No.
- Q24. Does this RFP allow for data center storage requirements?
A24. No, the County is in the process of evaluating and awarding a separate procurement for those type requirements.
- Q25. Pg. 6, Section 5.5.3, Part III-Services (Related and or Value-Added), Lease: We would like to propose a lease partner in which the County would issue a PO directly to the leasing partner. Is this something Fairfax would consider?
A25. Please reference Special Provisions 16, titled "Basis for Award".
- Q26. Pg. 7, Section 5.5.3, Part III-Services (Related and or Value-Added), Q. Delivery: Fairfax is requesting all shipments to be inside delivery FOB. In the event that a location does not have a loading dock or needs a lift gate, what is Fairfax's delivery expectations? There may be additional fees associated with this.
A26. The County requires inside delivery, please reference Special Provisions paragraph 9, titled "Pricing".
- Q27. Pg. 11, Section 9, Pricing: In the event we are proposing pricing for multiple manufacturers per category, are we allowed to vary the discounts per manufacturer?
A27. Please reference Special Provisions paragraph 8, titled "Cost Proposal Instructions".
- Q28. Pg. 11, Section 9, Pricing: Since there is not an hourly rate or a list price for certain services, such as hosting/co-location services, is it acceptable to include these services in our response using a different pricing methodology?
A28. See A. 24 above.
- Q29. Pg. 19, Special Provisions, Section 28, Subcontracting – If we do not list a subcontractor in our response, or need to change subcontractors, will we be able to add them after the fact?
A29. Yes.
- Q30. Pg. 37, Listing of Local Public Bodies: Amongst the local public bodies able to use this contract, what is the percentage or dollar amount of their annual spend? Do Fairfax County Public Schools utilize this contract and can you quantify their spend?
A30. The County does not have data available for other public entities. It is a business decision for Fairfax County Public Schools if they wish to utilize the resultant contract(s), see A. 9 above.

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Q31. Do you have any Microsoft or other major publisher contracts in place?

A31. The County and Schools have different requirements; both entities use a combination of different contracts that may be in place at the County level, State Level, or riding of another jurisdiction. The County is interested firms providing for all types of COTS software.

Q32. What percentage of your spend is leasing vs. direct purchase?

A32. The information is not available.

Q33. General: Dell Warranty Parts Direct Program-Under this current program, are Fairfax technicians performing the warranty service vs. contracted businesses? Does the County prefer maintenance to be performed by your staff or contractors? Please elaborate how the warranty work is handled currently.

A33. Please reference Special Provisions paragraphs 5.4 and 5.5. For information on the County's current Dell contract please visit the County's online contract register at www.fairfaxcounty.gov/cregister in the contract number field use 4400000339.

Q34. 5.3.1 Part I - Hardware

a) Standard Desktops (applies to High End Desktops, too)

a. vPro needed?

b. AiO possible?

c. Touch Option

d. End-user provided image or... ?

e. Minimum acceptable processor (i3?)

f. Minimum RAM (4G)

g. Do they want an optical drive?

h. HDD or SSD or SED? Capacity?

i. Which form factor (TWR, SFF, USDT, DM)?

j. Preferred O/S?

k. UMA graphics ok?

l. Can we offer MSNA discount O/S for K12 accounts only, and Pro 64 for all other accounts?

b) High End Desktops (see above and add below)

a. Do they want/need dual processors?

b. Do they want Xeon procs?

c. What type of Graphics requirements (how much memory on cards)?

c) Laptop Computer (many questions above apply here, too)

a. Do they need WWAN?

b. UMA or discrete?

c. Numeric keypad needed?

d. Have a preference on WLAN card?

e. They mention Port Replicator, but do they mean true docks?

f. Touch display, screen size?

g. Resolution or HD requirements?

h. Battery life requirements?

d) Tablets

a. Minimum screen size?

b. What type of processor?

c. Is there a weight requirement?

e) Rugged Portable Solutions

a. Is "business-rugged" Mil Spec 810G rugged enough or do we need to look at Toughbooks or Getac?

A35. Please reference Attachment I, titled "Product Specifications and Standards" for FCG (Fairfax County Government). It is the County's preference to have a wide variety of offerings.

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- Q36. Section 5.1: Is it the preference of Fairfax County Government to have the offeror create a link/url to gain access to products and services via the web or does FCG and FCPS use an ERP system (Sciquest, Ariba, etc.) where they would punch-out to an HP catalog? If an ERP system will be utilized please specify the system.
- A36. The County does not have a preference if an offeror proposes a link/url. Fairfax County Public Schools prefers a marketplace type structure. Fairfax County Government and Fairfax County Public Schools utilizes SAP, known as FOCUS, or the FOCUS Marketplace for punch out type requirements.**
- Q37. Will a selected offeror be able to update the listing of products in the catalog at any time? If not, how often? Are there any constraints to adding additional manufacturers and/or SKUs?
- A37. Fairfax County prefers that products are updated as technology changes during the term of the contract. Offerors will be required to work with the technical point of contact at Fairfax County Government and/or Fairfax County Public Schools for a schedule / approval of updated products.**
- Q38. Is the County looking for a list minus pricing structure or for the bidder to provide a good/better/best configuration?
- A38. Please reference Special Provisions paragraph 5.1., 5.3.3, and 8.1.**
- Q39. Can a word version of the RFP be supplied?
- A39. No, the County only issues its solicitation documents in PDF format.**
- Q40. The E-rate portion of this RFP says we have to be a priority 1 participant in E-Rate. Priority 1 participants are dial tone and data providers, Verizon, sprint, AT&T, etc. Was that qualification intentional or would a Priority 2 participant providing equipment to get students to the internet, i.e. Routers, switches, servers, etc. be acceptable?
- A40. Yes, see the change under #1 5.6.1.B will be changed to read: Contractor shall be a Category 2 service provider as defined by the E-Rate Program.**