



BONITA UNIFIED SCHOOL DISTRICT

115 West Allen Avenue San Dimas, California 91773 (909) 971-8200 Fax (909) 971-8329

Superintendent

Carl Coles – Superintendent

Assistant Superintendents

Susan Cross Hume – Business Services

Kevin Lee – Human Resources Development

Matthew Wien – Educational Services

Board of Education

Derek Bahmanou

Chuck Coyne

Glenn Creiman

Diane Koach

Matthew Lyons

DATE: January 14, 2019
SUBJECT: ADDENDUM #3
BID NO. 18-19:08 Wireless Access Point Upgrades, Installation, Professional Services, & Solutions

ADDENDUM #3

The following addendum applies to BID #18-19:08 and shall comply in accordance with the general specifications with additions or deletions stated below in Addendum #3:

1. Pricing Format

Proposal must be inclusive of all taxes, fees and surcharges, including any fees, taxes or surcharges, paper statement fees, special taxes, CA gross receipts tax, Universal Service Fees, Universal Service Administrative Fees, regulatory recovery fees, property taxes, etc. **Proposals must include all costs that the District will be invoiced for.**

GRAND TOTAL BID AMOUNT FOR ALL ITEMS (itemize each)	
Parts and warranty	\$ _____
Warranty/Support Labor	\$ _____
Recurrent/ Charges (after Year1)	\$ _____
 Tax if any	 \$ _____
Shipping	\$ _____
Total	\$ _____
Please also provide breakdown by site that matches grand total	
1. Write in the totals above.	
2. Attach an itemized, detailed quotation for all items, by school site, and E-rate eligible and E-rate ineligible costs clearly identified.	

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2. The following elements will be the primary consideration in evaluating all submitted proposals and in the selection of a Proposer:

- a. ~~40%~~ 30% - Price of ELIGIBLE products and services, including unit prices, labor rates, travel/trip charges (if applicable), total cost of ownership, etc.
- b. 20% - Technical feature set of products.
- c. 15% - Proposer's experience, District's prior experience with Proposer (if any), overall installation and integration capabilities based upon performance record and availability of sufficient high quality personnel with the required skills and experience for the specific approach.
- d. 10% - Client references and/or citations from prior installations where equal services have been provided for projects of similar size and scope as well as from objective 3rd party reviews.
- e. ~~25%~~ 25% - The extent to which the Proposer's solution fulfills the stated requirements as set out in this RFP and number and scope of exceptions to this RFP.

Discussions and/or interviews may, at the District's sole option, be conducted with Proposers to permit further evaluation and to allow the District to inquire further into the Proposer's experience on similar projects and other relevant inquiries. All Proposers will be accorded fair and equal treatment with respect to any opportunity for discussion and/or interviews and any written revisions of proposals.

The award of the Contract will be in accordance with the Public Contract Code 20118.2 which allows the District to select the most qualified bidder whose proposal meets the evaluation standards determined by the District and will be the most advantageous to the District with price and all other factors considered, or to reject all responses to the RFP, whichever is in the best interest of the District. All bidders will be assessed based on the evaluation factors described above and the specific needs of the District and the District will follow the competitive negotiation process set forth in Public Contract Code section 20118.2.

3. Does the District prefer a Cloud based solution?

An on-premise solution is preferred, but we will accept a cloud based system.

4. Since there are currently no Outdoor 802.11ax Access points available on the market is the district planning to use indoor ax APs to cover outdoor areas, or will NEMA enclosures need to be included in the bid responses?

If no outdoor 802.11ax are available, your design would either be interior Waps with NEMA enclosures mounted externally or an interior Wap with external antenna's.

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5. The bid states that there are approximately 760 Access Points but in the counts per school only 597 are accounted for. Should 597 APs be used in the bid or 760?

760 would be including the new external Access Points.

6. Management wants me to clarify what happens to the bid security if the proposal is not awarded?

Each bid must be accompanied by one of the following forms of bidder's security: (1) cash; (2) a cashier's check made payable to the District; (3) a certified check made payable to the District; or (4) a bidder's bond executed by a California admitted surety as defined in Code of Civil Procedure Section 995.120, made payable to the District, in the form set forth in the Contract Documents. Such bidder's security must be in an amount not less than **ten percent (10%)** of the maximum amount of such bidder's bid as a guarantee that the bidder will enter into the Contract, if the same is awarded to such bidder, and will provide the required Performance and Payment Bonds, insurance certificates and any other required documents. In the event that a bidder is awarded the Contract and such bidder fails to enter into said Contract or provide the surety bond or bonds within five (5) calendar days after award of the Contract to bidder, said security will be forfeited

7. If the bidder does not have K-12 references will similar work references suffice?

Yes.

8. During the site walks it was mentioned the current Access Points use the pass-through port on the access point for the projector, this is not a requirement of the RFP, if the proposed access points do not support pass through is an additional network drop required to maintain functionality of the projector?

No.

9. Based on RFP alternate products than "Aruba" require approval. Is this approval process required before a bid is submitted?

No.

10. RFP states approximately 39 net CAT6 drops will be required for internal access points, can the district provide which sites those will be placed at?

Internal access points will utilize existing cabling. New CAT6 drops are only required for new proposed external access points.

11. I was wondering when we could expect the release of the addendum for this RFP, as some of its answers may develop further questions. As such, will you be able to extend the RFI date?

See Addendum #2.

12. The RFP mentions a 5-year agreement although the time to complete the project is listed from 7/1/19 to 8/31/19 for installation. Can you shed light on this 5-year agreement even though the installation is for 60 days?

Licenses and warranty for the system

13. Regarding "Vendor will be responsible for required trenching or other necessary work for network cable runs." What specific trenching has already been identified, if any?

None identified.

14. Regarding "Provide a Heat Map for all locations" What are the specific requirements for the heat map (Actual or simulated heat, new external areas, classrooms or both)?

Actual heat map for both internal and external areas.

15. Regarding "Provide and install necessary CAT6 network cables. 591 existing internal access points are already cabled with a single cat6 cable." Please state if 39 internal access points will need new CAT6 cabling.

Internal access points will utilize existing cabling. New CAT6 drops are only required for new proposed external access points.

16. Regarding "Provide and install necessary CAT6 cable if existing single data run for existing APs are not sufficient for 802.11 AX speeds".

This is only if the proposed product requires more than one cat 6 cable per access point.

Please state if testing of existing cables and installing additional interior cables for all access points is being requested.

Only new Cable runs need to be tested.

17. Our proposal assumes open ports on patch panel and switch locations. If not, will a change order be considered or shall our proposal include an additional specified percentage specified to include these potential issues?

All patch panels are Siemons modular panels. You are to provide the module if there is an open slot. As instructed during the site walk, if there are no more open slots on the patch panel, you are to install the modules into a surface mount box placed inside the cabinet and labled. If there are no extra ports on the switch, we will add extra ports.

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18. Regarding space in rack for new cables. If there's no space is our specific action is to provide coil of cable 6 ft, label cable, and insert in IDF, attach rj-45 end for testing?

Cable must be installed into a surface mount box, labled and patch cable used to connect to switch.

19. At the Ramona campus, there is an existing pipe likely used for an outside AP location. Is that an appropriate method? i.e. pipe from under eave to prevent any loss of roof integrity.

That is our preferred method. We do not want holes being cut into our roof structure.

20. Please confirm width of the T-bar ceiling (15/16 or 9/16 inch).

15/16

21. Please post copies of maps showing desired coverage or not coverage. Pink highlight is difficult to read.

Digital copies of maps have already been posted on district's website.

22. On page 2 of the RFP, E-Rate Requirements section, it state "Signed copy to be returned with bid response." Can you please elaborate? No signature page was provide.

Page #17, Request for Proposal Submission Requirements outlines signature requirement and format.

23. The Agreement Form provided with the RFP states "ARTICLE 5 - HOLD HARMLESS AGREEMENT: Proposer shall defend, indemnify and hold harmless District and its officers, employees, agents and independent contractors from all liabilities, claims, actions, liens, judgments, demands, damages, losses, costs or expenses of any kind arising from death, personal injury, property damage or other cause based or asserted upon any act, omission, or breach connected with or arising from the progress of work or performance of service under this Agreement or the Contract Documents." If awarded the project, can we have "independent contractors" stricken from the agreement?

No.

24. For additional Category 6 data cable required to support this project, can the District provide the current cable specification, manufacturer, color of cable, & color of insert the District requires to be installed?

Siemon MX6-F02 Flat module, Color White. Siemons 9C6B24-E3-08R1A cable, color Blue.

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25. Can the District confirm if each available switch port to be used for Access Point installation/replacement provide POE or POE+ power?

POE+

26. On page 11 of the RFP there is a requirement for the winning contractor to “Provide a Heat Map for all Locations”. Can the District clarify if this requirement applies to Pre-installation or Post-installation?

Post-installation

27. On Page 11 of the RFP there is a requirement for the winning contractor to provide “Training for up to 4 network engineers”. Can the District provide additional information regarding the training desired? Contractor provided (on site), Manufacturer provide (classroom), and duration.

On site training for duration of at least 1 day.

28. On Page 11 of the RFP there is a requirement for “Additional Requested Information”. Does the District desire this pricing to be included with the total bid price or included as an appendix to the Bid sheet?

Appendix.

29. During the mandatory job walk it was mentioned that for classrooms the current installation utilizes the second Ethernet network port on the existing access point to connect AV projectors installed in the same room. Can the District confirm that this is a requirement for the new proposed Access Point as part of each bid response?

No, this is not a requirement.

30. How will users be authenticated? Pre-shared Key, EAP-TLS, PEAP?

Pre-shared Key, EAP-TLS.

31. If 802.1x, what is the authentication server and where is it located?

Microsoft Network Policy server

32. Are Controllers required?

No.

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33. Is Airwave required or would you like to have it included?

Not Required, but is preferred

34. Is the district requesting IAP's, Instant Access Points?

This would be up to your design

35. Does the district require a pre-install wireless site survey?

No.

36. What is the square footage of each of the buildings?

Varies.

37. Will building floor plans be made available?

Once the bid is awarded

38. When you can, would you please send the sign-in sheet for the job-walk?

Attached