



Department of Purchasing  
100 N. Main St  
Suffolk VA 23434  
757-925-6754

RFP 1911-P Questions Addendum

1. Is subcontracting allowed for this opportunity? Are there any restrictions or pre-approvals required?

**Answer: Subcontracting is not a preferred model for this RFP**

2. Can required certifications such as Cisco Master Collaboration Specialization, Cisco Master Networking Specialization, and minimum 5 years of E-Rate experience be met through a subcontractor, and can we provide subcontractor certification evidence in place of our own for evaluation purposes?

**Answer: This is not a preferred practice for this RFP**

3. Is prior experience with Virginia schools mandatory, or can experience with other SLED or commercial clients be considered? Will non-Virginia experience affect evaluation scoring?

**Answer: Yes scoring will be impacted by the vendors experience with working with Virginia schools**

4. The RFP requests the office location of personnel supporting services with CCIE certification. Can this requirement be met via subcontractor personnel?

**Answer: NO**

5. Can the CCIE personnel be outsourced?

**Answer: NO**

6. Will work primarily be onsite, remote, or a hybrid?

**Answer: Onsite**

7. If onsite support is required, what are the expected work locations where CCIE personnel are required to work?

**Answer: Any of the school or support locations in the Suffolk Public School District.**



Department of Purchasing  
100 N. Main St  
Suffolk VA 23434  
757-925-6754

8. If remote work is allowed, are there any location restrictions for CCIE personnel?

**Answer: Remote work is allowed under certain conditions. All personnel must be located in the United States**

9. I saw this RFP, but I could not find a pricing schedule/anywhere that contains a bill of materials for it. Could you please point me to where that information is located.

**Answer: All Cisco Products**

10. We would like to work on the said RFQ and submit our response. However, in order to do so, we would require specific Bill of Materials to get the quote from distributor.

**Answer: The discount rate(s) (%) for their published price lists**