

QUESTIONS AND ANSWERS

Erate proposal 470 210003315-Campus Core Switches and Supporting Equipment

The following questions have been submitted concerning the Erate proposal 470 210003315, Campus Core Switches and Supporting Equipment. All questions received by the posted deadline of 5:00 PM, CST, Thursday, November 19, 2020 are provided verbatim from what was received and have been answered, which are highlighted.

It will be the responsibility of the proposer to determine what, if any, information from the Questions and Answers provided herein will be applicable in the submission of a proposal. As stated in Section IV (Evaluation and Award), Letter C (Proposal Format and Evaluation Criteria): "The submission of a Proposal will be prima facie evidence that the Responder has full knowledge of the scope, nature, quantity and quality of work to be performed; the detailed requirements of the specifications; and the conditions under which the work is to be performed."

No Amendment to the Proposal will be issued and the Opening date remains unchanged.

Vendor #1: In addition to putting together a Meraki proposal, I wanted to see if you were open to seeing a quick overview of the Cisco Meraki dashboard. We have several schools within your district leveraging the dashboard for managing their entire wired and wireless environment.

Might you have some time later next week to have a quick Webex?

Answer: In accordance with Section IV.C.2.iii.4.a and Section V, any proposed alternatives to the requested equipment must include sufficient technical specifications to show equivalency of, and integration with, existing Aruba solution. Sufficient technical specifications must also include any additional software, licensing, or hardware to provide a seamless operating experience.

Vendor #2: I am reaching out in response to your 470 posted on the County website and was curious if there was time for a brief 10-15 minute discussion with you to discuss a little further? I know you have a deadline for 11/19 for questions but was hoping to see if we could qualify to bid. Would you have any time today or tomorrow to speak briefly?

Answer: The solicitation provides information on what the District is intending to purchase through participation in the Erate program, as administered by USAC. For information on becoming a Service Provider in order to be eligible to submit a proposal, please visit: <https://www.usac.org/e-rate/service-providers/> to obtain more information and to complete any necessary steps.

Vendor #3: Note* You use airwave to manage your switches and access points.**

48 Ports of 1/10G sfp/sfp+ 6 Ports 40GB QSFP+

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Rest API
JL479A 8320
QTY (7)

Q1.-If Any? How many of the QSFP+ 40GB transceivers of each type do you want populated in each switch?

Answer: None at this time

Q2.-How many years of support?

Answer: No additional warranty beyond the limited lifetime included in the base price.

Q3.-Is NBD Exchange Sufficient or do you require 24/7 On-site

Answer: No additional warranty beyond the limited lifetime included in the base price.

The core switch 8320 that will connect to the Data Center, Is capable of 40GB QSFP+ Transceivers.

Q4.-Do you want any QSFP+ single-mode Transceivers in any of the (7) 8320 Switches or Should we leave them as 10GB single-mode? In either case, we will need the single mode transceivers which are not included in document 470_210004093_SFP_Modules.pdf

Answer: We already have the required single-mode transceivers.

Vendor #4:

Wired:

1. Are any optics needed? If using 3rd party optics, do you have a model number or manufacturer you plan to utilize (for compatibility verification purposes)

Answer: Optics are included in a separate 470

2. Are these being mounted in 4 post cabinets or a 2 post rack?

Answer: 2 post rack

3. Any special power cords/plugs required to be compatible with existing UPS in these locations?

Answer: No. UPS units will be 1500VA supply 110v

4. Is there a preferred airflow direction?

Answer: Front to back

Vendor #5:

- How does this follow open USAC E-rate competitive bids if limited to only be managed by AirWave Management Platform?

Answer: Per Sections II.T: "Specifications referencing specific brand names and models are used to reflect the kind and type of quality in materials and workmanship, and the corresponding level of performance the District expects to receive as a minimum." and

IV.C.2.iii.4.a: "If your Proposal is for equivalent equipment, clearly show any and all additional equipment, licensing, and/or software, as required, to provide equivalency to the requested equipment."

· If we were to offer a comparable technology at a competitive price, would you consider a refresh of your current infrastructure?

Answer: In accordance with Sections I.U, IV.C.2.iii.4.a, and V, the District considers price, quality, availability, experience, references, and responsiveness as primary factors. Any proposed alternatives to the requested equipment must include sufficient technical specifications to show equivalency of, or integration with, the existing Aruba solution. Sufficient technical specifications must also include any additional software, licensing, or hardware to provide a seamless operating experience.