



**Questions and Answer Set #6
Request for Proposals (RFP)
Local Telecommunications Services
RFP# 060B3490013
December 11, 2013**

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:

94. Item E on the Instructions worksheet of the Price Proposal Form,
On 238 Baltimore Entry tab, Montgomery County Telecom Tax Surcharge should be Baltimore City Telecom Tax Surcharge.

Answer: The name has been changed. See Amendment 11 revised Price Proposal Form

95. Item E on the Instructions worksheet of the Price Proposal Form,
On 242 Salisbury Entry tab, Montgomery County Telecom Tax Surcharge is not necessary, so we entered "n/a"
Answer: The name has been changed to Local Telecom Tax (if applicable) for both LATA 240 and LATA 242. Do not enter "n/a", leave them blank. Also state "This tax/surcharge is non-applicable. No entry made for Local Telecom Tax in LATAs 240 & 242" in the body of your technical proposal as well as the Executive Summary.

96. Item E on the Instructions worksheet of the Price Proposal Form,
Per Q and A Set #2, question #25, when entering "n/a" on the price sheets for services that are "not available", the resulting formula sub totals and totals display an error (#VALUE!).

Answer: This is a correction to the original response to Question 25, for services that are no longer available, leave them at \$0.00 and state "(identify which services) are no longer available" in the body of your technical proposal as well as the Executive Summary.

97. Item E on the Instructions worksheet of the Price Proposal Form,
For Taxes & Surcharges we have entered "n/a" in some cases. These entries along with the inclusion of the percentages result formula sub totals and totals display an error (#VALUE!).

Answer: Do not enter "n/a", leave them blank. Also state "This tax/surcharge is non-applicable. No entry made for (identify the specific) Tax or Surcharge for (identify the specific) LATA" in the body of your technical proposal as well as the Executive Summary.

98. Price Proposal Form - General Question,
Can the discrepancies that cause sub totals and totals to display "#VALUE!" for FA1 be addressed as a clarification or part of a BAFO?

Answer: No, see responses to Questions 95, 96 & 97 above.

99. General Question,

We intend to propose for both Functional Area #1 and Functional Area #2. On our proposal for FA1 we will enter “n/a” on the Calculation Summary tab for all FA2 VoIP Services. Is this acceptable?

Answer: Do not enter “n/a” into the Price Proposal Form. Offerors should only complete the FA 1 entries in Price Proposal Form with their Functional Area 1 proposal. Offerors should only complete the FA 2 entries in Price Proposal Form with their Functional Area 2 proposal.

100. General Question,

Also, the revised Price Proposal forms for FA2 do not include all service elements that would be required to deliver SIP Trunking or Hosted IP Voice services.

Answer: The data elements to support VoIP services have been added to FA 2 in the revised Price Proposal Form. See Amendment 11.

101. General Question,

The required Staffing poses a hurdle as we believe the initial volume of service under a resulting FA2 contract would not support the level of resources at no charge to the State.

Answer: In Q & A Set # 4 question 62, it was indicated that FA 2 staffing requirements will be adjusted as required.

102. General Question,

We would respectfully request that the State consider a revised FA2 Price Proposal Form to include all services submitted with Attachment A, and an alternative approach to staffing.

Answer: The State has added those data services needed to support VoIP services to the FA 2 section of the Price Proposal Form. See Amendment 11. There is no pricing for staffing in this contract.

103. General Question,

We believe treating FA1 and FA2 as separate proposals with separate closing dates could achieve the goals of remaining on track for the transition of FA1 services, while allowing more time to consider the State’s best options for FA2.

Answer: See Amendment 10.