

# QUESTIONS AND ANSWERS

## RFP 470-220010510 - WLAN Access Points and Supporting Equipment

The following questions have been submitted concerning the RFP shown above. All questions received by the posted deadline of 5:00 PM, CST, Tuesday, January 11, 2022 are provided verbatim from what was received and have been answered and highlighted.

**No Amendment to the Proposal will be issued and the Opening date remains unchanged.**

### **Vendor 1:**

1. Was it correct that purchases from this bid will be made beginning in June 2022?

**Response:** Purchases will be made during the E-rate funding you (FY22-23) which begins on July 1, 2022 and ends June 30, 2023. Purchases may be made as a single order or multiple orders during this period. Please reference Section III, Letter A, on page 6 of the RFP.

2. Hixardt Technologies is in the process of obtaining our SPIN number. According to Attachment E - ERate Certification, you state "...Evidence of responders certification...by the FCC...must be provided no later than 30 calendar days from the start of the agreement..." Will Escambia County School District allow Hixardt Technologies an opportunity to participate in the above referenced bid, provided that since we are currently going through the ERate application process and are able to provide certification within the 30-day bid award timeframe as stated in Attachment E?

**Response:** Yes, your proposal will be accepted if proper documentation is provided to prove the application process has begun for your Service Provider Identification Number (SPIN). As stated in Attachment E, Vendors will have 30 days from the bid award to provide us with the SPIN. If the Vendor's application was denied for a SPIN, the award will be granted to the Vendor with the next highest evaluation score.

### **Vendor 2:**

1. I was curious if I might be able to coordinate a phone call with you or potentially Tom Ingram to inquire about certain specifications that will or will not be allowed? Please advise.

**Response:** As much as we would like to speak with each Vendor, to be 100% transparent and set a precedence of fair and equal treatment questions regarding this solicitation must have been submitted to the Purchasing Agent listed on the front page of the RFP. The deadline for all questions was Tuesday, January 11, 2022 at 5:00 p.m., CST as stated in Section III, Letter N of the RFP.

**Vendor 3:**

1. I just wanted to reach out and see if Aruba is still the preferred choice for the district. I know the form mentioned “or equivalent” on 470, so I was wondering if you had the choice, what would be the next best option? We work with Cisco, Extreme and many more.

**Response:** In accordance with Section VII (Device Specifications), Letter A, any proposed alternatives to the requested equipment must include sufficient technical specifications to show equivalency of, and integration with, existing Aruba solution. Sufficient technical specifications must also include any additional software, licensing, or hardware to provide a seamless operating experience.

2. Besides the previous question, I wanted to know if it is possible to put into perspective the possibility of an alternative solution should it fall under the same specifications and similar pricing. You can just throw me a percentage if that helps. Typically, customers want to stick to their existing brand when it come to new orders, but I understand this is not always the case even if the listing specifies so.

**Response:** See answer to question 1.