



State of New Mexico Public School Facilities Authority

ADDENDUM 1 Questions and Responses

RFP 2022-005-MG New Mexico Statewide Education Network

December 17, 2021

Please note the attached submitted, written questions with responses regarding RFP 2022-005-MG: NM Statewide Education Network.

In your Proposal, you must acknowledge this Addendum 1, in addition to any other addenda or amendments, on Appendix 8: Acknowledgement of Receipt of Addenda/Amendments, as instructed in the RFP. Failure to do so may result in your proposal submission being deemed as non-responsive, and the proposal may be rejected.

Thank you for your interest in the New Mexico Public School Facilities Authority (PSFA) solicitations.

Marilee P. Gallacher, SPSM
Contracts Administrator
Public School Facilities Authority

Addendum 1
RFP 2022-005-MG: NM Statewide Education Network

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QUESTION	RESPONSE
1 Will the recording of the Pre-proposal Meeting be available to all?	Yes, the recording has been attached in EPC under Form 470 220003787.
2 Will all PowerPoint Slides shared today be posted on the website for reference?	Yes, the power point presentation has been attached in EPC under Form 470 220003787. It can also be found on the PSFA website: https://www.nmpsfa.org/wordpress/contract-opportunities/
3 Will all additional documents also be posted in EPC for E-rate purposes or only accessible via procurement link?	Yes, as required by USAC rules all documents associated with this RFP process will be attached in EPC under Form 470 220003787. The RFP artifacts will also be available at https://www.nmpsfa.org/wordpress/contract-opportunities/ .
4 A recent interpretation of procurement law from GSD puts a \$12.5M contract value maximum per company on all contracts for fiber optic or wireless networks. Will this RFP be subject to that cap?	See Amendment 2 regarding Section I, Paragraph C. Scope of Procurement, page 3. It addresses this question.
5 On page 3, it states that this procurement is subject to those limits. I'm assuming that this is what you are referring?	See Amendment 2 regarding Section I, Paragraph C. Scope of Procurement, page 3. It addresses this question.
6 That limit is a combination of the special construction AND all MRCs associated with the contract, correct?	See Amendment 2 regarding Section I, Paragraph C. Scope of Procurement, page 3. It addresses this question.
7 I'm sorry to keep harping on this, but if the \$12.5M contract value encapsulates MRC and Construction and is the total PER COMPANY, it will exclude many of us. Some companies are already exceeding the \$12.5M in contract values that have a 36 month term. When can we get an answer on this?	See Amendment 2 regarding Section I, Paragraph C. Scope of Procurement, page 3. It addresses this question.
8 Can you clarify- If responding to all 3 aspects of the bid, 3 complete responses must be provided? Including all required tabs and copies?	Yes, a Complete Proposal must be submitted for each Section of the Scope of Work Offeror is proposing to. Read Section III: Proposal Format and Organization, very thoroughly; particularly Paragraph III.B.: "The Offeror must submit one Complete Proposal for each Section of the Scope of Work that they are responding to. All Proposals are to be submitted in the three formats as defined above."
9 Do we just email the Intent to Bid to you directly?	Follow the instructions on the Appendix 1: Intent to Respond Form. NOTE: Even though the requested deadline for submission of Appendix 1 was December 3, 2021, it is still necessary for an Offeror to submit it if they want to be assigned the secured website access in order to upload their proposal(s).
10 Can they be the same? As in all aspects responded to just additional copies?	If an Offeror is submitting proposals for all three Sections in the RFP, there must be three individual proposals submitted, each customized to fit the SoW for the specific Section. Please follow the instructions in the RFP detailing the content, assembly and submission of the proposal.
11 What ASN(s) and prefixes will SEN announce?	PSFA is in the process of applying for addressing with ARIN. Once operational, the SEN plans to advertise externally routed prefixes for SEN and all SEN Participants. See Section 2.2.10 Addressing, Routing, Peering in RevisedAddendum1 .
12 1) I'm looking at 2.4 and 2.5 and it doesn't show the ASNs, and technically, you can announce both v4 and v6 with the same ASN. 2) Also, has the SEN considered having two ISPs for internet access? For true redundancy?	1) PSFA is in the process of applying for addressing with ARIN. Once operational, the SEN plans to advertise externally routed prefixes for SEN and all SEN Participants. See Section 2.2.10 Addressing, Routing, Peering in RevisedAddendum1 . 2) Please see Section 2.2.10.5 Resiliency in RevisedAddendum1 . Prefix announcements upstream will be done in most effective way.
13 If you have an existing contract, will that be counted toward the 4 year term?	The terms of an awarded contract resulting from this SEN RFP are independent of any other contract.
14 For Circuits can we offer circuits on 5 year or 10 year terms or are we limited to 4 year terms on circuits?	Amendment 2 revises the contract term. The maximum the Procurement Code allows is 10 years. PSFA reserves the right to award up to the 10-year max, for whatever term is in the best interest of New Mexico.
15 Can SEN accept 100GE interfaces, either with 100GBase-LR4 or 100GBase-FR4?	The SEN will support IEEE 100GBase-LR4 and 100GBase-FR4.

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16 Will the contract be with each individual end user or with the State directly?	Contracts for Backbone and Commodity Internet Access will be with PSFA. The PSCOC will determine if the Last Mile circuits contracts will be with PSFA or the end user.
17 For pricing purposes. If the decision is made whereby each circuit will have its own independent term, does this mean that any upgrades would be based on a new term for that circuit or are we to price based on coterminous pricing? Which means the circuit term end date remains the same regardless of any changes in service.	All backbone circuits will have the same term, selected as described in the RFP. Terms for the last mile may have different durations. The circuit terms will remain the same regardless of any changes to services.
18 Will NM State Education Network be willing to negotiate terms and conditions? Are you open to consider negotiating and accepting a vendor's CSA, comprising of a vendor's legal forms including contract/order form, T&Cs, Product Riders, and SLAs?	See RFP page 16, Paragraph 18. <u>Contract Terms and Conditions</u> : a. This is to be a multi-year award. The terms will be based on the service procured in the Scope of Work. b. The contract between the Owners and the contracting firm will follow the format specified by the PSFA and shall contain the terms and conditions set forth in the Sample Agreement(s), Appendix 9. Exceptions to the Sample Agreement may cause a proposal to be rejected as nonresponsive when, in the sole judgment of the Evaluation Committee or the Owner, the proposed changes are substantial modification to the Sample Contract. The Owners reserve the right to negotiate provisions in addition to those contained in this RFP (Sample Agreement) with any Offeror. c. Should an Offeror object to any of the terms and conditions as set forth in the RFP Sample Agreement(s), the Offeror must propose specific alternative language. The Offeror must provide a brief description of the purpose and impact of each proposed change followed by the specific proposed alternate wording. The Owners may or may not accept the alternative language. d. A substitution of the Sample Agreement is not acceptable and will result in the disqualification of the Offeror's proposal.
19 Is it acceptable to only bid only the Commodity Internet portion of this request?	Yes, it is acceptable to only bid on the Commodity Internet portion of the RFP. An Offeror may submit a proposal on whichever Section(s) of the RFP they choose.
20 In regards to the Commodity Internet portion only, please confirm the Primary ASN which will be used for both IPv4 and IPv6 (not stated in sections 2.4 or 2.5.4)?	PSFA is in the process of registering / applying for an ASN and addressing with ARIN. Once operational, the SEN will advertise externally routed IPv4 and IPv6 prefixes for SEN and SEN Participants. Additional details will be provided as they become available. See Section <u>2.2.10 Addressing, Routing, Peering in RevisedAddendum1</u> .
21 In regards to the Commodity Internet portion only, Any additional ASN's that will be connected (not stated in sections 2.4 or 2.5.4)?	PSFA is in the process of registering / applying for an ASN and addressing for the SEN, with ARIN. Additional details will be provided as they become available. See Section <u>2.2.10 Addressing, Routing, Peering in RevisedAddendum1</u> .
22 In regards to the Commodity Internet portion only, Is IEEE 100GBase-LR4 or 100GBase-FR4 data link to be expected (not stated in section 2.5.2, but mentioned in 2.2.3.2 specific modules, but not data link and this section only refers to Last Mile Equipment)?	The SEN will support IEEE 100GBase-LR4 and 100GBase-FR4.
23 In regards to the Commodity Internet portion only, Is jumbo frames (4470-bytes MTU Standard) required for the Internet Links (not stated in section 2.5, but mentioned under 2.2.3.2, Last Mile Equipment)?	Jumbo frame support is required for Commodity Internet service.
24 In regards to the Commodity Internet portion only, If using 10GE interfaces, would they want them bundled in LACP (LAG), or balanced via a BGP session (mentioned in 2.2.3.1, but refers to Backbone Equipment)?	This choice is ultimately left to the respondent, as there are likely to be factors within the proposed design that could influence this decision. PSFA requires high reliability and availability, without a strong technical preference for LACP (LAG) versus BGP, or a combination of the two. See Section <u>2.4 Commodity Internet Service in RevisedAddendum1</u> .

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25 In regards to the Commodity Internet portion only, Please confirm the actual facility at 505 Marquette? Will you need connection inside CityLink or H5?	The SEN backbone will have a point of presence hosted by UNM, in their H5 collocation facilities at 505 Marquette, Suite 120A. See Section 2.4 Commodity Internet Service in RevisedAddendum1 .
26 We will be contacting each representative at the nodes to discuss access into each building. We will not be doing site walks. Are we able to get quotes for access after the question due date?	The RFP asks the [Offeror] to contact the higher education aggregation/co-location sites to conduct a site visit. They [the site representatives] are unable to provide facilities upgrades, site construction, or service quotes. The co-location fees for service aggregation will be negotiated between PSFA/SEN and each institution. Any facility or physical upgrades for the aggregation site to meet your business requirements should be included in your response as estimates. CAUTION: Per Section II. Conditions Governing the Procurement, Paragraph A.2. On-Site Visits, on page 9, "Absolutely no questions may be asked during the walk-through, nor will they be answered. Any and all questions relating to the walk-throughs must be submitted in writing to the Procurement Manager by December 14, 2021..." Offerors may NOT communicate with the site representatives in any manner to ask technical questions about the site related to the Scope of this RFP. It is strictly the Offeror's choice whether or not to perform a site visit. The December 14, 2021 deadline for submitting written questions is not negotiable.
27 2. Is a certificate of insurance to be submitted with our bid [proposal] response or upon award?	Yes, a Certificate of Insurance is required with each proposal, in the required amounts. See RFP page 28-29, Paragraph 10. Upon award, the Certificate will need revised to reflect Public School Facilities Authority as an additional insured.
28 I understand pricing should be for individual sites as each one will be awarded individually. My question is if there is a common backbone to a node between a couple of sites, are we able to note that, if these "X" sites are awarded together to us, the special construction would be reduced to "X" based upon the common route?	While each circuit has to be priced individually, vendors can also provide information on the savings (discount) associated with the award of multiple circuits together. Awards will be made in the most effective way for the state.
29 Does prevailing wage apply for any work done on the school property? Typically prevailing wage applies to work done on the school district property only if the school district owns the facilities. In this case, we would be providing a monthly service to them but we would own the facilities.	The prevailing wage rate applies to every contract or project in excess of sixty thousand (\$60,000) <i>that the state or any political subdivision is a party to</i> for construction, pursuant to Section 13-3-11 NMSA 1978.
30 Just to clarify, we are bidding on last mile section only. We will be submitting a bid for lease lit fiber, lease dark fiber, and IRU. I will need to submit three (3) separate, complete proposals for each option, correct?	See RFP Section III. Proposal Format and Organization, page 20. Paragraph A defines the three Sections of the Scope of Work. Only one proposal is required for Section 2: Last Mile Connections. It is the responsibility of the Offeror to specify, as needed, each of the areas within that Section in their proposal (lease lit fiber, lease dark fiber, and IRU). The information related to the different options the vendor responds to for each Section will be submitted in one RFP proposal, yet each Option being proposed on (1,2,3,4) should be clearly identified and separated out within that proposal.
31 Will a 90 day extension be granted?	Unfortunately, no, there can be no extensions. The timeline of RFP 2022-005-MG was driven by the E-Rate Calendar. As the approval of E-Rate funds for use in the SEN project is crucial, it is imperative that the RFP Schedule of Events meet the E-Rate calendar deadlines.
32 RE Exhibit A - Section 2.5.6. Managed Perimeter Firewall Services: Please describe the technology/services currently in place.	The SEN will be a greenfield network. Future SEN participants currently have individually procured internet access. It is expected that participants' internet access will be migrated to the SEN, but no details about existing participants' firewalls or current services are available. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1 .)

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33 RE Exhibit A - Section 2.5.6. Managed Perimeter Firewall Services: Is there any interest in takeover of existing services?	Unknown. This will be decided by individual SEN participants. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
34 RE Exhibit A - Section 2.5.6. Managed Perimeter Firewall Services: Will proposed service/solution need to be compatible with current services or is the proposal intended to be a "greenfield" solution?	Unknown. This will be decided by individual SEN participants. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
35 RE Exhibit A - Section 2.5.6. Managed Perimeter Firewall Services: Are local, premise-based firewalls part of scope of service proposal? If so, what is the current type/vendor (and quantity)?	Local premise-based firewalls for SEN participants are not in scope. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
36 RE Exhibit A - Section 2.5.6. Managed Endpoint Security Services: What kind of managed endpoint security services do universities/schools/libraries currently have deployed? 1.) Locally deployed, self-managed anti-virus/anti-malware defenses 2.) Centrally managed/deployed EDR infrastructure, with push to end-user devices 3.) Mixture (if so, what is % blend?)	The SEN will be a greenfield network. Future SEN participants currently have individually procured security systems and resources. There are no details about existing participants' security systems or services available. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
37 RE Exhibit A - Section 2.5.6. Managed Endpoint Security Services: What is node/license count?	Unknown. The node or license counts will become known as SEN participants opt to subscribe for available services. The current expectation is that cyber security services will be available to individual SEN participants on an a-la-carte basis. Table 2 – Estimated SEN Participation and Backbone Capacity, in Addendum 1 may provide insight as to the potential addressable market. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
38 RE Exhibit A - Section 2.5.6. Managed Endpoint Security Services: Are XDR services required/desired?	There are no specific requirements. The current expectation is that cyber security services will be available to individual SEN participants on an a-la-carte basis. Preferably both EDR and XDR services would be available options for SEN participants. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
39 RE Exhibit A - Section 2.5.6. Content Filtering: Is this for inbound content and is it category based?	The only requirement for inbound content filtering is CIPA compliance at K-12 and Library locations. There may be additional needs for SEN participants in the future and more flexibility and granularity may be a future request of requirement. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
40 RE Exhibit A - Section 2.5.6. Content Filtering: Is any outbound content push monitoring required?	If the question is referring to Data Loss Prevention (DLP) or data exfiltration control, there is no requirement. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
41 RE Exhibit A - Section 2.5.6. Content Filtering: Are URL filter listings required (alcohol, tobacco, adult, gambling category restrictions)?	The only requirement for inbound content filtering is CIPA compliance at K-12 and Library locations. There may be additional needs for SEN participants in the future and more flexibility and granularity may be a future request of requirement. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
42 RE Exhibit A - Section 2.5.6. (IDS/IPS): Please describe the technology/services currently in place.	The SEN will be a greenfield network. Future SEN participants currently have individually procured cyber security systems and practices. There are no details about existing participants' current services are available. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)
43 RE Exhibit A - Section 2.5.6. (IDS/IPS): Is there any interest in takeover of existing services?	Unknown. This will be decided by individual SEN participants. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1.)

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44 RE Exhibit A - Section 2.5.6. (IDS/IPS): Will proposed service/solution need to be compatible with current services or is the proposal intended to be a “greenfield” solution?	Unknown. This will be decided by individual SEN participants. (Reference Section 2.4.7. Cyber Security in RevisedAddendum1 .)
45 RE Exhibit A – Section 2.5.7 Cyber Security for SEN: In Figure 1 (pg 37), the example diagram shows all participants attaching to the backbone network, with 2 Internet access points, are there any plans for having participants accessing the Internet directly/locally?	RFP Offerors shall describe the cyber services that are available from each ISP. This shall include whether each service is standard or if it is available to the SEN, and the associated cost of each service.
46 RE Exhibit A – Section 2.5.7 Cyber Security for SEN: If so, is there interest in DDoS mitigation services offered directly to these clients or only via the SEN backbone drain locations?	In particular, the SEN is interested in DDoS prevention at the ISP level. The preferred DDoS prevention service would be an always-on solution; however, a manual on-demand service may also be of interest to the SEN.
47 RE Exhibit A – Section 2.5.7 Cyber Security for SEN: Please explain the reasoning behind an “always on” DDoS mitigation solution; specifically, please describe what PFSA defines as an “always on” service.	SEN security services are not E-rate eligible.