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**Q&A's Set #3 to  
Request for Proposals (RFP)  
INTERNET SERVICE PROVIDER For  
networkMaryland™ PROJECT NO. 050B8800021  
May 8, 2008**

Ladies/Gentlemen:

The numerical sequencing begins at question #15 since questions #7 through #14 were answered in Q&A Set #2. Received the following questions by e-mail, which are answered for all Offerors to the referenced RFP, below:

**15. Question:** In RFP Section 3.2.10 it states, "The Contractor shall notify the Project Manager or the State's NOC 14 calendar days in advance of scheduled maintenance activities that might impact the Internet service. The notice shall include at a minimum the reasons for the planned service outages, the scope of the outage and its duration. Maintenance shall be scheduled to begin no earlier than 11:00 p.m. and complete no later than 6:00 a.m." At the present time we provide 48 - 72 hours advance notice of scheduled maintenance activities. We should however be able to comply with scheduled maintenance to begin no earlier than 11:00p.m. and end no later than 6:00a.m. with no problem.

**Answer:** The State's requirement in the RFP Section 3.2.10 is for sufficient advance notification of scheduled maintenance activities to be given to the State's Project Manager or NOC so the State may gauge the potential impact on internet service, if any. If the Offeror is unable to meet the State's requirement, that would represent a deficiency in the proposal that would have to be cured. If after being given an opportunity to cure the deficiency and the Offeror is still unable to cure, the State would either declare the proposal not reasonably susceptible of being selected for award or downgrade the proposal's technical ranking due to inability to meet a core requirement

**16. Question:** Our Company only offers additional increments of 100mbps compared to your 25mbps which you are asking for. How would you advise me putting this information on the pricing sheet since it says 25mbps. For example what I need to put in is for every 100 mbps additional it would be \$00.00 per month. I look forward to a quick response

**Answer:** The State's requirement in the RFP Section 3.2.1 is to be able to purchase additional bandwidth in 25mbps increments. If the Offeror is unable to meet the State's requirement, that would represent a deficiency in the proposal that would have to be cured. Moreover, for all Financial Proposal submissions to be evaluated equally, the

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same price points in the price sheets must be used by all potential offerors. The State believes offerors have the flexibility to respond to market conditions and tailor their offerings accordingly. If after being given an opportunity to cure the technical deficiency and the Offeror is still unable to cure, the State would either declare the technical proposal not reasonably susceptible of being selected for award or downgrade your proposal's technical ranking due to inability to meet a core requirement. Furthermore, if the Offeror is not able to submit the price sheet as required by the instructions, the financial proposal would be deficient and require a cure. If the Offeror is still unable to cure, the deficient financial proposal would likely be the cause of the Offeror's elimination from the competition.

Date Issued: May 8, 2008

By <signed>.  
Mike Yeager  
Procurement Officer