



**Amendment #4 to
Request for Proposals (RFP)
Local Telecommunications Services
RFP# 060B3490013
October 9, 2013**

Ladies/Gentlemen:

This Amendment is being issued to change, add or delete certain information contained in the above named RFP. Specific parts of the RFP have been amended and the RFP changes are detailed below. The changes are marked with text underlined if it is new and crossed through if it has been deleted. This marking will help you more easily identify what has changed.

Please note: The Proposal Due Date/Time is now November 7, 2013 at 10:00 AM.

1. Revise, KEY INFORMATION SUMMARY SHEET (page 6), in the **Closing Date and Time** row,

Change ~~10/24/2013 at 2:00 PM~~ Local Time to 11/07/2013 at 10:00 AM

2. Revise, KEY INFORMATION SUMMARY SHEET (page 6), in the **Questions Due Date and Time** row,

Change ~~10/15/2013~~ to 10/29/2013

3. Revise Section 1.1 SUMMARY STATEMENT to read:

DoIT is issuing this RFP to procure local access telecommunications services for the State of Maryland. This RFP is divided into two functional areas. There will be a resultant Contract for each Functional Area. A contractor shall be selected for each of the two functional areas below:

- A. Functional Area 1: Plain Old Telephone Service (POTS) and digital voice services as identified in Section 2.3.1.1
- B. Functional Area 2: Internet Protocol (IP) voice services as identified in Section 2.3.1.2

Maryland consists of four (4) Local Access Transport Areas (LATA):

LATA236 Washington
LATA238 Baltimore
LATA240 Hagerstown
LATA242 Salisbury

The resulting Contracts ~~apply~~ ~~applies~~ exclusively to all entities of State of Maryland government subject to Section 3A-302(b) of the State Finance and Procurement Article.

The State has hundreds of locations where local access is required. Not all services are required at each location. Customer Premises Equipment includes Single Line Analog stations, 1A2 Key Systems, Electronic Key Systems, Small PBXs and Large PBXs.

This solicitation will result in a single award per Functional Area across all LATAs for local telecommunications services. The State will not accept multiple carriers under a single proposal.

Offerors may provide required services as a reseller or provide services directly from their facilities.

Offerors will not use the State's private network to provide any services listed within this RFP.

4. Revise Section 2.3.1 to read:

2.3.1 The Contractor shall provide local telecommunications service offerings to the State that shall include:

2.3.1.1 Functional Area 1 Plain Old Telephone Service (POTS) and digital voice services:

1. Business Lines
2. FX Lines
3. Analog and Digital Trunks (DID/DOD including individual trunks). DID blocks are for 20 numbers.
4. ISDN PRIs
5. Network Based Business Lines (i.e., Centrex services)
6. Operator Assistance
7. Switch Re-direct and Remote Call Forwarding Capability
8. Network Voicemail
9. PIC and LPIC Change Charge
- ~~9. Diverse Routing and Dual Homing Capability~~

2.3.1.2 Functional Area 2 Internet Protocol (IP) voice services:

1. IP Centrex
2. SIP Trunking
3. PIC and LPIC Change Charge

The full scope of services requested under this RFP is identified in Attachment 1 – Price Proposal Form.

It should be noted that Diverse Routing and Dual Homing Capability has been deleted from Section 2.3.1.

5. Revise Section 3.1 TWO PART SUBMISSION to read:

Offerors may propose for one or both Functional Areas. The Offeror in submitting a proposal for each Functional Area shall ensure that the service offerings proposed include those listed in Section 2.3.1 for the respective Functional Areas:

2.3.1.1- Functional Area 1 - Plain Old Telephone Service (POTS) and digital voice services

2.3.1.2- Functional Area 2 - Internet Protocol (IP) voice services

For each Functional Area proposed (Functional Area I and/or Functional Area II):

Offerors shall submit proposals in two (2) separate volumes:

- Volume I - TECHNICAL PROPOSAL, labeled "Volume I – Technical Proposal"
- Volume II - FINANCIAL PROPOSAL, labeled "Volume II – Financial Proposal"

6. Revise the title of Section 3.3 to read:

3.3 VOLUME I – TECHNICAL PROPOSAL FOR FUNCTIONAL AREAS 1 AND 2

7. Revise Section 3.3.1 Transmittal Letter, first sentence, to read:

A transmittal letter shall accompany the Technical Proposal (for each Functional Area).

8. Revise the title of Section 4.2 to read:

4.2 TECHNICAL CRITERIA FOR FUNCTIONAL AREAS 1 AND 2

9. Revise Section 2.13.2 , Inventory Reports, First line to read:

The Contractor shall produce an inventory report ~~for~~ that includes each active account billed under the...

10. Delete Section 2.13.5, Performance and Availability Reports. It now reads:

~~2.13.5 Performance and Availability Reports~~

~~The Contractor shall make available a report on GOS and service availability metrics:~~

- ~~a. Minimum GOS blockage for period~~
- ~~b. Maximum GOS blockage for period~~
- ~~c. Average GOS blockage for period~~
- ~~d. Availability of acquired services~~

11. Revise Attachment #2 CONTRACT, to delete Section 5.2:

~~5.2 The Contractor agrees that at all times during the term of this Contract and thereafter, the works created and Services performed under this Contract shall be "works made for hire" as that term is interpreted under U.S. copyright law. To the extent that any products created under this Contract are not works for hire for the State, and the Contractor has not explained and justified, to the State's complete satisfaction, why it should not relinquish, transfer and assign all of its right, title and interest to the State for that deliverable, the Contractor relinquishes, transfers, and assigns to the State all of its rights, title, and interest (including all intellectual property rights) to all such products created under this Contract, and will cooperate reasonably with the State in effectuating and registering any necessary assignments.~~

12. Revise Attachment #2 CONTRACT, Section 31.1 C, first sentence to read:

For all other claims, damages, loss, costs, expenses, suits or actions in any way related to this Contract, regardless of the form, Contractor's liability shall be limited to ~~two (2)~~ one (1) times the total dollar amount invoiced under this Contract up to the date of settlement or final award of any such claim whichever is greater.

13. Replace the Pricing Proposal Form with Pricing Proposal Form (Revised Amendment #4 – 10/9/2013). Price Proposal Form (Revised Amendment #4 -10/9/2013) is attached to this Amendment #4.
14. Add Exhibit A to this RFP. Exhibit A is attached to this Amendment #4.
15. Revise Section 1.38, first sentence. It now reads:

For the purposes of an information technology or telecommunications procurement, pursuant to sections 3A-401(b) and 13-110 of the State Finance and Procurement Article of the Annotated Code of Maryland, county, municipal, other State non-executive branch entities, State entities not subject to Article §3A-302(a) and (b) of the State Finance and Procurement Article of the Annotated Code of Maryland and non-State governments or agencies may purchase from the Contractor goods or services covered by this Contract at the same maximum prices to which the State would be subject under the resulting Contract.

Date Issued: October 9, 2013

Ed Bannat
Procurement Officer