



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. 2

SEP 21 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 5.1 is replaced with:

5.1 This contract will begin July 1, 2016 and terminate on June 30, 2021.

2. The last sentence in Paragraph 8.5, "Offeror shall describe their ability to provide a Mobile Device Management solution (MDM) and/or Mobile Enterprise Applications Platform (MEAP) solution." is designated as "8.5.H".
3. Paragraph 8.5.H and 8.11.H are replaced with:

Offeror shall describe their ability to provide a Mobile Device Management solution (MDM).

4. Appendix C - Pricing Summary is updated and attached.

All other terms and conditions remain unchanged.

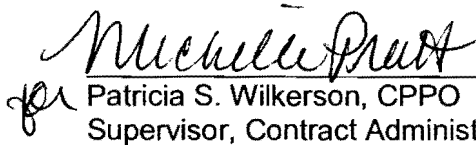
The following are questions and answers addressed through email and the pre-proposal conference of September 16, 2015.

- Q1. Can the County please provide a Word version of the RFP?
A1. A Word version of the Pricing Summary Sheet (Appendix C) is available upon request from Jim Wise, jwise@fcps.edu.
- Q2. In regard to the USB submission requirement – please confirm what is expected. We read the requirement to ask for:
- a. One USB that holds 10 searchable .PDF exact copies of the printed technical proposal.
 - b. A second USB that holds 10 searchable .PDF exact copies of the printed cost proposal.

*Back
9/21/15*

- A2. Per paragraph 18.1, please provide ten copies each of the technical and cost proposals on individual USBs. Ten (10) USBs of the Technical Proposal and ten USBs of the Cost Proposal are required.
- Q3. Please clarify what is expected to be included on the FOIA electronic submission.
- a. Does the county want just the proprietary pages or complete copies of both the technical and cost proposals including any proprietary material?
 - b. If the response does not include proprietary content should the vendor submit a statement indicating that a FOIA submission was not necessary?
- A3. Per Paragraph 18.1, the FOIA copy should be a complete version of the proposal with any proprietary or trade secret information redacted, with an accompanying summary page justifying the redactions as required in Paragraph 19.
- Q4. Pricing plans: Do all minute options have to pool together? Or, will the County accept each of the minute option only pool with the same minute option plan.
- a. Example: The 200 minute only pool with a 200 minute plan and a 450 minute pool with only pool with a 450 minute plan.
- A4. Fairfax County Government and Fairfax County Public Schools have an aggregate monthly usage of over 1.5 million minutes. In terms of pooling, since FCG and FCPS maintain separate accounts, our pooling is separate. For example, on an individual account with three plans, the three plans should pool on that account.
- Q5. Will the county accept additional data only pooling plans to be used with Tablets and Broadband cards?
- A5. Yes, pricing plans in addition to Pricing Summary Sheet (Appendix C) will be accepted.
- Q6. Will the County respond to questions submitted after the September 16 Pre-Proposal Conference?
- A6. Yes, the County will respond to questions up until 3 business days prior (September 30, 2015) to RFP closing on October 6, 2015.
- Q7. Does the County have a dedicated manufacturer for fiber connectivity and structured cable?
- A7. This is not part of this RFP.
- Q8. Are "subaccounts" used within the County?
- A8. Yes, subaccounts are used under the master account. Fairfax County Government has its own master account as does Fairfax County Public Schools. Fairfax County Government has multiple subaccounts, reference Paragraph 10.7. Fairfax County Public Schools has a few subaccounts, reference Paragraph 10.2. Multiple payments may be received to pay invoices.
- Q9. Will web portal access be needed for each subaccount?
- A9. Yes, subaccounts may require their own POC(s) with access rights to the portal.
- Q10. Does FCPS require GPS cellular service for their buses?
- A10. Yes.
- Q11. Are leases an option for wireless devices?
- A11. Not at this time.

- Q12. Do you support multiple devices/operating systems?
A12. At this time, we utilize iPhones, Androids, and limited Blackberry devices.
- Q13. Is MDM utilized?
A13. At this time, FCG uses Symantec as their MDM vendor. FCPS does not currently have an MDM program for its wireless mobility services.
- Q14. Is a service priority option necessary for data as well as voice under Paragraph 7.6.H?
A14. Yes, data and voice service priority are required for public safety wireless devices.


for 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.

**RFP 2000001706 Appendix C
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	\$ _____		\$ _____	

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		\$ _____ 5 MB	
	\$ _____ 10 MB		\$ _____ 10 MB	
	\$ _____ 25 MB		\$ _____ 25 MB	
Voice Overage Rate (/ minute)	\$ _____ /minute		\$ _____ /minute	
Data Overage Rate	\$ _____ / MB		\$ _____ /MB	

DATA

Description	Standard Monthly Fee	Percent Discount	Monthly Fee	Comments
Unlimited data (no-cost device)	\$ _____		\$ _____	
iPhone 4MB Standalone	\$ _____		\$ _____	
iPhone Unlimited Standalone	\$ _____		\$ _____	
Blackberry 4MB 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 (Ref. Special Provisions Paragraph 8.5.H & 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 \$ _____