

State of Delaware
Contract No. GSS11394-NETWORK_SVCS
Network Services

Questions & Answers

March 29, 2011

Question 1: Is there a pre bid vendor conference for this RFP (http://bids.delaware.gov/documents/GSS_11394NetServ_RFP.pdf)? If so when and where and also is the pre proposal vendor conf mandatory?

Answer 1: [There is no pre-proposal meeting.](#)

Question 2: How can I obtain further information regarding this RFP and/or a copy of it?

Answer 2: [Please review the State of Delaware's central solicitation website at www.bids.delaware.gov for potential business opportunities.](#)

[I encourage you to register for the Vendor Contracts Notification Services with the Delaware Information Subscription Service \(DISS\) at https://diss.state.de.us/DWS/public.diss. Registration will enable you to receive an alert for solicitations at the time of posting. I recommend that you register for several codes and monitor www.bids.delaware.gov for current bid solicitations on a regular basis.](#)

Question 3: We offer web based content management, email and a student learning component all of which are E-rate eligible. You are mentioning hosting and cloud in the RFP but I don't know if you have a specific application in mind that we may not provide. Can you clarify for me?

Answer 3: [Hosting Services are defined in Appendix A, 6. SYSTEM HOSTING and in Appendix B Tab 3.](#)

Question 4: It does not appear that there is a bidder's meeting—am I correct about that?

Answer 4: [There is no pre-proposal meeting.](#)

Question 5: Will there be any Pre Proposal Conference meeting?

Answer 5: [There is no pre-proposal meeting.](#)

Question 6: Is there currently an incumbent providing these services and if so who would that be?

Answer 6: [Current vendor award and contract usage information is posted at http://gss.omb.delaware.gov/contracting/contracts/394.shtml.](http://gss.omb.delaware.gov/contracting/contracts/394.shtml)

Question 7: I don't see the actual RFP on the link. I only see the RFP Addendum. Please advise.

Answer 7: [There are two supporting documents listed on the link. The first document is labeled RFP – Professional Services and directly below it is the second document labeled Appendix B.](#)

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Question 8: We have never done business with the State of DE and have some questions about the process. Would you be willing to talk with myself and a couple others from our company and answer a few questions?

Answer 8: Per **IV.A.4. RFP Designated Contact** all communication regarding this RFP shall be made in writing. Attempting to ask questions by phone or in person is not allowed.

For questions regarding the general process or selling to the State, please visit the Government Support Services office contracting website at <http://gss.omb.delaware.gov/contracting/index.shtml>.

Question 9: We will be able to represent pricing for all of the requested services within the RFP. However, some of the pricing may only be representative pricing and ,in reality, many situations may require custom pricing. Will the State allow for these situations?

Answer 9: Yes, in cases where the solution meets the scope of the RFP but does not fall within the fixed price specifications or parameters.