



CECIL COUNTY PUBLIC SCHOOLS

PURCHASING OFFICE

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Serving Learners, Families, and the Community

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President, Board of Education

January 5, 2024

ADDENDUM #2 RFP# 24-11: Network Switch Replacement

To: Prospective Proposers

This Addendum is to answer questions asked on or before the due date of January 3, 2024. Proposers and related parties will be responsible to have read and understand all documents, the scope of work, addenda, and all related solicitation documents issued. These documents will become attached to and a part of the solicitation and award of the bid contract.

1. **Question:** I hope that you are doing well. My team and I have a couple questions about this bid opportunity, thank you very much in advance for your help. Please find my numbers at the bottom if any clarification is needed. Do you have a vendor preference?

How many ports and what speed? Any cabling updates that need to be done at the same time? What is used for monitoring the switches and whether configuring monitoring is in the scope.

Answer: CCPS prefers the equipment listed in the Specifications section on page 22 of the RFP and listed again in the Preferred Materials List on page 25 of the RFP. Evaluation criteria are listed on page 24 of the RFP. The number of ports has been addressed by listing the numbers of 12/24/48/fiber switches in the table on pages 25 & 26 of the RFP. The port speeds should be based on the specifications listed on page 22 of the RFP. Equivalency of the specifications will be based on documentation provided by bidders as outlined in the Equivalency or Approved Equal section on page 21 of the RFP. There are no cabling updates included in this project beyond those listed in the Specifications and Scope of Services sections on pages 22 & 23 of the RFP. The management platform is listed in two places on the Specifications section on page 22 of the RFP. Based on the Scope of Services section on page 23 of the RFP, "Contractor must provide sufficient dedicated, guided engineering assistance to develop and deploy the switch configuration. Vendor will be responsible for identifying any port configuration needed to support existing devices that require separate vllanning (i.e.: Wifi APs / Build Environmental Control etc.)".

2. **Question:** I wanted to ask if the RFP attached for Cecil County Public Schools is strictly price driven since it is through ERATE. In my experience, ERATE requires organizations to select the cheapest bid. We would like to participate in the RFP if the decision will not solely be based on the price.

Answer: From the USAC E-Rate website "You may consider as many factors in your evaluation as you want, but the price of the eligible products and services must be the primary factor and must be weighted more heavily than any other single factor." The Evaluation Criteria section on page 24 of the RFP shows that the price of eligible services is weighted more than any other single factor,

but there are other factors listed in consideration. CCPS has used this evaluation model successfully in prior E-Rate procurements.

3. **Question:** Under "Specific Conditions, Background" on page 21 the RFP states: "Bidders must ensure they have the equivalent products available to be delivered to CCPS for demonstration in mid-to-late January 2024." With the bid due February 5, is this the correct date? Should this reflect the Feb 19 - Mar 1 dates?

Answer: Yes. The last sentence in the Background section on page 21 of the RFP should read "Bidders must ensure they have the equivalent products available to be delivered to CCPS for demonstration during the Tier 2 evaluation period." The Proposed Timeline section on page 24 of the RFP outlines the Tier 2 evaluation period occurring between February 19 and March 1, 2024.

4. **Question:** Pricing for services is not called out in the Pricing Sheet on Page 36. Should a cost for installation services, per the Scope of Work be included in the pricing sheet? Should our response include our Scope of Work response?

Answer: The Pricing Sheet section on pages 36 & 37 of the RFP contain (3) additional rows at the bottom of each table labeled "Other:" Bidders may fill in additional project expenses, like services, on those lines.

5. **Question:** Pertaining to page 23, sections 2.1.4 and 2.1.5: Would CCPS be open to resale of eligible equipment to receive credit if the data is wiped and certification provided?

Answer: Yes, CCPS would be open to resale of equipment in conjunction with the required services listed in items 2.1.4 and 2.1.5.

6. **Question:** An Item requested in the RFP is for the Juniper EX2300-C-12P Series switches. The EX2300-C has been around for 8 years. May we suggest offering bidders the EX4100-F-12P as the alternative. This is the new model that will replace the EX2300-C-12P; it also is the same series as the other switches you have requested.

Answer: CCPS is changing the preferred equipment item "12 Port Switch - Juniper EX2300-C" to "12 Port Switch - Juniper EX4100-F-12P."

7. **Question:** Another item, the RFP mentions management via pre-existing CCPS management systems Juniper Wired Assurance. In order to have that functionality you would need to request the following codes, these would be attached to the switches and added to your existing management tool Wired Assurance management and visibility.

The 12 port switches would need	qty 9	SUB-EX12-1S-1Y-COR
The 24 port switches would need	qty 85	SUB-EX24-1S-1Y-COR
The 48 port switches would need	qty 397	SUB-EX48-1S-1Y-COR
The 24 port (4400) would need	qty 4	SUB-EX24-1S-1Y-COR

Answer: CCPS stands by the requirement on page 22 of the RFP that "The switches must be manageable via pre-existing CCPS management systems Juniper Wired Assurance or FortiNet FortiManager." CCPS is relying on RFP respondents to be able to assemble a response that provides all the required products and licensing to deliver on these requirements.

Acknowledgment of Addenda

I/We acknowledge receipt of the following Addenda (if issued):

Addendum #1 _____ Addendum #2 _____ Addendum #3 _____

***Note: Proposer must sign and submit Addenda with the proposal submission. The same person signing the Addenda acknowledgment(s) must sign the Bid Form.**

Company Name

Authorized Signature / Date

Address

Name Printed / Title

Address

Email and Telephone