



**Questions and Answer Set #7
Request for Proposals (RFP)
Local Telecommunications Services
RFP# 060B3490013
January 9, 2014**

Ladies/Gentlemen:

The Department of Information Technology received the following questions by e-mail for the above referenced RFP. These are answered below for all Offerors:

104. Will the Offerors be allowed to fill in the finalized State of Maryland's Pricing Proposal as it is distributed. Then, attach an additional document, "Optional Pricing" that includes costs not included in the States Pricing Proposal (e.g. Additional Features, various types of required equipment, Professional Services. etc.)?

Answer: No. At this time the State envisions no additional features, required equipment or Professional Services other than what is contained in the price proposal.

105. Price Proposal Item 2.1: On the hosted IP Voice, does the DID Number-Single Number assume that is a "Seat License" cost in a Hosted IP Voice scenario?

Answer: The intent of the State is to identify the cost for DID numbers. Respond in a manner that you expect your company will provide the services.

106. Price Proposal Item 2.1: As there are several different types of Seat Licenses, how can we indicate the different costs associated with these varying types of Seat Licenses? Can we include them in a "Optional Pricing" document?

Answer: The intent of the State is to identify the cost for DID numbers. Respond in a manner that you expect your company will provide the services.

107. 2.4 On the SIP Trunking, does the trunk cost assume a concurrent call cost?

Answer: Yes. The intent of providing a quantity of 750 trunks is to allow for the pricing of trunks to include concurrent calls.

108. RFP Section 2.5 – Transition In: Since the State does not have existing VoIP services, does this section apply to FA2?

Answer: No. There will be no transition in for FA 2.

109. RFP Section 2.5 – Transition In: If and when VoIP services are implemented, will you expect one project to include all Agencies, or multiple projects on an Agency-by-Agency basis?

Answer: This is currently unknown but the State expects it to be an agency by agency deployment.

110. RFP Section 1.16 – Oral Presentation: Will Oral Presentations for FA1 and FA2 be separate meetings?

Answer: Yes. Oral presentations for FA1 and FA2 will be held in separate meetings

111. Price Proposal Form Revised Amendment 11: Under the Heading Hosted IP Voice on rows 251 and 252 the State has included DID Numbers – Single Number, and DID Numbers – Block of 20. Can these listings also be used to provide DID Numbers under the SIP Trunking Heading?

Answer: Yes. This entry can be used for DID Numbers under the SIP Trunking Heading.

112. Price Proposal Form Revised Amendment 11: Can the State please include a Service Initiation or Service Establishment charge under the SIP Trunking Heading?

Answer: At this time the State envisions no additional fees other than what is contained in the price proposal.

113. Price Proposal Form Revised Amendment 11: On each of the four entry tabs, row 297, the quantity for Trunk Cost is 750. Is this intended to be Trunks to support 750 simultaneous calls?

Answer: Yes. The intent of providing a quantity of 750 trunks is to allow for the pricing of trunks to include concurrent calls.

Note – for Questions 114 & 115 below, these are optional services that may be used to support more complex situations in the transition from TDM to VoIP.

114. Price Proposal Form Revised Amendment 11: Can the State Please include hourly implementation Project Support as an option under the SIP Trunking Heading?

Answer: At this time the State envisions no additional Professional Services other than what is contained in the price proposal.

115. Price Proposal Form Revised Amendment 11: Can the State please include hourly Data Gathering Support as an option under the SIP Trunking Heading?

Answer: At this time the State envisions no additional Professional Services other than what is contained in the price proposal.

116. Are you replacing the phone system as well or just need new service for existing equipment? And are you currently using land line or Voip?

Answer: This proposal is for new service; we are not replacing any of the existing equipment. We are currently using land lines for our analog and digital trunks.