

**Department of Materials Management  
Procurement Unit  
MONTGOMERY COUNTY PUBLIC SCHOOLS  
45 W. Gude Drive, Suite 3100  
Rockville, Maryland 20850**

**December 19, 2018**

**NOTICE TO BIDDERS**

**The following are questions and responses regarding  
Invitation For Bid #4363.2, Computer Network Wireless Access Points, Switches,  
Routers, Cabling, Wiring and Services**

**Question 1:** The 4363.2 excel sheet item ref 6.1.1 indicates AEROHIVE AH-AP-250-AC-FCC or Cisco EDU-CAP2702I-AK910 WAP's or equivalent. Will MCPS accept Aruba Wireless Access Points and compliant Aruba/HPE network Hardware?

**Answer:** It is the vendor's responsibility to demonstrate that this solution is compatible with the MCPS infrastructure.

**Question 2:** The 4363.2 excel sheet item ref 6.3.1 indicates an estimated quantity of 900 802.11at capable Switches. 900 Switches is approx. 4 per school \*(206 schools in MCPS) is that qty correct?

**Answer:** Switches will be installed in all school locations based on their individual needs across the life of the contract.

**Question 3:** Will all 206 MCPS be included in this Bid Solicitation?

**Answer:** See Question # 2.

**Question 4:** Will there be Site visits of the schools or additional details such as floor plans provided prior to the Bid Due Date?

**Answer:** The bid requests a fixed fee per installation of each of the components. There will be no site survey allowed prior to the bid submission. We expect that the responder will leverage past experiences to provide a price that averages the total number and some margin for handling any extenuating circumstances.

**Question 5:** FYI: The requested Cisco 2700 AP's (EDU-CAP2702I-AK910) is nearing End of Sale (EOS) with the projected last ship date scheduled in July 2019  
<https://www.cisco.com/c/en/us/products/collateral/wireless/aironet-2700-series-access-point/eos-eol-notice-c51-740711.html>

**Answer:** MCPS is aware of this.

**Question 6:** Is there a due date for additional questions on this ITB?

**Answer:** Please refer to the bid document, General Conditions, Section 25. Inquiries on page 11: Inquiries regarding this solicitation must be submitted in writing, to Laurie Checco, CPPB, Buyer II, Montgomery County Public Schools Procurement Unit, 45 West Gude Drive, Room 3100, Rockville, Maryland 20850, fax number 301-279-3097. Questions shall be received no later than four business days prior to bid opening in order for the bidder to receive a reply prior to submitting its bid. The MCPS Board of Education will not be responsible for any oral or telephone explanation or interpretation. Vendor contact with any other MCPS employee regarding this solicitation until the contract is awarded by the MCPS Board of Education will be considered by MCPS as an attempt to obtain an unfair advantage and result in non-consideration of its bid. The MCPS Procurement Unit website address is <http://www.montgomeryschoolsmd.org/departments/procurement/>

**Question 7:** Page 6 / under #15 Personnel Qualifications and Services Requirement: *"Vendors shall include in their response the contact person's phone number and email for all service calls and detailed plan as to response time to MCPS?"* There are no support SKU's on the switch and AP equipment called out in the RFP. Basic support is included with our proposed solution which includes 800 number / email support and return to depot on any damaged equipment. Does this suffice. Please clarify.

**Answer:** MCPS requests the name and contact information for a service support manager who can be contacted in the event that service issues are not resolved in a timely manner by the 800 number/email support.

**Question 8:** What are the current management tools being used by MCPS?

**Answer:** Assuming this is regarding our wireless tools, we prefer to use the tools provided by the vendor for vendor-specific technology as this typically provides the tightest, most feature-rich, integration with our deployed wireless technologies. EX-Specific tools are Cisco Prime and Aerohive HiveManager)

**Question 9:** How many different SSIDs will be configured based on different configurations?

**Answer:** This is currently a work-in-progress as we are revisiting our SSID configurations. We will ultimately end up with 6-10, depending on our final analysis.

**Question 10:** Does MCPS have a Cisco ICE infrastructure that can be utilized for authentication?

**Answer:** No

**Question 11:** Does MCPS use a certificate based authentication for MCPS's registered users via Active Directory?

**Answer:** Not yet, but this may be coming soon. We are currently testing this possibility.

**Question 12:** Has there been any predictive survey done?

**Answer:** There has not as we have been building our wireless network to a one-WAP-per-classroom model based on the random distribution of mobile technology in the schools. We also add additional WAPs in areas such as cafeterias, media centers, and other high-occupancy locations.

**Question 13:** Is there a network design diagram?

**Answer:** Yes

**Question 14:** Is this a replacement or a new install?

**Answer:** Neither. This is a supplement to our existing infrastructure.

**Question 15:** How many sites these Access points will be installed at?

**Answer:** Access points will be installed in all school locations based on their individual needs across the life of the contract.

**Question 16:** Would MCPS require a controller at each site or the controller access will be centralize through DMVPN to the Data Centers?

**Answer:** We are open to both a centralized or localized solution.

**Question 17:** Are there existing routers in place that are terminating circuits at each location?

**Answer:** Yes

**Question 18:** Will these new routers replace the existing routers and provide connectivity outside the schools for both LAN and wifi?

**Answer:** No, we do not anticipate replacing the existing routers.

**Question 19:** Are the any floor plans that can be shared with the contractor, so a predictive survey can be done. This will help with Access Point locations, Cabling and heat maps?

**Answer:** We don't believe this is necessary given the model we are looking to deploy is one WAP per classroom.

**Question 20:** Will there be a need to do a post-installation passive survey for verification to make sure there aren't any rogue access points, issues with speed and end-to-end user connectivity?

**Answer:** Yes, but less for rogue WAP detection and more to verify capacity and performance as expected.

**Question 21:** Will MCPS network contractor work with Wifi contractor to terminate all DMVPN tunnels back to the Data Centers?

**Answer:** This is outside the scope of this solicitation.

**Question 22:** Is there a requirement to submit a firm-fixed price to support the entire wireless infrastructure?

**Answer:** Yes

**Question 23:** Reference Section 15 - Can a Juniper JNCIE-SP or JNCIE-ENT substitute for 1 of the 2 CCIE's required?

**Answer:** See Bid Paragraph/Section 15: Vendors shall have employees on staff who are Cisco Systems Certified at the Expert and Professional levels or hold equivalent certifications and/or proven industry expertise to any non-Cisco products and services that are proposed. Documentation of certifications shall be included with the bid submission. The minimum requirements are the identified Cisco and Corning certifications or equivalents.

It is the vendor's responsibility to demonstrate that this solution is equivalent.

**Question 24:** Reference Section 15 - Can a Cisco Letter of Authorization or Partner in Good Standing letter be substituted for the CSAT rating?

**Answer:** See Bid Paragraph/Section 15: Vendors shall provide their most current customer satisfaction information such as Cisco average customer satisfaction (CSAT) rating or equivalent customer satisfaction information with their response.

It is the vendor's responsibility to demonstrate that this solution is equivalent.

**Question 25:** Reference Section 18 – Will Reviewed Financial Statements be accepted as well as Audited?

**Answer:** See Paragraph/Section 18 reference to Paragraph/Section 11: The following is a list of mandatory submissions. Failure to provide any of the following information may be cause for your bid to be determined non-responsive. All responses will be evaluated based on the submissions. Submissions shall be clearly marked referencing the corresponding numbers from the list below. (Such as "Submission 1. Contract...")

1. Contract—Signed and completed Invitation for Bid documents (Yellow sheets)
2. Pricing – Items and cost per item
3. Specification deviations or additional details
4. Financial—Most recently audited annual report (See Paragraph 11. Financial Data)
5. Statement—Statement of agreement (See Paragraph 13. Telecommunications Act of 1996)

- 6. SPIN Number (See Paragraph 13. Telecommunications Act of 1996)
- 7. Certifications—Documentation of certifications (See Paragraph 15. Personnel Qualifications)
- 8. Satisfaction rating (CSAT) or equivalent

Paragraph/Section 11: The vendor's most recently audited Annual Report, sales report, or financial statement shall be submitted with the bid. Financial data will be held confidential if so requested

**Question 26:** Pricing line #6: Is this pricing item for a per device installation? There is a difference between each type of device requested and thus creates a different cost to install each, can these devices that can be separated?

**Answer:** The bid requests a fixed rate per installation of each of the components.

**Question 27:** Pricing line #7: Is the Fixed Rate unit by the hour or a block of time?

**Answer:** A revised pricing sheet will be provided with this item removed.

**Question 28:** Pricing line #8: This line item is actually a requirement and not an item that can be priced. Please clarify.

**Answer:** A revised pricing sheet will be provided with this item removed.




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Laurie Checco, CPPB, Buyer II, Procurement Unit

Please indicate your acceptance of this notice by signing below and returning with your RFP or under separate cover.

Accepted: \_\_\_\_\_  
Name and Title

Name of Company \_\_\_\_\_