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**QUESTIONS AND RESPONSES # 1**  
**PROJECT NO. 050B8800008**  
**Local Telecommunications Services**  
**October 4, 2007**

Ladies/Gentlemen:

This List of Questions and Responses #1, questions #1 through #27, is being issued to clarify certain information contained in the above named RFP. The statements and interpretations of contract requirements, which are stated in the following questions of potential offerors, are not binding on the State, unless the State expressly amends the RFP. Nothing in the State's responses to these questions is to be construed as agreement to or acceptance by the State of any statement or interpretation on the part of the vendor asking the question as to what the contract does or does not require.

*1) Will the State accept multiple carriers under a single proposal?*

**RESPONSE: Yes.**

*2) How often will reports be necessary to DLLR under the Living Wage requirements?*

**RESPONSE: The reports will be necessary every Pay Period.**

*3) What are the addresses of the 30 PRI's on the price sheet for LATA 238-Baltimore?*

**RESPONSE: All 30 PRI's are at 301 West Preston Street in Baltimore.**

*4) What are the address locations of the point to point T-1's? We will need the locations to price out the T-1's.*

**RESPONSE: The addresses are provided in the price sheets for evaluative purposes. The State has also asked for offeror's "ICB" pricing of all your voice services which would include mileage sensitive rates.**

*5) Unions preclude submission of resumes. Your requirement in 2.11.3 requests resumes be submitted. Can we black out the names of the individuals to comply with union requirements?*

~Effective Resource Management~

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**RESPONSE: The State will not permit black out of the names of the individuals whose resumes are requested for the purposes of substitution of personnel under 2.11.3.**

*6) Is the service ubiquitous?*

**RESPONSE: Yes. All State agencies will be covered under this service.**

7)Lata 238 - Baltimore

*Are all services being provided only to 301 W. Preston St. in Baltimore?*

*If not, we will need to know the addresses of each location and the breakdown of services at each location because PRI/T1 service is distance sensitive. If all of the PRIs/T1s terminate at 301 W. Preston St., can we provide service via DS3 and also provide the equipment to break them out as individual PRI/T1's?*

**RESPONSE: No, not all services are being provided at 301 W. Preston St. in Baltimore. We do not have an inventory for each location within the LATA. All PRI/T1s do not terminate at 301 W. Preston St.**

8)Lata 236 – Washington (Rockville)

*Are all services being provided only to 27 Court House Sq. in Rockville?*

*If not, the same requirements apply as noted for Lata 238*

**RESPONSE: No, not all services are being provided to 27 Court House Sq in Rockville.**

9)Lata 240 – Hagerstown

*Are all services except the (2) Point-to-point circuits being provided only to 18701 Roxbury Rd. in Hagerstown? If not, the same requirements apply as noted for Lata 238. Are both of the two (2) Point-to-point T1 circuits between 18800 Roxbury Rd and 18601 Roxbury Road?*

**RESPONSE: No. The same information would apply as questions numbers 1 and 2. The point to point T1 is a sample circuit for an Intra-LATA circuit used for evaluation purposes only.**

10)Lata 242 – Salisbury

*Are all services being provided only to 201 Baptist St. in Salisbury? If not, the same requirements apply as noted for Lata 238.*

**RESPONSE: Same answers apply for all LATAs. This is a Statewide contract.**

*11)We assume that DID Block numbers are groups of twenty (20). Please confirm.*

**RESPONSE: Yes. DID blocks are for twenty (20) numbers.**

*12)We are unable to determine how “Network-based Business Lines”, as defined in Item 1.2aa, differ from POTS lines (a definition of which was not provided). Please clarify and provide technical specifications.*

**RESPONSE: The State is using the term “Network-based Business Lines” to explain or define Centrex like services.**

13) Who is responsible for extending the cable from the telco point of demarcation to the various locations of the voice equipment? If the bidder/contractor is responsible, an itemization and engineering drawings must be provided by the State. Site visits will also be required.

**RESPONSE: The selected contractor/vendor would be responsible for extending the cable from the telco point of demarcation.**

14) We are assuming the line item labeled "Federal Line Charges" means End User Common Line (EUCL) charge only (aka Federal Subscriber Line Charge). Please confirm.

**RESPONSE: Provide all Federal Line Charges you are planning to charge the State for the services requested in the price sheets. Include all Federal Line charges for all services in the RFP in your attached individual case basis tariff documentation.**

15) Please clarify what should be included in the line item labeled "Surcharges". We assume that Local Number Portability (LNP) and Primary Interexchange Carrier Charge – PICC are to be included. We should exclude taxes and fees such as Universal Service Fund (USF), Federal Excise Tax, Local Utility taxes, Telephone Relay Service (TRS), 911 taxes and Gross Receipts Surcharge. Please confirm.

**RESPONSE: Provide all Surcharges you are planning to charge the State for the services requested in the price sheets. Include all Surcharges for all services requested in the RFP in your attached individual case basis tariff documentation.**

16) Are there any toll free numbers involved at any locations?

**RESPONSE: Yes there are toll free numbers at these locations. The toll free numbers are included under another State contract (Toll Free Services Contract).**

17) In addition to the required, web-enabled service order tracking system (Item 2.6) does the State require web-enabled bill management tools?

**RESPONSE: Yes, the State requires web-enabled bill management tools.**

18) On the State's Pricing Model response sheets, pages 64, 66 and 67 refer to "Digital Trunk Connections", however page 65 does not. Is this correct? Please add a description of "Digital Trunk Connections" to section 1.2 Abbreviations and Definitions.

**RESPONSE: Digital Trunk connections are direct Inward dial (DID) trunks associated with ISDN PRI services. Please identify if there is a separate charge for this connection.**

19) Section 2.2.1. Purpose/Minimum Provisions, Item 5. Point to Point T-1  
Regarding Item 5 Point to Point T-1, could the State please define the expected application(s) or provide technical specifications, i.e. Clear channel, ESF, B8ZS, Etc.?

**RESPONSE: Intralata point to point T-1s are sometimes used to connect PBXs and peripherals at two different locations within a LATA. The T1s are often configured ESF/B8ZS.**

20) Attachment A –Local Access Contract

Would the State consider the inclusion of a Liability clause similar to that included in the High Capacity Circuit Services contract? Please reference Contract DBM-302-HCCS, Item 27.

**RESPONSE: No, the State will not consider inclusion of a Liability clause similar to that included in the High Capacity Circuit Services contract.**

21) Section 2.11.1. A, B, C & D Staffing Requirements, and Attachment F – Price Model Forms

Regarding the key personnel described in section 2.11, we noticed no corresponding line item in the Price Model Forms. Is the price for providing the required staff to be included in the contractor's price for the services?

**RESPONSE: Key personnel staffing requirement should be included in the contractor's price for the services.**

22) Attachment F – Pricing Model Forms

There are various Federal Line Charges and Surcharges based upon the class of service provided and geographic location. Would the State please consider separating Taxes and Surcharges onto a separate attachment similar to the attachment that was utilized for the 2005 Local Telecommunications Services RFP 050R5200222? If not, would the State please allow the addition of lines to the Pricing Model forms to accommodate more than one Federal Line Charge and Surcharge? For the resultant contract, will the Contractor be allowed to bill new Taxes or Surcharges charges that are instituted beyond Contractor control, i.e. mandated by Local, State or Federal law?

**RESPONSE: Offeror may add additional lines for Federal Line charges and Surcharges on the price sheets. The Contractor will not be allowed to bill new taxes for surcharges that are instituted beyond Contractor control.**

23) Attachment F - Price Model Forms

Each of the four LATA forms includes a Feature Package listed just after ISDN PRI. Could the State please clarify what is to be included in the Feature Package?

**RESPONSE: The Feature Package listed just after ISDN PRI would include Call by Call (CBC) and ANI delivery (CPNI).**

24) Attachment F - Price Model Forms

On the Baltimore LATA Price Model please clarify Measured Service Units. Should this item be Local Message Units as it is on the other three LATA forms?

**RESPONSE: On the Baltimore LATA Price Model Measured Service Units is the same as Local Message Units.**

25) Attachment F - Price Model Forms

The Baltimore LATA Price Model form includes quantities of 100,000 Measured Service Units, 10,000,000 Local Measured Service (minutes) and 400,000 Local Toll Service (minutes). These numbers are significantly higher in proportion than those on the Washington LATA Price Model form. Is this intentional?

**RESPONSE: Yes, this is intentional. These are models that are not all inclusive. The Baltimore LATA calling patterns are higher than the Washington LATA.**

26) *Attachment F - Price Model Forms*

*The Washington, Hagerstown, and Salisbury Price Model forms each list Digital Trunk Connections, which is not included in the definitions, and not in the minimum provisions. Can the State please define or provide specifications for a Digital Trunk Connection?*

**RESPONSE: See answer for to question 18.**

27) *Attachment F - Price Model Forms*

*On the Hagerstown and Salisbury Price Model forms there is a requirement for ANI Delivery. Is this Caller ID? If so, is it Caller ID with name, or Caller ID with number? Is it specifically associated with ISDN PRI?*

**RESPONSE: Yes, the ANI Delivery/CPNI is specifically associated with the ISDN PRI. The caller ID is for both name and number.**

28) *Could someone explain why only a 5% minority participation requirement for the Local Telecommunications Services solicitation? While there are only a few minorities that could possibly provide the primary links to provide the Statewide services required in the solicitation; there are a host of ancillary services that minority companies can provide in support of this contract.*

**RESPONSE: The proposed 5% MBE goal considers the nature and delivery of the work as defined in the solicitation and recognizes the large amount of invested local access circuitry throughout the State of Maryland. The State encourages each Offeror to aggressively pursue opportunities to exceed the MBE goal set.**

29) *Please provide a list of sample locations in order to facilitate DSL qualification as availability, speed, and pricing will be correspond to distance from a DSL enable central office switch.*

**RESPONSE: The State cannot supply that information.**

30) *Are resumes/curricula vitae required for key personnel? If so, may resumes be submitted with the names removed/obstructed from view?*

**RESPONSE: Follow all directions as required in the RFP sections 2.11 Staffing Requirements and section 3.4.6 Offeror Experience and Capabilities.**

31) *Specific to DSL and IP Centrex--both services are non-regulated (non-tariffed) offerings. How will the evaluation criteria differ for these services vis a vis tariffed offerings?*

**RESPONSE: The evaluation criteria will not change for non-regulated offerings.**

32) *Are quantities and volumes listed on the pricing model sheets actual deliverables or illustrative?*

**RESPONSE: Most quantities on the pricing model sheets are actual quantities.**

33) May a respondent bid selectively on services per LATA?

**RESPONSE: No. A respondent may not bid selectively on services per LATA.**

Remember proposals are due on Friday October 12, 2007 no later than 2:00 p.m. Should you require clarification of the information provided in this addendum, please contact me at (410) 260-7570 as soon as possible.

Date issued: October 4, 2007

By

Joy Epstein  
Procurement Officer