



Addendum #2
Request for Proposals
CLOUD MESSAGING AND COLLABORATION SERVICES
July 6, 2011

Ladies/Gentlemen:

This Addendum #2 is being issued to amend and clarify certain information contained in the above referenced RFP. All information contained herein is binding on all Offerors who respond to this RFP. Specific parts of the RFP have been amended. The following changes/additions are listed below; new language has been double underlined and marked in bold (i.e., word) and language deleted has been marked with a strikethrough (i.e., ~~word~~).

1. Page 17:

SECTION 2- MINIMUM QUALIFICATIONS

Delete:

- ~~2.1.2. Offeror shall have three (3) years of continuous experience (as a business; not just individual employees) providing the following concurrently:~~
- ~~a. Provision of cloud messaging and collaboration services to 3 separate and non-affiliated entities each of which has at least 15,000 or more end-users.~~
 - ~~b. Contracts must have been in force for at least 6 months prior to the closing date of this RFP, with the minimum number of active messaging subscribers, as described in 2.1.2.a, for the entirety of that 6-month period.~~
- ~~2.1.3 The Offeror shall provide all documentation and written explanation needed to assure the State that they meet or exceed the requirements of the Federal Information Security Management Act (FISMA) of 2002.~~

Revision:

- 2.1.2 Offeror, whether the provider or reseller of the cloud service, shall only propose service from a Service Provider that meets the following minimum qualifications:**
- a. Service Provider shall have three years of continuous experience (as a business; not just individual employees) providing cloud messaging and collaboration services.**
 - b. Service Provider must be providing service to 3 separate and non-affiliated entities each of which has at least 15,000 end-users.**
 - c. Contracts for services meeting 2.1.2.b must have been in force for at least 6 months prior to the closing date of this RFP, with the minimum number of active messaging subscribers, as described in 2.1.2.b, for the entirety of that 6-month period.**
- 2.1.3 Any Offeror, who submits a response to this RFP and is acting as a reseller of another manufacturer's/provider's service, must**



- a. Have one year of continuous experience (as a business; not just individual employees) providing cloud messaging and collaboration services to at least one separate and non-affiliated entity.
- b. Have a contract in force for at least 6 months prior to the closing date of this RFP, which currently provides cloud messaging and collaboration services to at least one separate and non-affiliated entity that has at least 15,000 active messaging end-users.
- c. Cite their own continuous experience in having provided any current or previous version of that manufacturer's/provider's cloud email/collaboration services as required above.
- d. Submit a letter from the manufacturer/provider whose service they intend to provide that acknowledges that:
 - i. the Offeror is a duly authorized reseller of the manufacturer/provider's services, and
 - ii. the Offeror is authorized to submit a proposal for the manufacturer/provider's cloud email/collaboration services to the State of Maryland in response to this RFP.

2.1.4 The Offeror shall provide all documentation and written explanation needed to assure the State that they meet or exceed the requirements of the Federal Information Security Management Act (FISMA) of 2002.