



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

April 20, 2017

TO: ALL OFFERORS

FROM: Roxann M. Parker, CPPB
STATE CONTRACT PROCUREMENT SUPERVISOR

SUBJECT: ADDENDUM TO REQUEST FOR PROPOSAL NO.: **GSS17580-TELDATA_SVC**
Telephone and Data Transport Service

ADDENDUM #1

This Addendum is issued to answer questions submitted by prospective suppliers.

1. Is it possible to have the locations in the RFP in a Microsoft excel format?

Answer: See the spreadsheet named RFP TELDATA Service Locations for the answer to this question. Note: This data is compiled from information provided at the time of the solicitation and may contain some minor errors. The information is accurate and complete to the best of the State's ability. This data is provided for reference only.

2. Will the State of Delaware consider a MPLS layer 3 service with Ethernet handoff's instead of an Ethernet Based TLS service?

Answer: No, the State is not considering a Layer 3 MPLS service for this bid.

3. The State of Delaware recently released an RFP for Telecommunications Systems & Services. Can the State explain if the Centrex services in the Telephone and Data Transport Services RFP will integrate with the Telecommunications Systems & Services provider's solution (and if so, how) or will each be viewed as an independent telephony system?

Answer: Each Agency User will purchase their own telephony system and they will choose their own transport services as part of their telephony project. Each project will be considered on an individual case basis.

4. With regards to an IPO Centrex solution, will the State of Delaware consider another LD provider for PIC'd long distance services other than Verizon Business?

Answer: The State's Long Distance Service contract is currently in place through September 30, 2018 and has an option to renew for one additional year after that term. We are not seeking a new Long Distance provider at this time.

5. With regards to the Voice and Carrier Data Transport services listed in Appendix A under the Scope of Work section, are the supplier permitted to respond to some of the services listed or are they required to respond to all of the listed services?

Answer: Detailed Requirements in Section II. Scope of Work of the RFP describes how pricing may be submitted.

6. Please define "minor exception" [sic] (Section V, page 9)

Answer: A minor exception is one that would not materially change the scope of the project and/or one that is not dictated by State Statute.

7. Please describe how every subcontractor is to be identified in the proposal for services that is intended for "all State Agencies which shall be accessible to any School District, Political Subdivision, Municipality, VFC or higher education entity receiving state funds?" (Section Y & B 62 on pages 10 & 37)

Answer: Subcontractors shall be identified in supplier's proposals by using Attachment 7. Each subcontractor requires an individual form.

8. Will such terminations result in vendor's being paid early termination fees as set forth in Section 6 on Page 60 of the RFP? (Sections 11, 23, and 49 b.c. on pages 21, 25, & 33)

Answer: There are no early termination fees applicable to the above referenced sections. Each section referenced includes language explaining how the supplier will be compensated should the contract be terminated.

9. How is material in this proposal exempt from the Federal Universal Service Fund surcharges? Is the State a licensed Telecommunications provider that pays these taxes itself? Please detail how the State is exempt from other federal and state taxes (other than excise and sales). (Section 12a on page 21)

Answer: The State of Delaware is not exempt from FUSFS. This is a Surcharge, not a Tax. However, we are exempt from all Federal and State Taxes. Tax Exempt Certificate:



STATE OF DELAWARE
DEPARTMENT OF FINANCE
DIVISION OF ACCOUNTING
820 SILVER LAKE BOULEVARD
SECOND FLOOR, SUITE 200, (D570C)
DOVER, DELAWARE 19904

FAK: 302/739-1200

TELEPHONE: 302/672-5000

MEMORANDUM

#17-07

TO: All Department and School Fiscal Officers
FROM: Kristopher E. Knight, Director, Division of Accounting *KEK*
DATE: January 4, 2017
SUBJECT: Tax Exempt Certificate

Attached is an updated "Tax Exempt Certificate" for the State of Delaware that may be forwarded to vendors upon request. According to the Internal Revenue Service, the State of Delaware is required to provide to certain sellers or vendors a certificate indicating that the State is exempt from paying federal communication excise taxes.

There are other federal excise taxes that the State of Delaware may be exempt from paying or may be required to pay. Please visit <http://www.irs.gov/publications/p510/index.html> to determine whether or not a purchase is properly tax-exempt.

Additionally, the State of Delaware is a permitted recipient of charitable contributions pursuant to 26 U.S.C. § 170(c)(1), such that a taxpayer who makes a "charitable contribution" to the State of Delaware may be permitted to deduct the value of that contribution as otherwise permitted by applicable federal law. The attached tax-exempt statement may also be provided to those wishing to make a charitable contribution to the State.

Also attached is the IRS form W-9, showing the tax-exempt status of the State of Delaware. Please remember to type the name of your Organization in the "Business Name" area along with the address of your billing office. Vendors need this information so they can be in compliance with IRS regulations.

If you have any questions or concerns, please contact Kristopher Knight at 302-672-5000.

KEK/acp
Attachments

10. Are prices quoted considered ceiling prices? (Section 15 on page 23)

Answer: Pricing submitted is considered "not to exceed" prices. The State will accept lower, or discounted pricing at any time.

11. Please explain how 29 Del. C. Sec. 6911(e) isn't in violation of federal anti-competition laws, especially in light of the recent federal court Apple e-books decision and the BCBS of Michigan DoJ holdings. (Section 31 on page 28)

Answer: The State does not provide legal counsel to potential bidders. Vendors can seek legal representation, at their own discretion and cost; and can identify concerns regarding the solicitation terms as exceptions in Attachment 3 of their bid response.

12. What dollar amount of a task order would constitute a "Large Public Works Contract" and require drug testing for employees who work on the contract – and which employees need to be tested- those on site only? Or folks behind the scenes at vendor locations? (Section 45 on page 32)

Answer: As per Title 29, Chapter 69, §6960, Public Works Contracting is any project in excess of \$500,000 for new construction (including painting and decorating) or \$45,000 for alteration, repair, renovation, rehabilitation, demolition, or reconstruction (including painting and decorating of buildings or works)
For more detailed information regarding Public Works Contracting, you may click on the hyperlink provided in the RFP.

13. Format for Proposal. Proposal Response. Requirement states that "supplier's proposal must respond to each and every requirement outlined in the RFP criteria in order to be considered responsive". Yet Attachment 12, Page 52, Proposal Reply Requirements outlines what information the response should contain at a minimum, with Attachments 2, 3, 4, 5, 6, 7, and 10 listed. Should the response to proposal be all inclusive with a response to every single item page 1 to 114 or should the response just be the Attachments? (Section II.B on page 6)

Answer: As per Attachment 12: The items listed above provide the basis for evaluating each supplier's proposal. Failure to provide all appropriate information may deem the submitting supplier as "non-responsive" and exclude the supplier from further consideration. If an item listed above is not applicable to your company or proposal please make note on your submission package.
Likewise, if an RFP criteria item is not applicable to your company or proposal please make note or indicate NO BID on your submission package.

14. Are these Data Circuits TLS locations? (Exhibit A, pg 75-76)

Answer: See the spreadsheet named Location Address List by Product as of 4-17-2017 for the answer to this question. Note: This data is compiled from information provided at the time of the solicitation and may contain some minor errors. The information is accurate and complete to the best of the State's ability. This data is provided for reference only.

15. Can we obtain the services requested at each of the addresses? Example, which locations require ISDN PRI, SIP or Centrex. (Exhibit B pg. 76-109)

Answer: See the spreadsheet named Location Address List by Product as of 4-17-2017 for the answer to this question. Note: This data is compiled from information provided at the time of the solicitation and may contain some minor errors. The information is accurate and complete to the best of the State's ability. This data is provided for reference only.

16. This requirement state the Carrier must PIC to Verizon for LD. Is this a mandatory requirement for all voice services? (Item P, page 59)

Answer: The State's Long Distance Service contract is currently in place through September 30, 2018 and has an option to renew for one additional year after that term. We are not seeking a new Long Distance provider at this time. The PIC for local toll and interstate toll will remain with Verizon.

17. Will the State of Delaware allow vendors to adjust the cost tables and add multiple Ethernet and Wavelength products and services descriptions?

Answer: The State will consider all proposals, however, should your pricing structure differ from what is asked for on the prepared Pricing Spreadsheet, it must be provided in a separate document with the proposal. Bidders may not alter the Appendix G Pricing spreadsheet.

18: Will the State of Delaware allow vendors to adjust the cost tables and add term commitment periods of 12 month, 36 month, and 60 month with different pricing?

Answer: The State will consider all proposals, however, should your pricing structure differ from what is asked for on the prepared Pricing Spreadsheet, it must be provided in a separate document with the proposal. Bidders may not alter the Appendix G Pricing spreadsheet.

19. Will the State of Delaware allow follow-up question after the first phase of questions have been answered?

Answer: The State will not be conducting multiple phases of questions. The question and answer period expired April 13, 2017 at 3:00 p.m. local time. Should there be terms that supplier do not agree with they should take exception via Attachment 3.

20. Can the State of Delaware provide a list of all locations in a soft copy in excel?

Answer: See the spreadsheet named RFP TELDATA Service Locations for the answer to this question. Note: This data is compiled from information provided at the time of the solicitation and may contain some minor errors. The information is accurate and complete to the best of the State's ability. This data is provided for reference only.

All other terms and conditions remain. Deadline to submit proposals is Thurs. May 18, 2017 1:00 p.m. local time.

S:\GSS17580-TELDATA_AVC AD#1 to RFP



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