

# EAST PROVIDENCE SCHOOL DIST 470: 180015215

Vendor Updates and Q/A – Version 3

*Related document: RFP# EPSD.TECH.2018.0004-v2*

## Important Notes:

- Please review the v2 RFP document uploaded to the USAC portal including detailed specifications for implementation services required for the proposal responses
- E-Bid Q/A review performed on 1/24/2018, 1/31/2018, 2/7/2018 and 2/13/2018 (mandatory walk through of district). Q/A post-walk through will be as available until 3/1/2018 bid receipt date.

## Questions and answers:

1. Is this a partial or full upgrade of your wireless network?
  - a. The current HP ProCurve WLAN infrastructure is reaching EOL/EOS. The scope is for a complete solution upgrade/replacement
2. Can you shed some insight into why Aruba is a preference for you? What features and functionality stood out?
  - a. Current wired and wireless networks are HPE ProCurve, Aruba Networks is the direct upgrade path for the current solution. All enterprise-grade solution manufacturers and integrators are invited to respond.
3. Can you please send over information regarding the walk through?
  - a. Please see the revised RFP RFP# EPSD.TECH.2018.0004(v2) for date/locations and details on RSVP for walkthrough

## Questions from Walkthrough on 2/13/2018:

4. Looking to replace existing Wireless Access Points?
  - a. Yes. Current solution is EOL and needs to be 100% replaced with the recommended solution
5. Should WAPs replacements be one for one with existing locations?
  - a. No. Current AP placement was result of RIDE's WCI initiative 4 years ago and is not performing well throughout the district. Quantity and placement of access points should be based on best-practice recommendations from the vendor(s). Predictive RF heat mapping (Ekahau or similar) should be used to determine the best placement of access points.
  - b. Keep in mind that each classroom needs to have up to 4 cabling drops (per the RFP requirements) whether an Access Point is installed in that room or not.
  - c. Wireless service is also required in all common and administrative areas as well

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6. What percentage of classrooms current have access points today?
  - a. This number is estimated to be 65-75% of all classrooms
7. Replacing existing cable? (Waps)
  - a. The proposal must include the option to install new cabling to each classroom (CAT 6a for access points). Options in the proposal should be given to reduce that to CAT 6 cabling (instead of CAT 6a) and price for reusing cabling for some existing access point locations.
8. RFP requires removal of all legacy/unused cabling, is this mandatory?
  - a. Yes, please include a price per building to remove all legacy CAT 3, CAT 5 cabling that will be replaced with CAT6/6A.
  - b. Please include this as an optional line item. Decision on inclusion of this service will be based on available budget from school district.
9. How can cables be differentiated between replace or keep?
  - a. RFP includes cabling to all classrooms areas, any pre-existing Ethernet cabling to those spaces would be considered legacy and removal an option on the proposal.
  - b. Cabling for camera systems must be excluded
10. Will this be a hand delivered bid?
  - a. Yes, or mailed per the instructions in the RFP addendum. Ensure it is received by the deadline for the bid receipt
11. Cat 6 in classrooms?
  - a. CAT 6 for all additional drops in classrooms
12. Punch downs and racks replaced?
  - a. Per the walkthrough discussion, the IDF/MDF closets in the district are in varying states of disarray. Proposal should include appropriately sized network rack mounts, patch panels for new cabling, cable management and installation/cleanup of all components in those spaces
13. Cleanup of existing equipment?
  - a. Per the walkthrough discussion, the IDF/MDF closets in the district are in varying states of disarray. Proposal should include appropriately sized network rack mounts, patch panels for new cabling, cable management and installation/cleanup of all components in those spaces
  - b. Existing equipment (if any) will be moved to new racks and punches. Remove old cat5 replace with cat 6/6A to classrooms.
14. What's being demolished in terms of cables?
  - a. RFP includes cabling to all classrooms areas, any pre-existing Ethernet cabling to those spaces would be considered legacy and removal an option on the proposal.
  - b. Cabling for camera systems must be excluded

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15. Looking for redundant controller for wireless?
  - a. Yes, or cloud management with Internet-down resilience
16. Ups updated in new infrastructure?
  - a. Yes, RFP requires appropriately sized UPS backup for each data facility. Please note the specifics to include cloud monitoring for power, temperature, and moisture.
17. Redundant power preferred?
  - a. Yes redundant power is preferred for switches. If redundant power not offered, cold spare units ~5% of total quantity and lifetime warranty for hardware would meet the district's needs. Please document your justification for either architecture.
18. How would more power be added if needed?
  - a. If additional AC power circuits are required in the data facilities, please put together the requirements for each location and ESPD will provide additional power with in house electrician.
19. Open to proposals based on separate components to project? Such as hardware VS cabling etc
  - a. Yes, we would accept separate proposals for hardware/equipment from installation/cabling services with a few requirements. Installation vendor would be required to meet all ESPD and RFP requirements for installation services. Manufacturer would need to provide configuration of their equipment (using business best-practices) and training for end users.
20. Provide count for existing waps?
  - a. Count of access points on current controller will be provided to all walk through attending vendors.
21. Would we like a port growth capacity for each location?
  - a. Yes, 20% open ports for all data facilities
22. Options preferred?
  - a. Yes. Multiple bids/proposals/options offer ESPD more flexibility in choosing a solution that best fits our needs and budget. For example, 3 proposals from a single vendor may offer "Good, Better, and Best" solutions by offering different WAP models or cabling options in each offering.
  - b. Price is the #1 factor so the best solution is one that offers ESPD a robust, next-generation network while meeting all specifications of the RFP at the best price possible.
23. Cloud services? Years?
  - a. This depends on cost. Cloud management is a preference (ESPD is a cloud-first district).
  - b. 1 year is the minimum but would go as high as 7 years if the pricing was right
24. Asbestos reports?

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- a. Yes, there are some buildings in EPSD that have asbestos materials or insulation. The awarded bidder will be able to tour the district with our Facilities department and made aware of all known Asbestos locations.
25. Prevailing wage?
- a. Yes, please read the following:
    - i. *Prevailing Wage refers to the requirements of the Rhode Island General Law (RIGL) 37-13-1 and the general prevailing rate of pay for regular, holiday and overtime wages to be paid to each craftsmen, mechanic, teamster, laborer or other type of worker performing work on public works projects when state or municipal funds are used in excess of \$1,000.*
26. Routing done in house?
- a. EPSD utilizes Cox for Metro-E (WAN) connectivity between schools and OShean routers and firewall for L3 and Internet security
  - b. Proposal includes the option for Meraki MX series security appliances for L3 and security.
27. (Added V3) **Is it your intention to have existing, non-instructional data drops (offices, conference rooms, etc.) connect to the new switches that are part of the E-Rate request? If yes, what is that data drop count (so I can include it in the switch port count)?**
- a. *Yes, we would like to have CAT 6 cabling and port availability for offices/conference spaces/desks included in the proposal. We do not have an exact count or locations at this time so I will provide an estimate below. Please provide the price per cable run so we may increase/decrease this number with our proposal review and selection process.*
    - i. *High School: 50 drops (total for HS, most being main office/attendance area, remaining distributed throughout closets)*
    - ii. *CTC: 8 Drops in office, no additional*
    - iii. *Martin Middle School: 35 drops (total for school, most being main office area, remaining distributed throughout closets)*
    - iv. *Riverside Middle School: 20 drops (total for school, most being main office area, remaining distributed throughout closets)*
    - v. *All K-5 schools: 10 drops each.*
28. (Added V3) **Do you have a list of how many classrooms are in each school (that will receive the two data drops)? Some rooms on the diagrams (like the high school) are not marked as classrooms, offices, etc.**
- a. *I do not have this information available at this time. Please review of the maps and identify all classroom like spaces are classrooms.*
  - b. *Please provide your design maps with your proposal including the classrooms marked and the review committee will ensure proposal is in line with school's needs.*
  - c. *With V3 of this document a link to folder containing electronic floor plans was provided.*

