

**Department of Materials Management
Division of Procurement
MONTGOMERY COUNTY PUBLIC SCHOOLS
45 W. Gude Drive, Suite 3100
Rockville, Maryland 20850**

August 31, 2022

NOTICE TO BIDDERS

**The following are questions and responses regarding
Form 470 Application Number 230000625**

Question 1: How many switches are required per location?

Answer: Estimated quantities: 200 total per year. The specification, quantity, capacity, locations and count of services will vary over time due to fluctuations in the School District's needs.

Question 2: What is the average number of access points required per location? Are they deployed to the same places at each location, e.g. inside/outside, utility rooms?

Answer: Estimated quantities: 900 total per year (Extreme, Cisco or equivalent). The specification, quantity, capacity, locations and count of services will vary over time due to fluctuations in the School District's needs.

Question 3: How many firewalls and UTMs are required in total and per location?

Answer: Please refer to the Bid Spec Sheet for this information.

Firewall Security Appliances

MCPS requires a remote Firewall security appliance such as FortiGate 500E Series or equivalent and basic maintenance services for between 26 to 70 school sites that meet technical specifications to provide security policies at remote sites. The selected technology needs to accommodate Fortinet security policies, for the purpose of central management, from the central Fortinet firewalls located at the data center at 45 W. Gude, Rockville, Maryland. Basic Maintenance for the initial one year term of the agreement should be included in addition to any ongoing terms. The High Schools (including Thomas Edison) will be first priority followed by Middle Schools. Each model/part number must be broken out to provide the Erate eligibility percentage.

Question 4: In the Routers section, the last line refers to an estimated 10 total per year. Please describe your deployment schedule over the term of the contract per location and total across the entire network.

Answer: Estimated quantities: 10 total per year. The specification, quantity, capacity, locations and count of services will vary over time due to fluctuations in the School District's needs.

Question 5: Please provide a sanitized network diagram. This is needed to help us understand the current state.

Answer: MCPS is seeking bids on a service and vendors need to bid what they can do. MCPS is committed to an open and competitive bidding process and will be selecting the most cost-effective vendor that meets the needs of MCPS.

Question 6: Are you looking for a co-managed solution?

Answer: Please refer to the Bid Spec Sheet for this information. MCPS is seeking bids on a service and vendors need to bid what they can do. MCPS is committed to an open and competitive bidding process and will be selecting the most cost-effective vendor that meets the needs of MCPS.

Question 7: Are you looking to own the equipment?

Answer: MCPS is seeking bids on a service and vendors need to bid what they can do. MCPS is committed to an open and competitive bidding process and will be selecting the most cost-effective vendor that meets the needs of MCPS.

Question 8: Is same day or next day equipment maintenance needed?

Answer: Please refer to the Bid Spec Sheet for this information.

Network Equipment Basic Maintenance Support

MCPS requires basic maintenance and technical support appropriate to maintain reliable operations, for eligible Extreme and Cisco wireless access points. Eligible Extreme devices are: approximately (4670) AP230, (2110) AP250, (50) AP1130, and (1000) AP410c. For Extreme WAPs a management tool for basic maintenance such as console XiQ or equivalent is required. Eligible Cisco devices are: approximately (110) WLC 5508, (4) WLC 9800, (4260) AP2600, (1350) AP2700, (1670) AP2800, (780) AP9100. For Cisco WAPs a central management tool for basic maintenance such as Cisco Prime or equivalent is required. Bidder must provide basic maintenance SKUs as well as Erate eligibility percentages.

Requested services include:

- Repair and upkeep of eligible hardware
- Wire and cable maintenance
- Configuration changes
- Basic technical support including online and telephone-based technical support
- Software upgrades and patches including bug fixes and security patches

Question 9: Would you consider alternate hardware?

Answer: MCPS is seeking bids on a service and vendors need to bid what they can do. MCPS is committed to an open and competitive bidding process and will be selecting the most cost-effective vendor that meets the needs of MCPS.

Question 10: How many VPNs are required back to your data centers? Is it correct to assume one tunnel per remote location?

Answer: Please refer to the Bid Spec Sheet for this information.

Question 11: In light of the Labor Day holiday and Q&A turnaround, we respectfully request a 2 week extension to enable sufficient time to develop a comprehensive solution and price list in response to this solicitation.

Answer: All proposals to the Form 470 must be submitted in writing to Julie Johnson, CPPB, Buyer II, Montgomery County Public Schools, Procurement Unit, 45 W Gude Drive, Suite 3100, Rockville, MD 20850, via fax at 301-279-3173 or email to Julie_E_Johnson@mcpsmd.org no later than 2:00 p.m. Eastern time on September 19, 2022. The MCPS Procurement website address is www.montgomeryschoolsmd.org/departments/procurement/

Question 12: Are there any required forms that would need to be filled out and submitted in response to Form 470?

Answer: As an Erate project you will need a valid Service Provider Identification Number (SPIN).

Question 13: Under “Cabling, Wiring, Installation and Support Services” you stated that “Professional services for support for post installation support is required”. What kind of post installation support do you anticipate?

Answer: Please refer to the Bid Spec Sheet for this information. MCPS is seeking bids on a service and vendors need to bid what they can do. MCPS is committed to an open and competitive bidding process and will be selecting the most cost-effective vendor that meets the needs of MCPS.

Cabling, Wiring, Installation and Support Services

- Cabling, wiring and installations services associated with the installation of the WAPs, Routers, and Switches identified above are to be provided.
- Professional services for support for post installation support is required.
- The contractor shall provide evidence of its ability to perform building-wide wiring installations of Category 6, 10/100/1000/10000-Base-T unshielded twisted pair (UTP) cabling and 62.5/125 and 50/125pm multimode optical fiber cabling—including evidence of BICSI, CFOT, Corning and similar certified installers. The description shall include wiring closet installations, wiring types and cable routing and supporting electrical installations, if any.

Question 14: How many awardees do you anticipate for this procurement opportunity?

Answer: It is the intention to award this contract to the bidder(s) submitting the most favorable unit prices with consideration being given to any previous performance for MCPS. Different manufacturers may be selected depending on the schools' current infrastructure.

Question 15: Is this a new procurement or there is an incumbent?

Answer: MCPS is committed to an open and competitive bidding process and will be selecting the most cost-effective vendor that meets the needs of MCPS.

Question 16: Who is the incumbent company?

Answer: MCPS is committed to an open and competitive bidding process and will be selecting the most cost-effective vendor that meets the needs of MCPS.

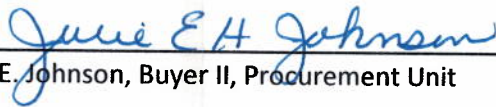
Question 17: Are there any page limitation for proposal responses?

Answer: NO

Question 18: Should responses be sent to [Julie E Johnson@mcpsmd.org](mailto:Julie_E_Johnson@mcpsmd.org) only, or should we include Ms. Angela King (Contact Person) in the response, as well?

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Julie E. Johnson, Buyer II, Procurement Unit

Please indicate your acceptance of this notice by signing below and returning with your response to the Form 470 or under separate cover.

Accepted:

Name and Title

Company Name

Copy to:
RFP File