ADDENDUM 1

The following questions were received before, during, and after the Bidder’s conference, and answers are provided below. Please consider this Addendum a formal modification of the requirements of the RFP and supersede the RFP where applicable.

BIDDER’S CONFERENCE

1) Will there be any new cabling associated with this project? Who will be doing the installation of any additional cabling?
   a. There will be some additional cabling required for new or moved WAPs, but Hartnell will be responsible for all cabling.
   b. Either Hartnell or a designated contractor will install any additional cabling for the new WAPs. The installation of this cabling is not part of the project.

2) Is there room in the IDF(s) for all of the new equipment, including power, cooling, racks, etc.?
   a. There is room in all of the IDF(s) for the new switches, and the current switches are operating in the same rooms. Any additional infrastructure upgrades will be the responsibility of Hartnell.

3) Is there any part of this RFP that requires WAP placement design?
   a. We have estimated the number of WAPs. There is a requirement in the RFP to work with Hartnell after vendor selection to determine the optimal placement of the WAPs prior to installation.

4) Are there any VRFs that need to be implemented?
   a. Wireless would be point to point across LAN, from access point to controller and be profile based, encrypted and encapsulated – per the RFP. Vendor will be responsible for assisting in setting up the capture portal. Plugged in LAN/Ethernet devices will be VLAN based.

5) If I am quoting Cisco SmartNet, do I quote 1-year, 3-years or 5-years up front?
   a. Typically, when Vendors talk about quoting 5-years, the warranty has to be pre-purchased. We might consider pre-purchasing at some point in the future but would likely purchase 1-year at a time. For the purpose of this RFP, you should base your pricing on a 1-year contract and show the cost of living increase for the additional 4 years. Once a Vendor has been chosen, the College will determine how the maintenance will be purchased. We would start with a smaller term and then determine next steps. If there is an additional discount for a pre-purchase, indicate that in the text of the RFP, not in the base pricing of Schedule A.

6) Number of system administration seats
   a. RFP indicates 2, but Vendors should price seats/credits for 4 (four). Please provide optional pricing for additional users in the ‘Options’ section of Schedule A.

7) Is the College moving away from a cloud management solution i.e. Meraki?
   a. We are open to cloud-based management or physical onsite Controllers - but there is only 1 internet circuit, and if there is an outage there still needs to be the ability for the LAN/WLAN to continue operating. The College is looking at implementing redundancy for the internet connection, however it is currently not budgeted and will not be implemented in time for installation of the LAN/WLAN network. The WAP solution needs to be able to continue operations in the event of an internet outage. We need to be able to continue to authenticate users and pass data regardless of the status of the internet connection.

8) Is there a G3 or G4 (3G or 4G) router for a backup internet connection?
   a. There is only a single internet connection and no backup internet connections at this time.

9) How are the locations noted, and how do I identify the Aggregation Stacks at the remote campuses?
   a. On Schedule B the Campus’ can be identified by the following nomenclature. MC- Main Campus, AC - Alisal Campus, KC - King City Campus
b. In the RFP Word document, the stacks are noted in the Aggregation/Distribution section as Layer 2 Aggregation Main Campus, Layer 3 Aggregation Stack Alisal, Layer 3 Aggregation Stack King City.

10) It is unclear in the Word document and Spreadsheets which of the Fiber-Optic modules will need to be multi-mode or single-mode, long range or short range, SC or LC connectors.
   a. There will be a v2 of the Schedule B where we will add those definitions for the Fiber uplinks. This will take a week, or more, and Vendors are encouraged to continue with the rest of their response as this edit will only affect the optics.

11) Are we going to use the existing optics and move them over to the new network?
   a. We can we would like to use the existing optics if they are compatible with the new hardware. There is a listing of the existing optics in the RFP. We are not changing any of the existing fiber runs, however some of the uplinks are going from 1G to 10G in the new network, so will require more 10G optics than the old network.

12) Currently, most of the network is not redundant, there is one fiber link in use in each of the IDF's, and they are not configured for dual uplinks to the 2 core switches.
   a. Per the RFP, most of the Access/Distribution/Aggregation switches will go to redundant uplinks. In a stack they are specified as 1 uplink off the top switch, and 1 uplink off the bottom switch. The exceptions are the KC and AC stacks which only have a single 1G uplink to the main campus available. However, all switches need to support dual 10G uplinks when we need them in the future.
   b. We will expect LACP/LAG/EtherChannel where both uplinks act as a single large uplink to the 2 Core switches (which will also act as a single switch).

13) Payment terms - Most of the costs are equipment. Generally, we ship hardware and then invoice when shipped. Is there any way to change the terms to get paid on the hardware once it is shipped and then get paid on the Pro Services once they are rendered?
   a. Progress payment can be used to handle this. Sometimes Vendors will get locked in pricing, and then execute the POs against the distributor on a staggered basis on a phased approach over an extended period of time.
   b. Hartnell does not anticipate a prolonged deployment, but ideally would like to take delivery of the equipment as needed for the project.
   c. Hartnell is not able to pay for any equipment or services until they are delivered.
   d. Payment terms in the RFP ARE NEGOTIABLE and may need to be revised. However, each Vendor should provide recommended payment terms in their RFP Response that will work for the project as described and that they have used successfully with other Higher Ed (College/University) customers.

14) Are there any physical restraints on receiving all of the equipment at once?
   a. No

15) When will the POs for the equipment be paid?
   a. When it is checked into the warehouse even if invoice is received prior to receiving the equipment.

16) Is the vendor going to do the entire install?
   a. This detail is provided in the RFP with the Vendor doing high-level programming of the LAN, and more detailed programming of the WLAN. The plan is for the College to do the detailed port by port programming on the LAN, but they want optional pricing for turnkey installation as described in the RFP.

17) Contract Precedence since the RFP will be incorporated into the final SoW.
   a. Vendor’s Contract MSA, other Contracts, Scope of Work, RFP response

18) Is there a requirement for “Prevailing wage” for labor?
   a. Hartnell is a union shop but Prevailing Wage is only required for construction projects, and there will be no construction as part of this project.

Q&A Received Before/After the Bidder’s Conference

19) Core and Aggregation need to support EIGRP (Cisco Proprietary protocol)?
a. That reference was included as an example of a Layer 3 fully dynamic routing protocol and is not specifically required if the solution supports other similar protocols. As noted in the RFP, static routing and ‘Direct Connect’ will be used for all Layer 3 routing.

20) Layer 3 Stub - what is meant?
   a. This refers to VLAN stubs at the access layer. All inter-VLAN routing will be referred up to the Core Switch for routing.

21) How do we know what transceiver types we need based on the fiber type/distance/connectors for the 1G/10G optics?
   a. We will inventory the fibers and provide on Schedule B - 3 additional columns to provide for each switch a determination of SM/MM, SR/LR/XR, and LC/SC. This may take a week or so to gather.

22) PoE+ requires dual power supplies in each switch for providing full power to each port simultaneously. Will there be a capable UPS in each IDF?
   a. Hartnell has UPS in all IDF. Hartnell will provide power strips or additional circuits as required to support the required plugs.

23) Because the RFP requires response by editing the provided Word document, will a revised Word document be issued incorporating the revised training requirements (4 users instead of 2), or will this issued as an addendum?
   a. RFP will not be re-issued if we can avoid it so that vendors can get started on the document as-is.

24) Will a list be published of the vendors who were present on the call and/or intending to bid on this RFP?
   a. The vendor list will not be published.

25) Will the recording of the call be available?
   a. As noted on the call, the recording is for internal note taking personal use, and all relevant details as well as Q&A are described in the RFP as well as the Q&A addendum.

26) Our (Vendor) offices are closed between Christmas and New Years and our employees are asked not to work and will not be returning till January 3rd. That only leaves 2 days until the RFP is due. Can we get an extension of 5 working days?
   a. Vendors were given 6 calendar weeks which translates to more than 4 business/working weeks including Thanksgiving and Christmas/New Years. We believe that 4 working weeks is sufficient to respond to the RFP. Vendors are encouraged to complete all RFP writing prior to the holiday break, and just finalize/transmit in the first week of January.

27) When will the Q&A period close?
   a. We will take Q&A throughout the response period, but Vendors are encouraged to ask all important questions as early as possible.

Please include this Addendum in your RFP response; and note your compliance and any additional description below.

Response:  [Comply, Included]  [Partial Comply, Included]  [Optional Cost, Not Included]  [DO NOT Comply]