

State of Delaware

NETWORK HARDWARE

Invitation to Bid Contract No. GSS11395- NETWORK_HARDWR

QUESTIONS & ANSWERS

DECEMBER 15, 2010

Question	Section	Question and Answer
# 1		Is there a pre-bid meeting. No
#2		Where can we get more detail around the technical specs of each bid item? We see details in the bid around Server requirements, but not on the Excel spreadsheet around the 8 items listed there. From reviewing the items, the technical specifications are readily available on each company website. www.hp.com www.juniper.net www.cisco.com www.bluecoat.com www.dell.com
#3		Is an Electronic catalog a required aspect for this bid? Not at this time, however it may be required in the future so the capability must be there if requested.
#4		What was the annual spend from the State on this bid last year? \$5,300,000
#5		Will there be more than one vendor chosen? The State reserves the right to multi-award. The contract has been multi-awarded in the past and the State will probably continue to award to multiple vendors.

#6		<p>Is this open to manufacturers bidding direct for their product lines?</p> <p>Yes, all brands listed may have alternate, equivalent bids.</p>
#7		<p>Question on insurance coverage requirements?</p> <p>I cannot answer at this time, however you must take exception to this and it is something that will need to be answered by the Insurance Commissioner.</p>
#8		<p>As for the insurance questions, are you stating that you will be able to address this or do you recommend that I discuss this with the Insurance Commissioner?</p> <p>You should go ahead and bid with the exception on the insurance questions, basically as you have told me. I will then after the bid opening discuss with the Insurance Commissioner.</p>
#9		<p>One question for you on the pricing section, specifically the EMC CX4. The CX4 is a chassis system- meaning it is a standalone cage that houses trays and drives, specified by the customer as to size, type, and speed of drive. So do you want us to quote the minimum drive configuration?</p> <p>Yes, you should quote the minimum configuration.</p>
#10		<p>On pages 35-48 of this bid, there are instructions to completing these pages and sending them to Office of Minority/Women Business Enterprise. I need to verify that non minority corporate resellers can disregard these pages and indicate as “not applicable” across the front sheet.</p> <p>If pages 35-48 do not apply to you, then you can disregard.</p>
#11		<p>Also, general terms and condition on page22, item 39 mention supplier installation/clean up with no further details or mention of it again in the bid. Is installation/clean up services required on this bid? If so, can more descriptive information be provided?</p> <p>I apologize for the confusion, but installation is not included in this bid, you can disregard that as well.</p>
#12		<p>One last thing...I do not see any quantities listed on the server specs. Is there an annual usage that is available so that we can offer the best price based on quantity?</p> <p>I do not have quantities listed, as there is no guaranteed quantity. Usage report can be found on the following link http://www.gss.omb.delaware.gov/contracting/contracts/395.shtml</p>
#13		<p>I reviewed the bid sent to me and also your website but could not locate an Attachment 10, Confidentiality/Integrity of Data Statement. As you mentioned, since there are no services required on the bid, is Attachment 10 still part of this bid?</p>

		<p>The Confidentiality/Integrity of Data Statement is on page 34. Even though there are no services we would still like this as part of the bid.</p>
#14		<p>What I have been noticing is a bunch of the parts on the spreadsheet are no longer available. Have you been getting other vendors calling about the same thing? I also notice the State is not asking for any Support/Maintenance options on these parts.</p> <p>If product is no longer available, bid an equivalent to product specification.</p>
#15		<p>Do you have a network configuration or a more detailed bill of goods for the bid?</p> <p>You should bid the minimum configuration.</p>
#16		<p>Is a second power supply required, if yes 350W AC or 715W AC?</p> <p>All hardware should have minimum configurations for an apples to apples comparison. The requested items may not be the end product purchased by the State of Delaware.</p>
#17		<p>Will any network modules be requested, if so 10G or 1G?</p> <p>All hardware should have minimum configurations for an apples to apples comparison. The requested items may not be the end product purchased by the State of Delaware.</p>
#18		<p>The Cisco WS-C3750X-48T-L comes with a 50CM StackWise cable, is a longer cable required, if so which length?</p> <p>All hardware should have minimum configurations for an apples to apples comparison. The requested items may not be the end product purchased by the State of Delaware.</p>
#19		<p>Is a console cable required for the WS-C3750X-48T-L, if so RJ45 or USB?</p> <p>All hardware should have minimum configurations for an apples to apples comparison. The requested items may not be the end product purchased by the State of Delaware.</p>
#20		<p>Are Cisco service required, if so which?</p> <p>Network Services is a separate contract.</p>
#21		<p>Do you have a clearer definition of what kind of hardware you are interested in?</p> <p>There is an Appendix A, Pricing Spreadsheet which indicates the exact hardware requested, vendors may be equivalents.</p>
#22		<p>Do you want Blades or Rack servers?</p> <p>Rack</p>
#23		<p>What kind of connection, or network is currently in place? (Fiber, 10Gb, etc.)</p>

		Fiber
#24		Will there be any services needed? (Installation, configuration, etc.) Network Services is a separate contract.
#25		What are the most influential decision criteria for this bid? An Invitation to Bid is based on pricing. Any equivalents will be evaluated by the User Committee and deemed equivalent or not.
#26		With respect to the HP SL165zG7 server:- What specific AMD processor is required (speed, core-count) and qty? How much RAM is required (total and preferred # of DIMM's)? How much internal hard drive capacity is required (type SAS/SATA, capacity and number)? Is a z6000 chassis required? Power supplies required (number and type) Is a storage controller required? If so, type? Any additional NIC's required, If so, type? Any addition support above base warranty? If so, please specify All hardware should have minimum configurations for an apples to apples comparison. The requested items may not be the end product purchased by the State of Delaware.
#27		With respect to the HP c7000 servers:- What specific Intel processor is required (speed, core-count) and qty? How much RAM is required (total and preferred # of DIMM's)? How much internal hard drive capacity is required (type SAS/SATA, capacity and number)? Power supplies required (number and type) for the c7000 chassis? Is a storage controller required? If so, type? Any additional NIC's required, If so, type? Any addition support above base warranty? If so, please specify All hardware should have minimum configurations for an apples to apples comparison. The requested items may not be the end product purchased by the State of Delaware.
#28		How much is the performance bond? Performance bonds are based on the last fiscal year spend, bonds will not be required until after award has been made.