COUNTY OF ALAMEDA

Questions & Answers

to

RFQ No. 901899

### for

**Firewall System Upgrade**

**Networking/Bidders Conferences Held on April 30, 2020**

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| **This County of Alameda, General Services Agency (GSA), RFQ Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFQ Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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**Responses to Questions from the Bidders Conferences and Written Questions**

1. Per page 5 of the RFQ, Section A. (INTENT), it states:

*It is the intent of these specifications, terms and conditions to describe the Cisco firewall system upgrade to the existing system at ten Alameda County Library locations.*

Is the number of Library locations correct?

* 1. **Please see revised language in Addendum No. 1.**

1. Per page 6 of the RFQ, Section D. (SPECIFIC REQUIREMENTS), Item 3.a. states:

*Contractor shall provide ongoing warranty for at least three years after installation.*

Does the warranty include any professional services? Are there any support services required from the Contractor during the warranty period?

* 1. **No. The warranty is just for the product, no services are required from the Contractor.**

1. Per page 6 of the RFQ, Section D. (SPECIFIC REQUIREMENTS), Item 3.b. states:

*Contractor shall warrant the entire system for a minimum of three years from the date of system acceptance by the County. Component warranties shall be honored for the term established by the manufacturer, if greater than two years. Include in the biannual site visits to check and adjust equipment and restore systems to original performance standards.*

Are the biannual site visits a professional service that the Contractor needs to preform?

* 1. **Please see revised language in Addendum No. 1.**

1. Are there any professional services as part of this Request for Quotation (RFQ)? Would the County like Bidders to provide any information on professional services that could help this project?
   1. **No. The County is not seeking professional services for this project.**
2. Is the County looking for the Contractor to manage the services or is the County in need for just a drop ship and the County shall maintain/manage the services?
   1. **Services are not part of this RFQ. Per page 6 of the RFQ, Section D. (SPECIFIC REQUIREMENTS), Item 2.a. states:**

***Installation and support shall be provided by the County’s Information Technology Department (ITD).***

1. Does the Small Local Emerging Business (SLEB) requirement mean that 20% of the bid amount needs to be subcontracted out to a SLEB if the Prime Bidder is not a SLEB?
   1. **Yes. Per page 11 of the Exhibit A – Bid Response Packet:**

***Bidders that are not certified SLEBS (for definition of a SLEB see*** [***http://acgov.org/auditor/sleb/overview.htm***](http://acgov.org/auditor/sleb/overview.htm)***) are encouraged to subcontract with a SLEB for at least 20% of the total estimated bid amount in order to be eligible for contract award. SLEB subcontractors must be independently owned and operated from the prime Contractor with no employees of either entity working for the other. A copy of form must be submitted for each SLEB business that the bid will subcontract with, as evidence of a firm contractual commitment to meeting the SLEB participation goal.***

1. Can the County clarify the mandatory SLEB requirement?
   1. **Per page 11 of the Exhibit A – Bid Response Packet:**

***Bidders that are not certified SLEBS (for definition of a SLEB see*** [***http://acgov.org/auditor/sleb/overview.htm***](http://acgov.org/auditor/sleb/overview.htm)***) are encouraged to subcontract with a SLEB for at least 20% of the total estimated bid amount in order to be eligible for contract award. SLEB subcontractors must be independently owned and operated from the prime Contractor with no employees of either entity working for the other. A copy of form must be submitted for each SLEB business that the bid will subcontract with, as evidence of a firm contractual commitment to meeting the SLEB participation goal.***

1. Can the County clarify the bid discount for SLEB Prime Contractor?
   1. **If the Prime Bidder is a certified SLEB at the time of bid submittal a 10% bid preference will be applied. If the Prime Bidder is local to Alameda County a 5% bid preference will be applied. Please review page 4 of the Exhibit A – Bid Response Packet.**
2. In a situation where there is Prime Bidder as well as a subcontractor, whose experience will need to be listed and will be counted towards bid consideration?
   1. **The Bidder Minimum Qualifications listed on page 5 and 6 of the RFQ only apply to the Prime Bidder.**
3. How long does the SLEB certification process take?
   1. **The SLEB certification review process takes about 45 business days. However, with the current COVID-19 situation, site visits are not being conducted and the process may take longer. It is recommended that Bidders reach out the Auditor-Controller Agency, SLEB Certification Unit, at (510) 891-5500 or via email at** [**ACSLEBcertification@acgov.org**](mailto:ACSLEBcertification@acgov.org) **, and let them know your intention to bid on this RFQ.**
4. Some of the part items are not showing up in Cisco’s configuration system. Zero cost items are not showing up on the Cisco configuration system. How can Bidders approach this issue on their bid proposal?
   1. **Bidders need to provide pricing for all line items on the Bid Form. If there are any clarifications that need to be made Bidders must list those clarifications on page 15 of the Exhibit A – Bid Response Packet, titled Exceptions and Clarifications.**
5. In case of any hardware failure or technical support, will the County be working directly with Cisco support?
   1. **Yes.**
6. Can the County please provide a non-password protected Bid Form excel file or a list of the part numbers that Bidders can copy and paste?
   1. **Yes. Please use the Revised Bid Form.**

VENDOR LIST

RFQ No. 901899 Firewall System

Below is the Vendor Bid List for this project consisting of vendors who have been issued a copy of this RFQ. This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the Small Local Emerging Business (SLEB) Program: <http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm>.

| **RFQ 901899 Firewall System Upgrade** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| **Business Name** | **Name** | **Phone** | **Address** | **City** | **ST.** | **Email** |
| AAA Computers & Technologies | Ajay Shah | (510) 623-7255 | 46583 Fremont Blvd. | Fremont | CA | ajay@aaacompu.com |
| AMS | Drew Stark |  |  |  |  | dstark@ams.net |
| AMS.NET, Inc. | Drew Stark | (925)980-3225 | 502 Commerce Way | Livermore | CA | [dstark@ams.net](mailto:dstark@ams.net) |
| Aurostar Corporation | Vasudeva Kamath | (510) 249-9422 | 46560 Fremont Blvd., Unit 201 | Fremont | CA | [vasudeva@aurostar.net](mailto:jbenson@ain1.com) |
| Califa | Christian DeLay |  |  |  |  | [cdelay@califa.org](mailto:cdelay@califa.org) |
| Califa | Paula MacKinnon |  |  |  |  | [pmackinnon@califa.org](mailto:pmackinnon@califa.org) |
| CDWG | Jeff Butchko | (877) 853-0557 | 200 N. Milwaukee Ave. | Vernon Hills | IL | jeffbut@cdwg.com |
| CenturyLink | Natasha Stel | (707) 864-3696 |  |  |  | Natasha.Stel@centurylink.com |
| CenturyLink | Chuck Carlson | (818)419-3610 | 818 W 7th | Los Angeles | CA | [chuck.carlson@centurylink.com](mailto:chuck.carlson@centurylink.com) |
| Compucom | Scott Banks | (800) 989-9844 | 7171 Forest Lane | Dallas | TX | [CC75@compucom.com](mailto:CC75@compucom.com) |
| Compucom |  |  |  |  |  | [statestore@compucom.com](mailto:statestore@compucom.com) |
| CXtec | Kaitlyn Davison | (315) 883-3856 | 5404 South Bay Rd | Syracuse | NY | [kaitlyn.davison@cxtec.com](mailto:kaitlyn.davison@cxtec.com) |
| Cybernetics | Rick Koenig | (757) 833-9000 | 111 Cybernetics Way | Yorktown | VA | rickk@cybernetics.com |
| Datacom Systems Inc. | Jacob Issa | (919) 802-4725 |  |  |  | [JTIssa@datacomsystems.com](mailto:JTIssa@datacomsystems.com) |
| Fisebeam | Pratik Dangi | (510)514-3738 | 5602 Truman Pl | Fremont | CA | [pdangi@fusebeam.com](mailto:pdangi@fusebeam.com) |
| KIS | Mike Florence | (510) 403-7500 | 48383 Fremont Blvd. Suite 122 | Fremont | CA | MikeF@kiscc.com |
| Lanlogic | Marcus Solorio |  |  |  |  | marcus@lanlogic.com |
| Navigator Networks | Cliff Roberts | 510-506-0407 |  |  |  | cliff@navigatornetworks.com |
| Netxperts | Ryan Marr | (925)806-0800 | 2131 s grove ave | Ontario | CA | [rmarr@netxperts.com](mailto:rmarr@netxperts.com) |
| NetXperts, Inc. | Sachin Kattepura Rajegowda | (510) 342-6202 |  |  |  | srajegowda@netxperts.com |
| New Tech Solutions, Inc. | Kush Patel |  |  |  |  | [kush@ntsca.com](mailto:kush@ntsca.com) |
| Nimble Storage | Justin Baum | (408) 761-7454 | 211 River Oaks Parkway | San Jose | CA | jbaum@nimblestorage.com |
| NTT America Solutions | Amber Beatty | (925)594-2315 | 4430 Rosewood Drive, ste 100 | Pleasanton | CA | [amber.beatty@global.ntt](mailto:amber.beatty@global.ntt) |
| QES Computers Inc | Lawrence Ling | (925) 463-8100 | 5321 Hopyard Road, Suite J | Pleasanton | CA | lawrence@qescorp.com |
| Saitech Inc. | Erwin Vilanueva | (510) 940-0256 | 42640 Christy Street | Fremont | CA | erwin@esaitech.com |
| Saitech Inc. | Ernesto Juarez | (510) 440-0256 | 42641 Christy Street | Fremont | CA | [ernesto@esaitech.com](mailto:ernesto@esaitech.com) |
| TEAM ONE SOLUTIONS, INC | Jeff Bell | (510) 686-2210 | 14729 CATALINA ST | San Leandro | CA | [jbell@teamonesolutions.com](mailto:jbell@teamonesolutions.com) |
| Tec-refresh | Cory Holmes |  |  |  |  | cory.holmes@tec-refresh.com |
| VOX Network Solutions | Tonja Marcus | (925)719-1314 | 8000 Marina Blvd. | Brisbane | CA | [Tmarcus@voxns.com](mailto:Tmarcus@voxns.com) |