

ROSWELL INDEPENDENT SCHOOL DISTRICT  
PROCUREMENT DEPARTMENT  
ADDENDUM #1 FOR RFP NO. 24-06  
E-RATE FORM 470 NETWORK SWITCHES, UPS BATTERY BACK-UP SYSTEMS, AND WIRELESS SOLUTION  
DECEMBER 14, 2023 – 2:00 PM LOCAL TIME

November 7, 2023

Please note the RFP information following:

- Questions Received by Due Date with Responses on the following pages.
- Documentation regarding data and specifications, etc. will only be considered/reviewed as part of the sealed RFP proposal. Any documentation submitted by e-mail and outside of the sealed RFP proposal will not be considered/reviewed.
- Striking/removing the following language from the RFP document on the bottom of Page 28: “The contract shall be awarded to the Proposer or Proposers whose proposal is most advantageous, taking into consideration the evaluation factors set forth in the RFP. The most advantageous proposal may or may not have received the most points.”
- Extend Last Amendment/Addenda Date to November 10, 2023.
- Extend Proposal Due Deadline to December 14, 2023 at 2:00pm Local Time.

ACKNOWLEDGE ADDENDUM WITH RFP:

Addendums not returned and signed as part of the proposal will be considered non-responsive and rejected.

\_\_\_\_\_  
Company/Firm/Independent Contractor Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

## Questions and Responses

1. How is proposal to be submitted?

The proposal should be submitted directly to the school district and through the EPC Portal. Please make sure to follow the instructions on the RFP Packet and the Form 470 so that the required information is included in the proposal. The RFP Packet, and any relevant RFP documentation, can be found at the following link:

[https://www.risd.k12.nm.us/finance\\_and\\_operations/business\\_services/purchasing\\_bids\\_rfp](https://www.risd.k12.nm.us/finance_and_operations/business_services/purchasing_bids_rfp)

2. Evaluation Factors, Regarding Past Records of Performance: Is that specific to the network items quoted (Switches/AP's/UPS's) or does that include other work a partner may have done with the district (non-Network products).

The District will review and consider network and non-network projects with similar projects weighted higher than non-similar projects.

3. Contract Award: Do you plan to make one award for all items or potentially award separately, for example: "UPS's separately from Switching and/or Wireless Equipment"?

A vendor can respond to any combination of the Network Switches and/or UPS Battery Back-Up Systems and/or Wireless Solution. Each component/project will be evaluated independently.

4. Rated Load to be handled by each UPS (to verify UPS capability vs. load)?

We will have four (4) 2100w 220v power supplies plugged in and prefer a 30 minute minimum runtime.

5. Desired Runtime (to determine proper number of battery packs)?

See the question directly above.

6. Will the use of SNMP-NV6 Network Cards to provide UPS Status and Data to their own Enterprise Management System (EMS) be sufficient?

We currently have a Generex UNM II EMS running on premise and prefer that new units integrate into it.

7. How many Battery Packs are needed?

See Question #4.

8. I can see 6000va is called out but how many watts does the UPS need to support?

Four (4) 2100w 220v power supplies.

9. You are requesting a line interactive 6k UPS. We would like clarification on whether you want 6k devices which would be double conversion or lower rated devices that are line interactive?

Single Phase, On-Line Double Conversion, Uninterruptible Power Supply would be acceptable.

10. What do you want done with the “removed” existing UPS equipment on a per building basis?

They will be left in the racks or in the room.

11. Does the school have their own in-house electricians (or under contract) that can be used for any “wiring” upgrades/changes?

Wiring will be done ahead of time by the District.

12. How much Load do you have in the avg. Closet AMPS/Watts?

Four (4) 2100w 220v power supplies.

13. How deep are your Racks?

Typical racks are standard 4 post 29” depth.

14. Most 6000’s we see requested ask for “Online Double Conversion”, are you open to that solution?

Single Phase, On-Line Double Conversion would be acceptable.

15. What wireless system are you using?

The District is using Extreme AP’s and ExtremeCloud IQ. If you are proposing a different system, be sure to note if there are costs to using the proposed system, and an estimate of the costs.

16. Are you also looking for data drops for outdoor/indoor access points?

No. The expectation is that current data drops can be utilized. Currently, there is at least one AP in each classroom across the District and many other drops in the building for existing AP’s.

17. Reasons for current AP placement?

The District’s goal is/was to provide wireless access to all locations within buildings with some limited external coverage and determined the current AP placement would do so.

18. The RFP mentions that the District is interested in reducing the number of APs without a reduction in service. Can you provide insight as to the thought process?  
The District is hopeful that there is/are a solution(s) that will allow for a reduction of AP's without compromising excellent performance. Although we have many data drops, we do not feel compelled to attach AP's to all data drops if there is not a need.
19. Are there different drawings that show your current AP placement/existing cabling?  
No. However, there is an AP in the center of every classroom and at least one (1) in the common areas.
20. Will the district provide lifts where necessary for installation?  
The District will not provide a lift, please include any potential costs in your proposal.
21. Will the district provide a single point of contact during installation?  
Yes.
22. Will the district help create the configuration or work with said engineers to endure proper configuration?  
Yes. District will provide configuration for all switches.
23. Is the SSID configuration with RADIUS/certificate based management or PSK?  
Current configuration is with both RADIUS 802.1x and PSK SSIDs.
24. Does install and configuration include any asset tagging or inventory management?  
No, all asset tagging and inventory will be done in-house prior to the installation.
25. Is the district wanting bids on wifi 6, wifi 6e or wifi 7?  
Wifi 6.
26. Will the district allow us to work weekends/weeknights or just 9am-5pm?  
The district can be flexible with days and hours worked.
27. Will the district procure equipment during the early install period (April to June)? It is expected that we would order early enough to receive the equipment by June, provided there are no hiccups related to funding.
28. Is the billing method SPI or BEAR?  
BEAR.

29. RFP states that the initial term for the project will be from July 1, 2024 – June 30, 2025. Will the hardware requested in this RFP all be purchased at once as one large project or will hardware be purchased at different times throughout the year?  
**That is yet to be determined, but we would prefer to get all items for these projects ordered and installed fairly close together.**
30. Is there a template or questions that are required to be answered in the Firm Profile, Approach to Scope of Services, or Assigned Personnel, or are we just to provide a narrative and include information we believe is relevant?  
**There is not a template or list of specific questions. It is up to the vendor to determine the information to provide the Firm Profile, the Approach to Scope of Services, their Assigned Personnel.**
31. Will any fiber optic transceivers be required as part of the RFP? If so, what type and how many?  
**District will provide.**
32. Will any fiber patch cables be required as part of the response? If so, what length, type (sc-sc, LC-SC, LC-LC, 50u multi-mode, 62.5 multi-mode, single-mode) and quantity?  
**District will provide.**
33. Will any copper patch cords be required as part of the proposal? If so, what length, type, color? Slim-line or regular?  
**District will provide.**
34. What type of racks will the 9400s be installed into?  
**Typical will be 4 post racks, a small number of 2 post racks exist. All are floor mounted.**
35. What type of licensing are you requiring as part of the 9407s, Advantage or essentials, and what duration?  
**Essentials. Duration of five (5) years.**
36. What type of power cables will you be requiring for the 9400s?  
**Typical will be L6-30.**
37. How many campuses will the Wireless AP's be installed at?  
**AP's will be installed at 24 separate buildings across the District.**
38. Are they false ceiling type of installs?  
**Most.**
39. Are there any locations that require a lift?  
**Yes.**

40. Will the outdoor locations that require wireless coverage be marked on the maps?  
They are not marked on the maps, but we expect that the new AP's will be placed on the existing drops.
41. What type of copper cabling is installed at the sites receiving new wireless access points? Cat 5E, Cat 6, Cat 6A?  
CAT6 minimum.
42. Are there plans to upgrade the cabling before the installation of the wireless access points? If not, is cabling required in this RFP?  
No and No.
43. Will any of the access points require enclosures? If so, how many? Any specific type of enclosure preferred?  
No. Ceiling or wall mounts are necessary.
44. Is there an existing wireless controller that the AP's will be joined to? If so, what type of wireless controller?  
We use ExtremeCloud IQ and expect the new solution to be a cloud solution as well.
45. How many years of licensing is required for the wireless access points?  
We would prefer licenses that cover the life of the AP. Perhaps a subscription based model that would ensure that all AP's on the system are licensed.
46. What type of authentication will be used for the wireless access points?  
Both 802.1x and PSK.
47. How many SSID's will be required? Please specify if they will be different per campus?  
Two (2). SSID's are uniform across the network.
48. Could you provide pictures of existing network closets?  
No.
49. Will any site visits / walkthroughs be allowed?  
No.
50. Can Building Drawings requests be directed to Royce Braggs?  
Yes. Royce Braggs is the best contact for Building Drawings.
51. When listing and describing experience, do the projects/references have to be from e-rate completed projects or is it okay to show experience with the same/similar scope to the RFP that did not utilize e-rate?  
Projects/references are not required to be from E-Rated completed projects.

52. Can you provide the exact, desired network configurations be provided for the network switches and access points?

This information will be provided to contractor after contract award.

53. Is it a requirement to physically install wireless access points? If we are not a low voltage company and therefore cannot physically install the access points but do configure them, are we still able to bid on that portion of the RFP?

The RFP does state that the Offeror should provide a cost for labor/installation. The District will allow the Offeror to sub out the installation. If this is the approach you choose, please include the cost of labor/installation from the contractor that would perform this work.

54. Does this RFP include ongoing support/maintenance for the devices or just the initial purchase and configuration of devices?

Smartnet should be included for the Cisco products, and yes, we would want support/maintenance for our UPS and wireless solutions.

55. Will payment for the completion of the scope of work be made from the district to the vendor and the district will be reimbursed or will the vendor receive payment from e-rate directly?

We will do BEAR invoicing.