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S T A T E   O F   M A R Y L A N D
DEPARTMENT OF INFORMATION TECHNOLOGY

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Governor

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Lieutenant Governor

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Amendment #3
RFP # F50B4400028
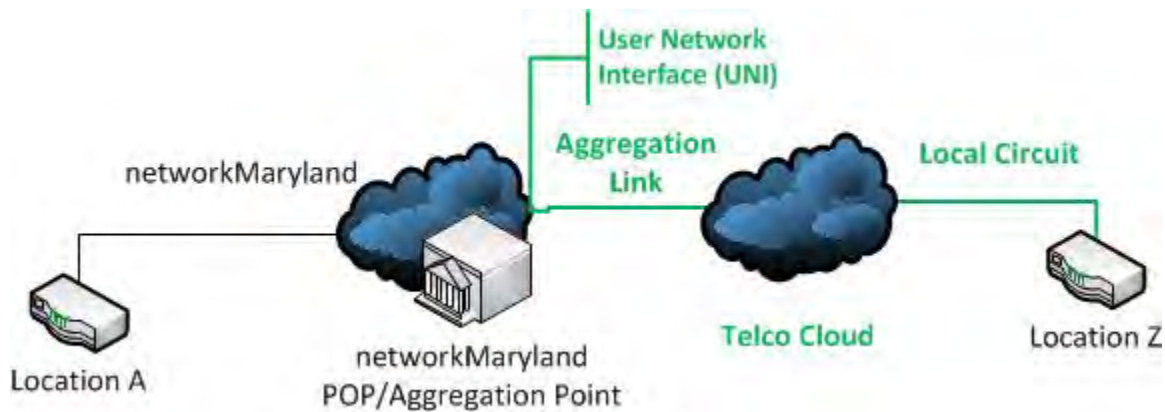
Data Telecommunications Services

July 22, 2014

Ladies/Gentlemen:

This Amendment #3 is being issued to amend and clarify certain information contained in the above referenced RFP. All information contained herein is binding on all Offerors who respond to this RFP. Specific parts of the RFP have been amended. The following changes/additions are listed below; new language has been double underlined and marked in bold (i.e., **word**) and language deleted has been marked with a strikeout (i.e., ~~word~~).

1. **Revise Section 2.6 – Functional Area III – Last Mile Access Data Service Requirements for Ethernet Delivery (p.26-27) as follows:**

2.6.2 – Network Diagram

2. **Revise Section 2.20.7, to read as follows:**

3. If a billing error is identified that results in an increase to an invoice, the Master Contractor ~~shall~~ **may** retroactively bill ~~for the lesser of either the past due amount from the actual date the billing error started, or three (3) months of the discrepancy amount~~ **undercharges to the extent permitted under Section 20.45.04.01D(2) of the Code of Maryland Regulations**.
Revise Section 2.20.8, to read as follows:

   If a billing error is identified that results in a decrease to an invoice, the Master Contractor shall credit **or refund** all overcharges ~~from the original date the billing error was made until the error has been corrected~~ **pursuant to COMAR 20.45.04.0D(1).**

4. Revise the Attachment 1 – Price Proposal Form (p.56-58) as follows:

INSTRUCTIONS

In order to assist Offerors in the preparation of their price proposal and to comply with the requirements of this solicitation, Price Instructions ~~and Price Sheets~~ have been prepared.

Offerors shall submit ~~their~~ **a** price proposal in accordance with the instructions ~~on the price sheets and as~~ specified herein. Do not alter **the price sheet for Functional Area 1 or the** ~~forms or the price~~ proposal may be rejected. ~~The Price Form is be~~ **All price sheets shall** be signed and dated~~, where requested,~~ by an individual who is authorized to bind the Offeror to ~~all~~ the proposed prices. Any incorrect entries or inaccurate calculations by the Offeror will be treated as provided in COMAR 21.05.03.03E and 21.05.02.12. ~~First year prices commence upon contract award.~~

The Offeror shall only bill the State for those services, taxes, tariffs, and other surcharges listed on ~~this~~ **the** pricing sheet**s**. ~~Offerors may not insert or remove lines or columns from the price sheet; follow the question procedure defined in Section 1.11.~~

THE OFFEROR SHALL DETERMINE WHICH FUNCTIONAL AREA(S) TO PROPOSE.

IF PROPOSING TO FUNCTIONAL AREA I, THE OFFEROR SHALL SUBMIT THE APPROPRIATE PRICE SHEET~~S FOR~~ **EACH** ~~FUNCTIONAL AREA IT INTENDS TO PROPOSE, FOR~~ **AND IDENTIFY EACH** LATA IT INTENDS TO PROPOSE.

IF PROPOSING TO FUNCTIONAL AREA II and/or III, THE OFFEROR SHALL SUBMIT ITS OWN PRICE SHEET AND PROVIDE PRICING IN ITS OWN PRICING MODEL. FURTHER INSTRUCTIONS ARE LISTED BELOW.

~~The Offeror shall complete~~ **all entry portions** ~~of the separately-provided Excel price sheets for each Functional Area proposed as instructed below.~~ **Offerors shall only insert data as instructed. Additional changes or insertions to the pricing sheet shall not be allowed.**

I.   FUNCTIONAL AREA 1 – Wide Band DDS

    A.   Complete the following 7 price sheets if proposing Functional Area 1 (FA-1):

        1.   LATA 236

        2.   LATA 238

        3.   LATA 240

        4.   LATA 242

        5.   InterState

        6.   FA 1 Optic Transport

        7.   FA-1 MUXing

    B.   Instructions for each of the 7 FA-1 price sheets:

        1.   Column B (Unit Price) - the price for the item identified in column A. This column is to be used for price per unit charges. The price per unit shall be the monthly price unless otherwise specified.

        2.   Column C (Quantity) – these quantities are for PROPOSAL purposes. They do not represent the final quantities which may be procured by the State during the contract period.

        3.   Column D (Extended Price) – calculated. Column B x Column C

4. Column E – (NRC) (Non-recurring cost) - the one-time installation charge for the item identified in column A. Do not enter recurring charges in this column.

II. FUNCTIONAL AREA 2 – Wireless Access (1 price sheet)

A. ~~Complete the following worksheet~~ **Provide a price sheet** if proposing Functional Area 2 (FA-2):

1. FA-2 Wireless

B. Instructions for the FA-2 price sheet:

1. **All proposed prices shall be maximum, not-to-exceed rates that will cover every component needed to provide service to the State during the period of performance.**

2. **At a minimum, the pricing shall include:**

   a) **The cost for the service to "hand-off" to the State's network;**

   b) **The cost for authentication;**

   c) **The cost for connections (including redundant connections);**

   d) **The cost for 3G/4G technology;**

   e) **Recurring fees and surcharges associated with the cost of maintaining service and support; and**

   f) **The one-time activation and deactivation charge for the item.**

3. ~~Column A (Description) – type of service delivery (e.g., LTE, 3G, 4G)~~

4. ~~Column B (Bandwidth) – committed bandwidth of service.~~

5. ~~Column C (Cost Per Month) – base monthly charge for the unit if bandwidth, not including any other charges or fees.~~

6. ~~Column D (Fees and Surcharges) – recurring fees and surcharges associated with the cost of maintaining service and support.~~

7. ~~Column E (Activation Fee) – one-time charge for service activation. Do not enter recurring charges in this column.~~

8. ~~Column F (Deactivation Fee) – one-time charge for service deactivation. Do not enter recurring charges in this column.~~

9. ~~Column G (Total NRC (Non-recurring Cost)) – calculated. Column E + Column F~~

10. ~~Column H (MRC (Monthly Recurring Cost)) – calculated. Column C + Column D~~

III. FUNCTIONAL AREA 3 – Last Mile Access

A. ~~Complete the following 2 price sheets~~ **Provide a price sheet** if proposing Functional Area 3 (FA-3):

1. **FA-3 Last Mile Access Data Services & IP Services**

2. ~~FA-3 Ethernet Delivery~~

3. ~~FA-3 IP Services~~

B. Instructions for the FA-3 ~~Ethernet Delivery~~ price sheet:

1. **All proposed prices shall be maximum, not-to-exceed rates that will cover every component needed to provide service to the State during the period of performance.**

2. **At a minimum, the pricing shall include the following for Last Mile:**

       a)   **Type of service delivery (e.g. DOCSIS, FiOS, DSL);**

       b)   **Base monthly charge for the unit, not including any other charges or fees;**

       c)   **Recurring fees and surcharges associated with the cost of maintaining service and support;**

       d)   **The one-time installation charge for the item;**

       e)   **The one-time charge to extend the demarcation of the item (cost per foot);**

       f)   **The cost for the service to "hand-off" to the State's network; and**

       g)   **The cost for aggregation.**

3. **At a minimum, the pricing shall include the following for IP Services:**

       a)   **Base monthly charge for class of service;**

       b)   **Base monthly charge for the unit, not including any other charges or fees;**

       c)   **Recurring fees and surcharges associated with the cost of maintaining service and support;**

       d)   **The one-time activation and deactivation charge for the item; and**

       e)   **The cost for the service to "hand-off" to the State's network.**

4. ~~Column A (Description) – type of service delivery (e.g., DOCSIS, FiOS, DSL)~~

5. ~~Column B (Bandwidth) – committed bandwidth of service.~~

6. ~~Column C (Cost Per Month) – base monthly charge for the unit if bandwidth, not including any other charges or fees.~~

7. ~~Column D (Fees and Surcharges) – recurring fees and surcharges associated with the cost of maintaining service and support.~~

8. ~~Column E (NRC (Non-recurring Cost)) – the one-time installation charge for the item identified in column A.~~ ~~Do not~~ ~~enter recurring charges in this column.~~

9. ~~Column F (Inside Wiring (cost per foot)) – the one-time installation charge to extend the demarcation of the item identified in column A.~~ ~~Do not~~ ~~enter recurring charges in this column.~~

10. ~~Column G (Total NRC (Non-recurring Cost)) – calculated. Column E + Column F~~

11. ~~Column H (MRC (Monthly Recurring Cost)) – calculated. Column C + Column D~~

~~C.~~   ~~Instructions for the FA-3 IP Services price sheet:~~

2. ~~Column B (Unit Price) – the price for the item identified in column A. This column is to be used for price per unit charges. The price per unit shall be the monthly price unless otherwise specified.~~

3. ~~Column C (Quantity) – these quantities are for PROPOSAL purposes. They do not represent the final quantities which may be procured by the State during the contract period.~~

4. ~~Column D (Extended Price) – calculated. Column B x Column C~~

5. ~~Column E – (NRC (Non-recurring cost)) – the one-time installation charge for the item identified in column A.~~ ~~Do not~~ ~~enter recurring charges in this column.~~

5.   **Revise the Functional Area I Price Sheet (Separate Attachment) as follows:**

A revised version of the price sheet for Functional Area I has been published to eMaryland Marketplace. The revision corrected some of the formulas and allows Offerors to provide additional surcharges.

6.   Delete the Functional Area II Price Sheet (Separate Attachment) in its entirety.

7.   Delete the Functional Area III Price Sheet (Separate Attachment) in its entirety.

Issued by
Michael Meinl
Procurement Officer