



REQUEST FOR PROPOSALS ADDENDUM #1

Arlington Public Schools
Purchasing Office

October 15, 2015

ADDENDUM #1 – Questions & Answers-

Attachment A – Location of “NOC”

Attachment B – Pre-proposal conference attendees list

**TITLE: E-RATE INTERNET ACCESS SERVICES FOR ARLINGTON
PUBLIC SCHOOLS**

RFP: #28FY16

RFP DUE DATE: October 23, 2015 prior to 10:00 AM, Local Prevailing Time

The following clarifications are made part of this Request for Proposals (RFP):

**RFP#28FY16 – E-RATE INTERNET ACCESS SERVICES FOR ARLINGTON
PUBLIC SCHOOLS**

DELETION: On Page 14 – Under Tab #4: Remove the following and replace with the next statement:

“The contract unit prices will remain firm from date of award through June 30, 2016. The unit prices for ensuing contract years shall be based on the movement of the U.S. Department of Labor, Consumer Price Index, All Items, Unadjusted, Urban Areas (CPI-U). If the price is increased after June 30, 2016, the unit price may be increased only upon approval of a written request to the Purchasing Agent. Upon receipt of the Contractor’s request, the contract unit prices shall be limited by the Purchasing Agent up to an amount equal to the percentage of movement of the CPI-U for the twelve (12) month period ending in the month of MAY of each contract year effective from 2016. The contract unit prices changed as a result of this formula will become effective on July 1 of each contract year commencing from the date of the renewal of the contract and shall be binding on the Contractor for the ensuing contract year.”

ADDITION: On Page 14 – Under Tab # 4 – Replace with this statement:

“The Contractor warrants that the unit prices stated herein shall remain firm from the date of award through June 30, 2017. Prices may be negotiated only during the 30 day period prior to the expiration date of each contract period. Price increases or decreases must be submitted by June 1 of the expiration year to take effect July 1, if approved. Owner shall give the Contractor written notice of contract renewal 60 days prior to the expiration date of the contract.

The Contractor shall submit a written request for increases / notification of decreases in unit prices to the Project Manager. The request shall include as a minimum, (1) the cause of the adjustment; (2) the amount of the change requested with documentation to support the requested adjustment (i.e., appropriate commodity market information, change in manufacturer's price, etc.). Such price adjustment shall be by the same or less percentage as documented and the contract shall be modified by amendment accordingly, provided that:

The increased / decreased contract unit price shall not apply to orders received by the Contractor prior to the effective date of the increased / decreased unit price.

Such requested contract unit price increase / decrease shall become effective only upon approval of the Purchasing Director, and only after a written amendment to the original contract is signed by both the Contractor and the Purchasing Director.”

ADDITION: Add the following to Page 30, Section IV – Contract Terms and Conditions:

#61. PRICE REDUCTION

If at any time after the date of the Contract award the Contractor makes a general price reduction in the comparable price of any material covered by the contract to customers generally, an equivalent price reduction based on similar quantities and/or considerations shall apply to the contract for the duration of the contract period (or until the price is further reduced). Such price reduction shall be effective at the same time and in the same manner as the reduction in the price to customers generally. For purpose of this provision, a "general price reduction" shall mean any horizontal reduction in the price of an article or service offered (1) to Contractor's customers generally, or (2) in the Contractor's price schedule for the class of customers, i.e., wholesalers, jobbers, retailers, etc. which was used as the basis for awarding the contract. An occasional sale at a lower price, or sale of distressed merchandise at a lower price, would not be considered a "general reduction" under this provision. The Contractor shall submit their invoice at such reduced prices indicating on the invoice that the reduction is pursuant to the "Price Reduction" provision of the contract documents. The Contractor, in addition, will within ten (10) days of any general price reduction, notify the Purchasing Agent of such reduction by letter. FAILURE TO DO SO MAY LEAD TO TERMINATION OF THE CONTRACT. Upon receipt of any such notice of a general price reduction all ordering offices will be duly notified by the Purchasing Agent. The Contractor, if requested, shall furnish, within ten (10) days after the end of the contract period, a statement certifying either (1) that no general price reduction, as defined above, was made after the date of the contract award or (2) if any such general price reductions are made, that as provided above, they were reported to the Purchasing Agent within ten (10) days, and ordering offices were billed at the reduced prices. Where one or more such general price reductions were made, the statement furnished by the Contractor shall include with respect to each price reduction (1) the date when notice of any such reduction was issued, (2) the effective date of the reduction, and (3) the date when the Purchasing Agent was notified of any such reduction.

QUESTIONS AND ANSWERS:

1. On page 7, it states that "...contractor will be the contractor responsible for provisioning and maintaining all Equinix interconnections required to extend the fiber-optic connections to the required termination points." The next bullet point states that "APS may specify additional or alternate termination points at some point in the future." As cross connects cost money at Equinix, does APS know the amount of the additional termination points that may be needed or would be willing to pay additional for cross connects that are required after service detailed in the RFP is installed and operational?
No – do not know the number of additional termination points. Yes – if we request more termination points we understand we would pay for them.
2. For Co-Location Services, APS requires a minimum of 2200VA persistent electrical power. Is there a requirement for dual power feeds (for failover) or is only one power feed sufficient to meet requirements?
"Persistent" means 100% up time.

3. At the pre-bid conference, the potential vendors were informed that there is no available conduit into 1426 N. Quincy Street. Can the winning vendor build out their own conduit and restrict it solely for their use?
Vendor will build out conduit. No, vendor cannot restrict access.
4. Will APS personnel need 24/7 access to the Co-Location at Equinix?
The potential may arise but this is not a requirement.
5. On page 8, it states that “APS requires 10 GB/s Tier-1 Internet Access” Can you please elaborate on how you define “Tier-1 Internet Access”? What kind of access would NOT be considered “Tier1”?
APS considers an ISP to be Tier-1 if they do not resell bandwidth form other providers and/or they exercise ultimate control over the routing infrastructure that constitutes the ASN.
6. On page 8, it states that “APS reserves the right to upgrade bandwidth to 50 GB over life of contract.” Should this really be written as “50 GB/s”? And, assuming so, does APS have a 100 GB/s interface on its equipment or would 50 GB/s be achieved across (5) 10 GB/s interfaces?
50 GB/s is correct. APS does not have a 100 GB/s interface on equipment at this time.
7. For the Dark Fiber – is an IRU solution acceptable?
Yes.
8. Would you consider a fully managed transport solution in lieu of DF or a managed DF solution that includes WDM?
No.
9. Do you have a current WDM platform that you are using today? And if so what is it, what is the equipment manufacturer?
No.
10. If you are willing to consider a fully managed Wave what bandwidth requirement would you need?
We are not interested in a managed solution.
11. Is a no Bid on Colo acceptable as only Equinix can bid that?
No.
12. In light of the request for Equinix for the colo component can we bid on just the internet and the transport/dark fiber?
No.
13. Would you consider another colo facility/site/provider other than Equinix in Ashburn?
No.
14. What is the address or addresses that you would like the internet circuit to be located?
All addresses have been provided in the proposal.
15. If getting fiber to the exact locations for the dark fiber transport option is difficult would it be possible to connect to the county's fiber to get to each site?
The vendor may negotiate with Arlington County Govt.
16. Regarding Section IV Proposal Requirements, Section E Format and Content, Tabs 1, 2 and 3: Will APS consider extending the page limitations for these tabs to allow complete responses to the information

requested? The request for additional pages is particularly needed for Tab 3 to thoroughly explain our proposed solution.

APS agrees to expanding the page limitations, but the Vendor should be as concise as possible.

17. Wondering if you would consider a bid for colocation at zColo in Ashburn VA or do you specifically need to be at Equinix?

No.

18. Our company would like to provide a bid for the dark fiber rings between the 2 hub sites and the data center, colocation at our Ashburn facility and Internet Service.

No. We are not interested in that solution

19. Are there possibilities for other “co-locations” as most cannot resell that space?

No.

20. On the pricing schedule – how do we price the “out years?”

See Deletion and Addition sections on page 1 of this addendum.

21. Was a Form 470 submitted for this procurement?

Yes, a Form 470 for Internet Services only was submitted simultaneously with the issuance of the RFP on eVA.

22. Would you consider fully managed solution for lit fiber?

Not in the current scope.

23. Has APS looked at getting space at Equinix themselves?

No.

24. Do you know what services are at co-locations?

No.

25. What type of dark fiber are you scoping?

Single mode, not managed; 2 strands each.

26. What about conduit at each site?

2770 S. Taylor St. (NOC) has some and may be owned by Arlington County.

The Ed Center conduit is old and probably not available.

27. What is the exact location of the NOC at 2770 S. Taylor St.?

Please see Attachment A to this Addendum with an “X” noted on the building.

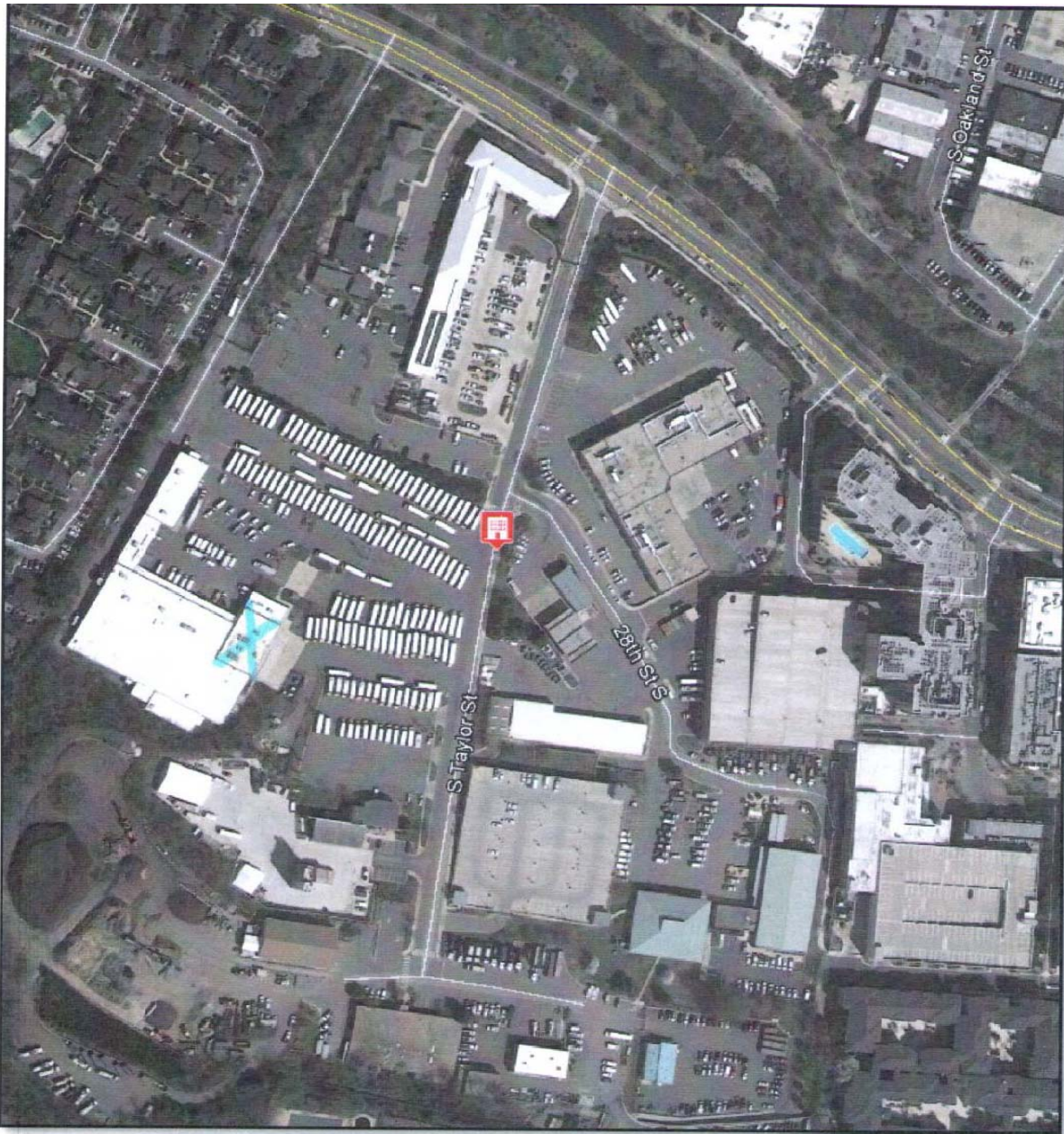
This addendum must be signed, dated and received in the Purchasing Department prior to the date and time stated above “OR” acknowledgment of receipt of this addendum may be noted on the page 2 on the Request For Proposals.

NAME OF OFFEROR: _____

ADDRESS: _____

SIGNATURE: _____ **DATE:** _____

FRANCES A. JONES
Senior Buyer / Purchasing
Arlington Public Schools





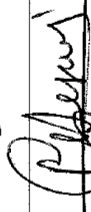

ARLINGTON PUBLIC SCHOOLS' "NOC" LOCATION AT 2770 S. TAYLOR ST., ARLINGTON, VIRGINIA 22206 (marked with a blue "X")

ATTACHMENT A


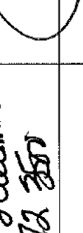



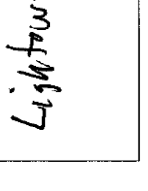
ATTACHMENT B




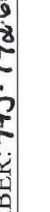

PRE-PROPOSAL CONFERENCE ATTENDANCE LIST

RFP #28FY16 –E-RATE INTERNET ACCESS FOR ARLINGTON PUBLIC SCHOOLS
PRE-PROPOSAL CONFERENCE DATE – TUESDAY, October 6, 2015, @ 2:00 PM @ ARL. ED. CTR., ROOM 401 A

COMPANY	PRINT NAME	SIGNATURE
Bright Star Communications	Faith @ BrightStarOne.com E-MAIL ADDRESS: PHONE NUMBER: 703 867 6990	
Bright Star Communications	E-MAIL ADDRESS: TBaskin@brightstarone.com PHONE NUMBER: 571- 335 1943	
Lead 3 Communications	Rupert Desai Lisa Marmora E-MAIL ADDRESS: rdesai@lead3.com lisa.marmora@lead3.com PHONE NUMBER: 804-402-2112 (Lisa)	 

703-505-7375 (Rupert)

COMPANY	PRINT NAME	SIGNATURE
Allied Telecom Group	PARRY TURNER E-MAIL ADDRESS: BT@alliedtelecom.net PHONE NUMBER: 202-549-0412	
Allied Telecom Group	Sheree Walsh E-MAIL ADDRESS: SWALSH@alliedtelecom.net PHONE NUMBER: 301672 2570	
Freedom Telecom Services, INC	Adam Noll E-MAIL ADDRESS: Adam@Freedom-tele.com PHONE NUMBER: 571-313-9259	
InfoRelay Online Systems	Corey Jacobs E-MAIL ADDRESS: Jacobs@InfoRelay.com PHONE NUMBER: 703-344-1887	
LightOwes	E-MAIL ADDRESS: aresco@lightowes.com PHONE NUMBER: 917-805-5353	
Lightway	E-MAIL ADDRESS: FUEJAKO@lightway.com PHONE NUMBER: 703 624 9338	

COMPANY	PRINT NAME	SIGNATURE
Lighttower	E-MAIL ADDRESS: jhogan@lighttower.com PHONE NUMBER: 443-742-6525	
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COGENT COMMUNICATIONS	E-MAIL ADDRESS: SAMIR@COGENT.COM PHONE NUMBER: 703 456 7967	
Comcast	E-MAIL ADDRESS: Mark-hayes@comcast.com PHONE NUMBER: 703-483-0786	
Bright Star	T Baskin @ brightstar.com E-MAIL ADDRESS: 571-722-1943 PHONE NUMBER:	
Carter Information Solutions, Inc	S. Warren Carter E-MAIL ADDRESS: swarren@carterinfo.com PHONE NUMBER: 301-576-6456	