



THE SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA
 SCHOOL BOARD ADMINISTRATION BUILDING
 Procurement Management Services
 1450 N.E. 2nd Avenue, Room 650
 Miami, FL 33132

Direct All Inquiries To Procurement Management Services Buyer's Name: _____ PHONE: (305) 995-_____ Email: _____ TDD PHONE: (305) 995-2400
--

BID/RFP ADDENDUM

Date: _____

Addendum No. _____

BID/RFP No. _____ BID/RFP TITLE: _____

This addendum modifies the conditions of the above-referenced BID/RFP as follows:

All information, specifications terms, and conditions for the above-referenced BID/RFP, are included on the document posted on the Procurement Management website at <http://procurement.dadeschools.net>

The attached pages containing clarifications, additional information and requirements constitute an integral part of the referenced bid. If your bid/proposal has not been submitted, substitute the pages marked REVISED and mail your entire bid/proposal package.

I acknowledge receipt of Addendum Number _____

PLEASE NOTE: If your firm has forwarded a copy of this bid/proposal to another vendor, it is your responsibility to forward him/her a copy of this addendum.

(PLEASE TYPE OR PRINT BELOW)

LEGAL NAME OF BIDDER: _____

MAILING ADDRESS: _____

CITY, STATE ZIP CODE: _____

TELEPHONE NUMBER: _____ E-MAIL I.D. _____ FAX # _____

BY: SIGNATURE (Manual): _____
 OF AUTHORIZED REPRESENTATIVE

NAME (Typed): _____ TITLE: _____
 OF AUTHORIZED REPRESENTATIVE

ITB-19-002-DP Wireless Networks Questions & Answers

1. **When does MDCPS anticipate the cone of silence will be lifted?**

Answer: *According to School Board Policy 6325 – Cone of Silence, “the cone of silence shall terminate at the time the item is presented by the Superintendent to the appropriate Board committee immediately prior to the Board meeting at which the Board will award or approve a contract, reject all bids or responses, or take any other action that ends the solicitation and review process.”*

2. **Would it be possible to obtain a list of the companies that attended the pre-bid conference?**

Answer: *The attendance sheet is attached.*

3. **If the official manufacturer is not directly responding to the ITB, are they included under the Cone of Silence or can the manufacturer conduct ongoing business with the customer, such as product evaluation (specifically wired and wireless), or any other ITB related discussions?**

Answer: *Refer to School Board Policy 6325 “Cone of Silence” for specific information.*

4. **As stated during the Q&A, manufacturers of other functional equivalents will be considered and be included below that table or can we use TABLE 2 from ITB 19-001-DP?**

Answer: *Add additional rows to existing table 2 ITB-002-DP*

5. **Please confirm that as stated during the Q&A, table 4: PURCHASE ORDER SIZE DISCOUNTED PRICING, that incremental discounts beyond \$30,000 or greater can be included by responding vendor.**

Answer: *Yes*

6. **Please confirm that as stated during the Q&A, a separate discount can be broken up by HW discount, SW discount, and Services (Maintenance) discounts.**

Answer: *Provide products lists each identified by a specific discount percentage*

7. **Please confirm that other manufacturers (Specifically Cisco and Cisco Meraki) will be considered.**

Answer: *Yes*

**ITB-19-002-DP Wireless Networks
Questions & Answers**

8. **Contract Start date of July 1st 2020, how does that work with E-Rate and the 470 already applied for? Isn't that date in conflict?**
a. **During the Pre-Bid Conference RFQ's will begin in January 2020, these RFQ's begin before the Contract Start date?**

Answer: *Quotes may be requested of qualified vendors as early as January 2020 based on pricing and terms of the contract with the understanding that no equipment or service will be ordered until after the effective date of the contract, July 1, 2020.*

9. **When does the District plan to request for quotes for E-Rate and Shopping Cart?**

Answer: *The E-rate Filing Window for Funding Year 2020 is not announced yet by the Schools and Libraries Division (SLD), but is expected to be open around mid-January 2020 for E-rate Eligible Services that will start on July 1st, 2020.*

10. **What will be used to select the vendor for E-Rate? This ITB or the E-rate Quotes?**

Answer: *Vendors qualified as a result of this ITB will be asked to provide quotes for individual E-rate projects. A vendor will then be selected based on acceptance of proposed technology by MDCPS and best price.*

11. **The 470 application included this ITB, will the addendum's and these questions be amended to the 470 application?**

Answer: *Yes*

12. **How will the Local Preference be calculated for this ITB? And the quotes?**

Answer: *Local preference will be calculated when evaluating pricing submitted for RFQ's. Please see School Board Policy 6320.05 – Vendor and Employment Preferences regarding the specific application of local preference.*

13. **What's the purpose for the Discounts being requested if this is just to select preapproved vendors?**

Answer: *Initial discounts are used to identify the minimum discount off MSRP*

14. **Discount levels fluctuate between products, does the District want to see a range?**

Answer: *No. Provide products lists each identified by a specific discount percentage*

**ITB-19-002-DP Wireless Networks
Questions & Answers**

15. During the Pre-Bid conference, the District agreed to breaking out the percentages for Hardware, Software&Licenses, Maintenance/Support?

Item	Manufacturer or Equivalent with Equal or Better Functionality (Percentage Discount Off Catalog/List: For additional OEM parts as may be required.)	Catalog Discount off Manufacturer's Price Hardware	Catalog Discount off Manufacturer's Price Software/License	Catalog Discount off Manufacturer's Price Maintenance/Support
1	HPE/Aruba	% _____	% _____	% _____
2	Fortinet/Meru	% _____	% _____	% _____
3	Aerohive	% _____	% _____	% _____

Answer: Yes

16. There is a lot of services included in this ITB; how does that differ from the Services in the Wiring ITB and other Bids? Which bid will the District use as primary?

Answer: The services included in this Bid are similar to those in the Wiring Bid and were added to identify a baseline cost should the District need to use these services specifically for installation and support of wireless devices. These services will be primarily provided via the Wiring Bid (ITB-19-003-DP).

**17. Since Platinum Level is mandatory, must you be that level for all 3 manufacturers?
a. If you are only Platinum for 1 of the 3, how will the District handle requesting for quotes?**

Answer: Bidders are only eligible to propose devices for which they have the verifiable level of Platinum or equivalent certification by the manufacturer.

18. Aerohive was recently acquired by Extreme, how will this be handled by the District? Which certification is required? Aerohive or Extreme?

Answer: Bidders are only eligible to propose devices for which they have the verifiable level of Platinum of equivalent certification by the manufacturer. Due to the recent acquisition and timeline for Bid submission, Aerohive will suffice.



**ITB-19-002-DP Wireless Networks
Questions & Answers**

19. During the Pre-Bid Conference, it was agreed that the “copy of the Catalog” can be a link to the OEM Website instead of providing in Excel on a Memory Stick or CD. Please confirm.

Answer: Yes

20. During the Pre-Bid Conference, it was agreed to add additional Manufacturer is permitted and to just add additional rows. Please confirm.

Answer: Yes

21. What items missing will be considered “non-responsive” versus procurement requesting after because missing from the submission?

Answer: Per Section 1.16, bidders may be given the opportunity to provide missing documentation that would otherwise cause the rejection of the best value for the District.

22. Mist Systems was not indicated in this ITB, we were identified in ITB-19-001. Is there any particular reason why?

Answer: No reason. If Bidder feels this product needs to be added, add additional row(s) to Table 2 ITB-19-002-DP. Please note the same product cannot be quoted in both Bids.

*These questions and answers are provided for clarification. School Board Policy and Florida Board of Education laws shall take precedence over this document.

ITB-19-002-DP - Wireless Networks
 Pre-Bid Conference - Wednesday, October 23, 2019, 10:00 AM
 1450 NE Second Avenue, Suite 650, Miami, FL 33132

NAME (PRINT)	COMPANY NAME	PHONE NUMBER	E-MAIL
Delvin Padilla	MDCPS	305-995-2339	dpadilla@dadeschools.net
Jasminia Watkins	MDCPS	305-995-2414	jwatkins@dadeschools.net
Rolando Avila	MDCPS ITS	305 995 3334	ravila@dadeschools.net
DOUGLAS GALBRAITH	" "	786-402-4259	DGALBRAITH@ " "
KENNETH WEILBACHOR	MDCPS ITS	305-995-3285	KENWEILBACHOR@DADESCHOOLS.NET
Armando Machado	" "	305-995-3348	Arm@dadeschools.net
Ryco Bertani	" "	305-995-3278	Rbertani@dadeschools.net
Richard Shaw		904-382-7663	rshaw@orionpowersystems.com
Michael Duck	Converged Networks	803 665 9665	Michael@ConvergedNetworks.com
Mike Duck	Converged Networks	843 224 8885	Mduck@ConvergedNetworks.com
Angel Chelena	draffPro, Inc	305-972-6678	ACHICLANA@draffproinc.com
Kerina Livingston	Cisco	4015241113	Keliving@cisco.com
Andrea Cadavid	Cisco Systems	513-252-3410	acadavid@cisco.com
Mack Samuel	GlobalXnet	786-623-9539	MAK@GLOBALXNET.COM
Ran Maldo	WIT	288 928 0001	scale@WITSolutions.net
Leonard Vassell	Lenco Technologies LLC	561-704-8131	leonardvalencotech.com
Glen Leonardis	Aerohive Networks EXTREME NETWORKS	408-348-7755	gleonardis@extremenetworks.com
Polly Yero	MDCPS ITS	3-995-3832	pollyyero@dadeschools.net
Juanita Rosales	MDCPS ITS	3/995-3723	juanitarosales@dadeschools.net

ITB-19-002-DP - Wireless Networks
 Pre-Bid Conference - Wednesday, October 23, 2019, 10:00 AM
 1450 NE Second Avenue, Suite 650, Miami, FL 33132

NAME (PRINT)	COMPANY NAME	PHONE NUMBER	E-MAIL
Michael Ziegler	Dell	678-900-5201	Michael.Ziegler@dell.com
Jose Pade	Dell	305-619-1371	Jose.Pade@dell.com
ANSAR MACIK	YCM SOLUTIONS INC	804-269-2518	ansar@ycmsol.com
Rob Boush	PC Solutions & Integration	305-667-0633	rboush@pcsusa.net
Maria Arias	MDW Group Inc.	786 473 3105	operations@midwestdigitalworld.com
Dany Paredes	STEP CG	281-989-7818	Dparedes@stepcg.com
Nelson Karrick	STEP CG	759 274 8339	nkarrick@stepcg.com
Maria Schuberth	Simplicity Communications	784-422-8812	maria@simplicitycs.com
ED UHLER	EXTREME	561 602 8504	eahler@extremenetworks.com
Rudy Rodriguez	MDCPS ITS	3-995-3342	rrodriguez1@DADOSEHODLS.net
Ryan Bortani	MDCPS ITS	305-995-3278	rbortani@doobeschule.net
Brian Tillinghast	HPE	954 684 1415	brian.Tillinghast@hpe.com
Armando Garcia	Sytec-USA, INC	305-269-7800-772	mandy@sytecusa.com
Mae Dell Arico	Sytec-USA, INC	305-269-7800-773	mae@sytecusa.com
Hector Navas	ELECTRONACA INC	561 593 7610	HMNAVAS@ELECTRONACA.COM
DANIGL CASE	ELECTRONACA INC	561 261 8512	DCASE@ELECTRONACA.COM

ITB-19-002-DP - Wireless Networks
 Pre-Bid Conference - Wednesday, October 23, 2019, 10:00 AM
 1450 NE Second Avenue, Suite 650, Miami, FL 33132

NAME (PRINT)	COMPANY NAME	PHONE NUMBER	E-MAIL
Greg Blanc	Evolvtec	954-997-0308	greg.blanc@evoltec.com
Rico Razzi	Evolv/DELL	305 265 7174	ricorazzi@evoltec.com
John Fraser	Evolv/DELL	305-216-9152	John.Fraser@evoltec.com
JOE MONTESINOS	UDT	3059874885	JMONTESINOS@UDTONLINE.COM
Redford Boach	Techno IP Solution	305-704-2344	team@technoip.com
Melissa Bosch	Techno IP Solutions	305 458 0371	team@technoip.com