



Data Service Center

168 S. Dupont Highway
New Castle, DE 19720
www.dataservice.org

Phone: (302) 504-7200
Fax: (302) 504-7201
Helpdesk: (302) 504-7222

CENTRAL BIDDING DEPARTMENT

ADDENDUM No. 3

RFP #2-16-34 – Wireless Access Point Purchase and/or Installation – All Schools
Red Clay Consolidated School District

Date of Addendum: February 11, 2016

OPENING DATE: **March 4, 2016 at 2:00 PM**

To all prospective bidders under the specifications and contract documents described above, this Addendum to RFP is being issued to:

To answer the following submitted questions:

1. We are hoping to provide a turn-key solution for the Red Clay RFP that would include both the cabling services and the wireless equipment, and possibly the switching hardware. We have read on page 20 of the RFP a statement that “subcontracting is not permitted”. For us to provide this turn-key solution, we would need to have subcontracting permitted, as very few companies have the certifications in both the cabling and the hardware installation and configuration. Would you please clarify the “subcontracting is not permitted” statement, and if we would, in fact, be able to respond in this way.

We would allow for subcontracting to occur **only** if the subcontractors meet all of the requirements of the RFP as the prime vendor, such as cabling contractors must be an awarded state cabling vendor, etc. This subcontractor and their credentials would need to be clearly identified in the proposal as well.

There isn't any hardware configuration that will need to be done. The cabling contractor would just be mounting the access points. The District will be handling the configuration of the access points and the network switches.

Vendors may submit bids on only one portion of the RFP – providing the access points or installation and relocation of cabling and access points. The District has the option to multi-award this contract and most likely they will award to multiple vendors.

2. Ok then so to be clear. Was there a different RFP sent out to do the cabling? Because what I am looking at in the Scope of work for the Wireless part is we will need to run up 500 associated cables to connect the AP's. Is this something that is going to be done by another company?

All K-12 public school districts in Delaware fall under the State of Delaware, and the State has a list of approved cabling vendors. If a vendor is not on the State's list of approved cabling vendors, they are not permitted to run any cabling in any State buildings or K-12 schools.



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Our RFP is for the purchase of access points (up to 800) AND/OR network cabling (up to 500) plus relocating existing access points & their existing network cable (like moving an access point from a hallway into a classroom). So a vendor may bid on the access points AND the cabling (if they have the capability of doing both) or just one of them.

3. Does the 100% performance bond apply to a vendor just supplying the access point?

The 100% performance bond applies to any awarded vendor or vendors.

4. We see that the hardware that is specified will not require any set-up or configuration, so we would basically just be reselling the hardware and nothing more. Since this is just a product fulfillment opportunity, are we still bound by all the requirements such as supplying references in DE Schools?

Yes, you would still be bound by all of the requirements of the RFP (except for anything solely referencing installation/cabling).

If you have no school references in DE you may still bid. You must still supply us with the requested references even if they are out of state.

5. What model switch do you want quoted?

Looks like you are asking for 50x switches? Can I submit a quote/bid to you just for the switches alone?

The specific Cisco switch model that we're looking at is the WS-2960X-48FPD-L, so you would need to quote on this specific model or something that is equivalent to this. You may submit a bid proposal for just the switches.