# e-Rate RFP (14/15-4) Q&A
February 24, 2015

It appears that the most recent WIFI equipment is Aruba as well as the system being primarily designed around Aruba and its capabilities. I realize the verbiage states or equal on the WIFI hardware, are you familiar with Aerohive?

> Yes, the District is familiar with Aerohive. The RFP language states that you can submit equivalents as long as you call out equivalent components. If you have other features, share those as well, but the equivalent features should be itemized out for comparison.

Do you have time for a webinar/demo to see how Aerohive is a perfect fit for your schools?

> The RFP outlines equivalent options. If you are calling out Aerohive as an equivalent, please itemize that in your RFP response and include any additions that are not part of Highline's current product. The Technology Team is familiar with Aerohive. As we review the RFP responses, we will determine if a product showcase is needed.

Since you're technically running 3 different wireless platforms across the district would the district prefer to use one system?

> That is the goal of the RFP. Within the confines of the budget allowed under C2, the district will move as much as possible to one system.

The wiring component requires its own response, are the WAP's and Switch gear separate as well?

> Yes, each component must be a separate response. While they are tied together to get Appendix C achieved, there are financial commitments that have to be reviewed by the new erate C2 funding mechanisms.

I noticed that both a SPIN # and SPAC # are required, is that correct?

> You need a current SPAC to have a SPIN. You may go to USAC.org/sl to find out your status or to apply. Just go to Search Tools and search your SPIN.

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As far as deployment to the various schools across the district. How critical is having a physical controller?

> You are welcome to provide two separate responses that address both the cloud based and the local controller.

Is the District looking to leverage existing hardware? Or is this a complete refresh and all vendors will be evaluated from an even playing field?

> The RFP has "equivalent" language and the quantities listed are the replacements. If things are not listed, they are not on the table for replacement. Depending on C2 funding for individual schools, we might scale back some and that is also in the language.

If you are evaluating equivalent products but keeping existing networks will IT management play a role in your decision? For instance, a single district-wide Aruba WLAN environment may be considered easier to manage than say an Aruba/Ruckus mixed environment. Will that be taken into account?

> The wireless is actually a complete replacement of instructional areas. A mixed environment is always a possibility, but the projected results from the RFP are to install the same in all instructional areas. Administrative is a different scenario and not part of the RFP.

"Prior experience with the district" is included in the Criterion Matrix. Can you help define that? And is there an opportunity to meet with you in person?

> Prior experience with district is business dealings with the district.  If we have worked with a vendor, there is a knowledge level as to their ability to perform the functions.  If we have worked with a vendor, there are shared experiences with work place requirements that may lead to less time for district staff.

> Meeting with the district could be at the walk through (if appropriate), at the bid opening, or during the review process.

Do you require bonding for the material purchase of wireless materials?

> Bonding is not required for the purchase of wireless materials, but it is required for wire installation.

We have been working with Aruba to get pricing that will allow us to provide a competitive bid on this project and have been told you are working with another partner. If that is the case, we understand completely. However, if the goal of this RFP is to not only find competitive pricing options but also a partner that can support the district from a technical and delivery perspective we would like to ask that you request Aruba extends us the same pricing discounts.

Unfortunately, without competitive hardware pricing from Aruba we feel our response would not be financially viable and therefore not entertained.

> The RFP must include equivalency components and that is multi-fold. One reason is that USAC requires it.  A second, Highline wants competitive bids. A third, we don't know what we don't know. A fourth…etc.

> As noted in the RFP, we do have Aruba and Highline does work with a VAR in Seattle area.  That said, Aruba does own the product, not the VARs, so that means it is up to you if you want to participate from that perspective. The RFP has three appendices and they are not joined in the submission. Each one requires a separate bid, but we may combine one, two or all depending on the results of the review.

Could you send me the plans and specs for the Telecommunications Cabling System Project, please? Also, could you verify the following for this project, please?

1. Estimated value
2. Could you give me the name of the engineer or architect on project?
3. Bid Date – 3/6/2015 4PM
4. Walk-Through 2/24/2015 1PM

> This is an erate project, so I cannot provide a scope of value.  There is a mandatory walk through for anyone planning to bid and, at that walk through, vendors will receive documents related to the project.  Nonetheless, the specs were included in the RFP for quantity and requirements related to wiring.

> There is no engineer or architect on the project; however, you can direct your questions to me (mark.finstrom@highlineschools.org) and one of my staff will respond as allowed under E-Rate guidelines.

> Bid date is 3/6/15 at 4:00pm

> Walk through is 2/24/15 at 1:00pm

The RFP doesn't have counts on the switches or AP's, do you have a ball park number for me to work with?

> The RFP does have counts in it. If you look after each school there is a parenthetical number in each of the Appendices. If you look at the top Appendix A and Appendix B, it will give you the count for the total number of switches and access points. What you might not see is Port count on the switches - that is, 24 port and 48 port switches as determined by Appendix C.

Are you interested in the cloud based solution or a locally hosted VM solution?

> You are welcome to provide two separate responses that address both the cloud based and the local VM.

I see in the appendix C that you do not require installation and that it should be submitted as a separate proposal. Would it be acceptable to include a separate quote inside our proposal for the installation and note that it is optional?

> Yes, that is acceptable.

Can I also submit a separate quote option in the same proposal as to not send duplicate proposals?

> Yes, you may submit it as a separate optional item.

While reviewing upcoming E-Rate projects for 2015, Form 470 indicated that you are looking to complete a network upgrade/refresh this year. We would appreciate the opportunity to help you out with this project. Could you please tell me a little more about your plans and specifically what you're looking to do?

> You can go to highlineschools.org/erate to see the RFP that was published for this 470.

Will you need fiber or copper patch cables with the idf/mdf project?

> Both, it depends on location and need.

Do you have a list of fiber connections at each site/closet?

> No, as we will list that when the order is placed.

If so, do you possibly have a list of which form-factor the connector on the fiber patch panels for each site/closet? (SC, ST or mrtj?)

> SC is the primary connector.

Have you tested all fiber links between sites and closets needed to run at 10G speeds to confirm they are capable of 10G?

> No, as we will be pulling new fiber into some sites.