

**QUESTIONS AND ANSWERS**  
**RFP # 14-004-54**  
**NETWORK ACCESS & SUPPORTING EQUIPMENT**

Can you please clarify one thing for us regarding this RFP?

Several sections of the RFP refer to the respondent's ability to provide "services" related to the RFP. Can you elaborate on what services are expected? It appears to us that this RFP is for product fulfillment only and does not include professional implementation services. We would like to clarify if the RFP is referring to product fulfillment services or implementation services.

Information Technology Services is only interested in obtaining products through this RFP.

---

Nelson this is in regards to RFP# 14-004-54. Please send this out to the IT Managers. This is an extended 3yr warrant they might be interested in adding to this bid. Please call me if you have any questions at 901-461-2696. Thank you

You have been emailed technical specifications for WBEXTWAR3YR-SP-04. To view the technical specifications, please click on the link below. If your email client does not support HTML, please copy and paste the link below to your browser's address location field.

[http://www.apc.com/products/resource/include/techspec\\_index.cfm?base\\_sku=WBEXTWAR3YR-SP-04&ISOCountryCode=US](http://www.apc.com/products/resource/include/techspec_index.cfm?base_sku=WBEXTWAR3YR-SP-04&ISOCountryCode=US)

Yes, we should get pricing on this with the bid, as it will cover the entire UPS (including batteries) – the way I read it this would give us 6 years of warranty.

---

In section B, page 19, of the above RFP, it references a Utilization Report that does not appear to be part of the RFP package. Would you please forward that report so that we can include it in our response?

That is a typo so do not worry about the report.

---

In Section a. New Equipment – No Substitutions, pg 10. :

*The County requires that all equipment provided through this RFP be new equipment, as specified, no substitutions allowed. All equipment provided through this RFP must be acquired through the equipment manufacturer's approved distribution channels, and be eligible for the full manufacturer's warranty.*

Will the County accept and consider, any substitutions for the items specified in this RFP's Equipment Quantities table / Pricing Sheet Attachments, if a respondent provides pricing for a competitive (potentially another manufacturers product) replacement of the item(s) with those replacement items also being New Equipment, with equal or greater functionality than the equipment specified?

Information Technology Services will not entertain any substitutions for the items identified in this RFP.

---

On RFQ# 14-004-54 for networking equipment, will you accept or entertain competitive equipment for the Cisco

Shelby County Government will not entertain any substitutions for the items identified in this RFP.

---

In preparing our response to RFP 14-004-54 we have come up with a few questions in Proposal Format section B.

- a. Outline of how respondent can meet or exceed the minimum requirements.  
Understood
- b. Detail of how the respondent is qualified to provide the services required. No services are required in this RFP, only to ship equipment.
- c. A detailed description of the approach for accomplishing the services. Again, No services are required in this RFP, only to ship equipment.

Also, in the Cost and Fee services are also mentioned.

No services are required in this RFP, please respond with prices for the requested items (no services).

---