



**Solicitation Information
December 28, 2012**

Addendum #2

RFQ # 7458347

**TITLE: WIRELESS CLASSROOM INITIATIVE
RHODE ISLAND DEPARTMENT OF EDUCATION**

Submission Deadline: JANUARY 7, 2013 AT 10:00 AM (EST)

**ATTACHED ARE VENDOR QUESTIONS WITH STATE RESPONSES. NO
FURTHER QUESTIONS WILL BE ANSWERED.**

**Gail Walsh
State of Rhode Island
Division of Purchases**

RFP #7458347 – Wireless Classroom Initiative

Please be advised that Appendix A has been revised and one additional state school (DCYF Alternate Education Program) has been added to the list of schools (attached)

Vendor A

Is this MPA strictly for the RIDE Initiative or is it for any agency in the State of RI?

A State MPA allows all agencies access, unless otherwise restricted.

Vendor B

With regards to the RFQ, will each school be procuring the technology on their own using the Federal Funds or will the State of Rhode Island be purchasing and implementing on behalf of the each School?

There are no Federal Funds associated with the Wireless Technology Initiative. Purchases will be made at the local level.

Vendor C

In regards to this RFP, I was wondering if we could look to submit as a manufacturer – understanding that we could subcontract out other portions that are required to our local partners (with proper licenses and certifications)? Please let me know. Thanks in advance.

All responses must meet the requirements set forth in the RFQ, regardless of origin of vendor.

You may submit a proposal as a manufacturer; however, subcontractors with proper Rhode Island licensing must be named in your proposal.

Vendor D

We are a large, publicly traded, company that has provided Information Technology products and services to Rhode Island schools, from our Rhode Island office, for many years. To address requirements identified in the Wireless Classroom Initiative, we are teaming with a Rhode Island based Telecommunications company, which we have previously worked with. This Telecommunications Company will provide all required wiring services and possesses a valid Rhode Island Telecommunication Systems Contractor License with a data certification. Our company, as prime contractor, will provide the Original Equipment Manufacturer (OEM), certifications and qualifications. Please confirm this subcontracting arrangement sufficiently meets the Rhode Island Telecommunication Systems Contractor License requirement identified in RFP #7458347, Addendum #1.

Yes, as all work performed must be by licensed professionals.

Please include the name and licensing of the telecommunications company with your proposal.

Vendor E

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Also, Submitters should be aware of the State's MBE requirements, which addresses the State's goal of ten per cent (10%) participation by MBE's in all State procurements. For further information, contact the State MBE Administrator at (401) 574-8253 or charles.newton@mbe.ri.gov. Visit the website <http://www.mbe.ri.gov>

1. Can submitters meet the MBE goal through multilevel sub contracting?

Yes.

RIGL 37-13-3.1 State public works contract apprenticeship requirements. * (a)
Notwithstanding any laws to the contrary, all general contractors and subcontractors who perform work on any public works contract awarded by the state after passage of this act and valued at one million dollars (\$1,000,000) or more shall employ apprentices required for the performance of the awarded contract. The number of apprentices shall comply with the apprentice to journeyman ratio for each trade approved by the apprenticeship council of the department of labor and training.

2. Please clarify if prevailing wage will be required for the cabling and physical installation work done under this contract.

Yes.

3. Does prevailing wage apply to free site surveys?

As indicated, free site surveys would not have associated wages.

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The scope of this project is to build upon our existing E-rate funded network infrastructure to provide seamless connection of Wireless Fidelity (Wi-Fi) or compatible standard network devices. Examples of such devices include (but are not limited to): laptops, tablets, netbooks, Wi-Fi enabled handhelds, etc. Due to the complexity and amount of knowledge required for successful placement and configuration, RIDE is seeking vendors capable of providing a complete "turn-key" solution that covers all steps from the initial site survey to equipment acquisition and complete installation, including, if necessary, cabling and upgrades to existing infrastructure. In addition, there may be a limited number of districts in which a post-implementation survey is required to verify that installation meets the requirements of this initiative.

4. Please clarify the approximate "limited" number of districts that may require a post-implementation survey.

At this stage, this number is unknown.

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The resulting MPA will be in effect upon issuance of state purchase order (anticipated January 2013) until January 2015, with an option to renew for two additional one year periods, however, RIDE anticipates that all work associated with the Technology Bond will be completed by January 31, 2015.

5. Once selected, who would be issuing the actual PO? The Department of Education? Administration? Or individual School Districts?

Purchases will be made at the local level so it will be a local school department purchase order. If RIDE or another state agency were to access this MPA, the purchase order would be issued by the State of RI, Division of Purchases.

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Scope of Work

Some schools may be eligible to obtain Priority 2 funding from the Universal Services Administrative Services (USAC) for internal connections. A complete list of eligible services can be found at

http://www.usac.org/res/documents/sl/pdf/ESL_archive/EligibleServicesList-2013.pdf.

RIDE will be issuing a FCC FORM 470 application which will allow these schools (listed in Appendix B) the opportunity to use this MPA for those eligible services.

6. Does RIDE have a prioritized list of which schools would receive funding first? 1st year, 2nd year, 3rd year.

For Priority 2 funding, USAC determines eligibility requirements.

“It is expected that all vendors responding to this Request will be capable of providing a “turnkey” solution that integrates seamlessly into a district/site’s current network infrastructure. The vendor must provide a solution that is either of the same Original Equipment Manufacturer (OEM) and product family that the district has already committed to, or 100% compatible in regards to all aspects of existing infrastructure to maximize sustainability.”

7. When will we be able to view a list of their existing equipment to verify interoperability and make a recommendation that would be most beneficial to that specific customer?

Districts/schools will make contact with vendors on the MPA to perform free site surveys.

8. Would it be upon request by each individual school?

Yes.

School districts and Charter schools will contact a minimum of 3 vendors from this MPA (or a higher number if required by their local procurement policies/procedures) for the purpose of having a site survey performed at their requested sites for purposes of obtaining a quote. A State template will be provided for vendors to complete and submit the design and cost information. The completed template will be submitted to RIDE and reviewed by RIDE and the District Technology Administrator. Selection will be based on:

- 1) **The compatibility of their plan with existing infrastructure and systems;**
- 2) **The vendor’s timeline for completion of the work; and**
- 3) **Cost, which will represent no less than 80% of the selection criteria.**

RIDE along with district personnel will evaluate the vendors' submission. The vendor selected to perform the work will be responsible for the installation of a fully integrated wireless network that conforms to the specifications outlined in Appendix C.

9. Once on the MPA, can the qualified vendor respond to the request for quote with a no bid?

No. If contacted by a district, the qualified vendor must conduct the site survey and provide the quote.

10. Can RIDE send out a copy of the State template referred to in the above paragraph for review?

The template is not available at this point but will be prior to vendors completing the site surveys.

11. How long would qualified vendors have to complete the site survey and respond once an RFQ is issued?

Vendors on the MPA will be contacted immediately by districts/schools to perform site surveys. RIDE's expectations are that vendors will accomplish site surveys within thirty (30) days of initial contact, unless otherwise agreed upon by the district and RIDE.

12. Do the districts have the ability to purchase their wireless infrastructure from vendors not on the list of qualified vendors formed as a result of this RFQ?

No.

13. Please confirm that site survey results provided to each district will be confidential and will not be shared with other suppliers or vendors.

Site survey results and pricing will not be submitted to districts, but rather directly to RIDE. These will remain confidential until a decision has been reached and an award made. RIDE will also remind districts/schools that they should maintain confidentiality as required by State Purchasing rules.

14. The requested site surveys require significant engineering/design time to perform and then document findings – up to two days of time per school building in some cases. In addition RIDE is requiring listed vendors to accept all requests for quote. These combined requirements may preclude qualified and experienced medium sized firms from being able to respond to this solicitation. The total value of this requirement across all vendors and schools could be in excess of \$1,000,000 in free services to be provided. The challenge is that 2/3 of these free services will be done by vendors who are not chosen to perform the requested implementation. Would RIDE consider requiring predictive surveys and allowing vendors to perform on-site surveys if needed by the vendor to perform a firm fixed price proposal, leaving it up to each vendor to determine the risk/reward of performing a pre-award survey? This would assume that the chosen vendor would perform the required survey free of charge after being awarded the work, if it had not been performed in advance.

Any Vendor on this MPA can be contacted by any school or district. RIDE expects that vendors make every effort to accommodate each request. Only site surveys will be considered valid.

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Appendix C: Minimum Specifications of the Wireless Solution

Vendor Steps

2. Manually inspect the building and materials to determine initial RF propagation expectations and hardware mounting concerns.

15. In Appendix C, the Vendor Steps section infers a Manual On-Site Site Survey. Will a predictive site survey suffice?

No.

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Section 4 – Post Installation System Training

Following the successful completion of the project, the vendor is to provide a minimum of one day of training on the proper configuration, daily operation, and maintenance of the system.

This training shall be performed on-site at a mutually agreed upon date at the local school district's requested sites. The training will be for no more than 10 individuals who work directly for, or closely with the Technology Department. This training session may be recorded on audio & video.

The vendor will provide at minimum 2 copies of all installation, configuration, and training materials. This includes any and all materials offered by the vendor deemed to be helpful in the day to day operations of the system. In addition, a digital copy of these materials would be preferred but not required.

16. Please clarify that the training requested will be offered one time per district for up to 10 Technology Department individuals.

This training shall be performed on-site at a mutually agreed upon date at the local school district's requested SITES. Not once in each district but once per site.

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Please indicate the Original Equipment Manufacturer(s) hardware your company is qualified to install and support.

Cisco

Meraki

Aruba

Other(s):

HP

Extreme

TrendNet

Juniper

17. How did RIDE select the manufacturers listed on Page 20?

The list of manufacturers was selected based on those commonly utilized across the state, and was compiled by results from a technology survey sent to all schools. Manufacturers on this list are in no specific order, and solutions are not limited to these specific manufacturers.

Addendum 1:

18. Addendum #1 – Please clarify whether the prime contractor/provider of hardware must have a Rhode Island Telecommunications Systems Contractor License, or is this license intended for the services firms performing the on-site work.

You must include the name and license of the electrical subcontractor with your proposal.

19. Addendum #1 – Please confirm that network designers and engineers do not need the Telecommunications Systems Technician License with Data Certification, but that cabling and installation team members must have this certification.

That is correct.

Vendor F

Regarding question 1 below – To be clear, if my company sub-contracted the layer one work out, the subcontractor we choose WOULD in fact be certified per the requirements referenced in addendum 1.

1. Regarding Addendum #1, should the vendor choose to subcontract the layer-one work out, would the vendor still be required to obtain the certifications mentioned in the addendum? We noticed today that the next certification exam wasn't until 1/29/2013 and want to ensure eligibility prior to submitting our proposal.

Please include the name and license of the subcontractor with your proposal.

2. The design makes reference to supporting dot1x for authentication, what is the existing Private Key Infrastructure (PKI)? Is it centralized at RIDE or local to individual school districts? What platform is handling the PKI? Will the vendor be responsible for configuring one if it does not already exist?

PKI is not centralized state-wide. Each district's technology director is responsible for managing all aspects of the respective district's network(s), including PKI implementation. The vendor may be responsible for configuring or integrating existing PKI if required by the network.

3. For dot1x authentication will this be against an Active Directory environment? Using certificates (EAP-TLS)?

802.1x authentication is not standardized across the state. Each district's technology director is normally responsible for managing all aspects of the respective district's network(s). As a result, the topology of each network varies, although most are currently certificate based and authenticated against a Microsoft AD environment.

4. For the centralized captive portal, will this be individual to school districts or RIDE-wide? Will it provide access for guests (non-students and staff) and be limited to "internet only" access?

Captive portals (if required by the district) will be on a per district basis. Each district's technology director is normally responsible for managing all aspects of the respective district's network(s), including internet and intranet access policies governing students, faculty, and guests.

5. Is there a need for support of video or voice traffic across the wireless network?
Yes
6. Will printing be required from non-laptop devices on the wireless network?
Each district's technology director is normally responsible for managing all aspects of the respective district's network(s), including printing policy. Which network users (and what types of devices) will be allowed to print will be determined by the district.
7. Are all schools within a district fully interconnected via a dedicated WAN? Are districts connected to RIDE by any means?
Each district network topology varies. Communication between RIDE and districts takes place over a WAN.
8. Will management of the controllers be the responsibility of individual school districts, individual schools or by RIDE staff?
Each district's technology director is normally responsible for managing all aspects of the respective district's network(s), including hardware such as controllers, routers, switches, access points, etc.
9. What third-party applications will require integration into the location-based services?
There are no specific third-party applications that require location-based service integration at this time. However, individual district need for this feature may vary.
10. Is there a requirement to track location for multiple devices at once?
No. However, individual district needs may vary.

Vendor G

1. On page 6, the RFQ references "a State template" that vendors are supposed to complete and submit for the design and cost of the network proposal. Can we see a copy of this template?
The template is not available at this point but will be prior to vendors completing the site surveys.
2. Addendum 1 states "IN ACCORDANCE WITH RHODE ISLAND GENERAL LAW 5-70, ALL RESPONDENTS TO THIS SOLICITATION MUST POSSESS A VALID RHODE ISLAND TELECOMMUNICATION SYSTEMS CONTRACTOR LICENSE WITH A DATA CERTIFICATION."

We have a subcontractor who holds the Telecommunication Systems Contractor License with a Data Certification. Does that meet the requirement of Addendum 1 or do we need to hold the license directly?

Requirement met.

APPENDIX A (REVISED)

SCHOOL DISTRICTS AND NUMBER OF SCHOOLS IN RI

District Name	Schools	Students
Barrington	6	3400
Bristol Warren	6	3469
Burrillville	5	2442
Central Falls	6	2677
Chariho	7	3486
Coventry	7	5098
Cranston	23	10622
Cumberland	9	4658
East Greenwich	6	2376
East Providence	12	5420
Exeter-West Greenwich	5	1754
Foster	1	283
Foster-Glocester	2	1233
Glocester	2	579
Jamestown	2	488
Johnston	8	3062
Lincoln	6	3270
Little Compton	1	293
Middletown	5	2367
Narragansett	3	1434
New Shoreham	1	114
Newport	6	2062
North Kingstown	8	4339
North Providence	9	3274
North Smithfield	4	1714
Pawtucket	16	8685
Portsmouth	4	2687
Providence	41	23308
Scituate	5	1548
Smithfield	6	2400
South Kingstown	8	3457
Tiverton	5	1865
Warwick	23	9890
West Warwick	6	3444
Westerly	6	3036
Woonsocket	10	5917
<u>Total</u>	<u>280</u>	

Charter Name	Schools	Students
Beacon Charter School	1	226
Blackstone Academy	1	166
Blackstone Valley Prep	3	522
Paul Cuffee Charter School	1	630
Highlander	1	296
International Charter	1	326
Kingston Hill Academy	1	179
Learning Community	1	534
RI Nurses Institute	1	133
Segue Institute	1	201
The Compass School	1	162
The Greene School	1	121
Trinity Academy	1	68
Urban Collaborative	1	141
<u>Total</u>	<u>16</u>	

State School Name	Schools	Students
Davies Career and Tech	1	833
MET Career and Tech	1	751
R.I. School for the Deaf	1	69
* DCYF Alternate Education Program	1	100
<u>Total</u>	<u>4</u>	

* Added 12/28/2012