



ROBERT L. EHRLICH, JR.
Governor

MICHAEL S. STEELE
Lieutenant Governor

CECILIA JANUSZKIEWICZ
Secretary

QUESTIONS AND RESPONSES #2
PROJECT NO. 050R5800226
PBX, EKTS, Hybrids, VoIP and Other Peripherals
Equipment, Software, Services and Maintenance
August 22, 2005

Ladies/Gentlemen:

This list of questions and responses is being issued to clarify certain information contained in the above referenced RFP. The statements and interpretations contained in the following answers to questions by potential offerors are not binding to the State, unless the expressly amends the RFP. Nothing in the State's response 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.

101. Section 1.1.2 Summary Statement – Will Contractor(s) be required to provide services to all geographic locations within the State of Maryland?

Answer: The Contractor will provide services to all geographic locations within the State of Maryland.

102. Section 1.1.2 Summary Statement – Will Contractor(s) have the option to decline a purchase order request?

Answer: The Contractor will only decline a purchase order request if the purchase order request is outside the scope of the contract.

102. Attachment F Price Proposal Form - Contractor agreements and cost structure varies for each manufacturer. Is it possible to allow pricing on a per-manufacturer basis? For example, could offerors submit multiple Attachments F-1 (one for each manufacturer), and include a category for each manufacturer on Attachment F-4.

Answer: The State's requirement is that one set of service rates be provided for all of the services. An offeror should not submit multiple Attachment F-1 Price Sheets.

103. Section 2.5.1.K Technical Requirements – Is it the State's requirement that all products and/or configurations must include SMDR?

Answer: No, it is not the State's requirement that all products and/or configurations include SMDR.

104. Section 2.5.2 Video Conferencing and Attachment F Price Proposal Form – Polycom and other products have been used by the State in the past. Shall we allow for all Video Conferencing options? If so, will there be a category on the Price Sheets to include Video Conferencing equipment manufacturers?

Answer: The State's requirement is the Polycom Video Conferencing option. Polycom will be added to the Price Sheet.

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45 Calvert Street • Annapolis, MD 21401-1907

Tel: (410) 260-7041 • Fax: (410) 974-2585 • Toll Free: 1 (800) 705-3493 • TTY Users: call via Maryland Relay

<http://www.dbm.maryland.gov>

105.Attachment F Price Proposal Form – Due to the complexity in coordination of the participating manufacturers by a single Prime Contractor, can the pricing be categorized by manufacturer for equipment and for services and maintenance (i.e. Labor and Equipment on a per-manufacturer basis).

Answer: The State’s requirement is that a single Prime Contractor provide multiple manufacturers’ products as specified in the RFP and Amendments. Services and maintenance will not be accepted on a per manufacturer basis.

106.Section 1.1.2 Summary Statement – For the manufacturers that are covered by this solicitation, do the requirements include their entire suite of products? If not, can you categorize the equipment that the State would like included in our proposal?

Answer: Yes, the requirement is for the entire suite of products that provide the services required in this RFP.

107.Section 2.1.1 Purpose – When responding to requirements for peripheral equipment, would it be possible for offerors to propose additional manufacturers beyond the Manufacturers the State mentioned at the pre-proposal conference. For example, Polycom Video was mentioned, could we also propose Tandberg video solutions?

Answer: The State has basically standardized using Polycom Video Conferencing options. The requirement is for Polycom.

108.Attachment F Price Proposal Form – Will Cisco and Alcatel be added to the Price Proposal Sheets?

Answer: Yes, Cisco and Alcatel will be added to the Price Proposal Sheets.

109.Section 2.16 Maintenance Period – In the case of a State Agency who has an existing PBX, EKTS, Hybrid or VoIP system for which they wish to purchase additional components, will the Agency also need to have a current maintenance agreement under this contract?

Answer: No, the State Agency would not have to have a current maintenance agreement under this contract to purchase additional components.