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Addendum #1
RFP WRESA-15-2024-2025-04-IT for IT Networking Equipment
Questions and Answers from Pre-Proposal Meeting held April 19, 2024 @ 10:00AM

I. [Link to Pre-Bid Meeting Recording](#)

The Meeting can be viewed here:

https://resa-net.zoom.us/rec/share/nT5koE3h_nn1XTXeqkut014HK_2X5_0TiPvamljq1Stxqkg7PuCw9-WtTV9-nrtc.lCzYqegCKtp2Erf

Passcode: Rr2\$1QeR

All written clarifications provided supersede those stated verbally during this meeting.

II. [Vendor Questions and WRESA Answers](#)

The following Questions were submitted during April 19, 2024 Pre-Proposal Meeting, and written Responses are as follows:

- 1. Q: Approximately, how many districts have HP servers? Since quantity is blank at this point.**
A: All our network field service districts are using HPE equipment. As for districts seeking to purchase new HPE equipment, we do not know a specific quantity, but a minimum of 4+ HPE DL380 Gen11 servers.
- 2. Q: Is there a need for professional services on the equipment? Programming, configuration, etc.? Or is this strictly hardware sales only?**
A: Installation/professional services can be found and assumed as "OPTIONAL" unless specifically stated. Most items do have a section for installation/configuration if needed.
- 3. Q: Does that apply to all the other suppliers beyond HP?**
*A: The context of this question was regarding the deal assignment of HPE equipment. We have asked all vendors to **avoid** applying for the deal on HPE equipment. When bidding, assume the bid price is going to be the deal price. After we award a winner, we will provide the winning bidders name to HPE to award the deal.*
- 4. Q: On tab 6 for Cisco do we have the term of smartnet and what SLA?**
A: The term is 12-months (1 year) and unless specified, assume 8x5 next business day as the SLA.
- 5. Q: Are SmartNet licenses for 12-month terms?**
A: Yes, all are 12-month terms.
- 6. Q: what level of support for the smartnet as well, as only one was specified as 24x7**
A: If not specified on the line item, assume 8x5 next business day.

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- 7. Q: Is there an incumbent EDR solution or are you looking for a net new solution?**
A: Assume that all EDR solutions are new purchases.
- 8. Q: For switches, what power cords are needed? Tab 6 line 36 specifies for only one switch.**
A: Include default power cords for the base bid. Different power cords can be purchased on a case-by-case basis to ensure each environment has the proper input.
- 9. Q: For the Veeam licensing are you wanting annual or perpetual license?**
A: Annual licensing – the RFP asks for 1/3/5 year licensing.
- 10. Q: Without direct knowledge of what could be purchased from this bid, or who will be utilizing this bid, is there a perceived value based off of last years bid?**
A: Last year, most items on the RFP had units purchased. The projected 'items to be purchased' is dependent on the needs of other districts which is something we are unable to project.
- 11. Q: For schools that would fall under this bid, are they incentivized to purchase here vs other state or nationwide contracts, like REMC, OMNIA, etc.?**
A: Schools are entitled and encouraged to shop around based on vendor reputation and pricing. They are encouraged to leverage the results of this RFP if they are seeking something that is listed. Districts are not required to use the results of this RFP for purchasing. This is simply another option to leverage against bids such as REMC, etc.
- 12. Q: Can you help clarify what is the ask on Tab 7 - line 14? What exactly would we be offering?**
A: This is referring to the cloud backup option offered by Veeam for AWS, Azure, or Google Cloud. This is an ad-hoc/addon SKU which we did not have availability to see.