# Babylon Union Free School District

## FY 2027 FORM 470 #270000590

## QUESTION & ANSWER

1. The Option A price worksheet has no line for Meraki licensing. Should the 3-year Enterprise license (LIC-ENT-3YR or the CW subscription equivalent) be added as its own line, or bundled into the AP unit price? What license term do you want?
    a. Licenses are not needed for this solicitation.

2. Is there an existing Cat6 drop at each of the 195 AP locations, or should cabling be priced? Are any APs replacing existing units that need removal and disposal?
    a. Yes, there are existing Cat 6 drops and there are APs needing removal and disposal. Offerors must price removal and disposal of existing access points as a separate line item, as these costs are not E-Rate eligible.

3. Are the enclosure locations all hard-lid ceilings, or is there any drop tile? Are there any gyms or auditoriums with high ceilings that need a lift?
    a. Enclosures are a combination of hard-lid ceilings and drop tiles. It is up to the offeror to determine if a lift is needed, however, existing APs are hung onto rafters since ceilings are high.

4. Will the existing switches provide enough PoE for the CW9174I and CW9176I at full power, or is that out of scope?
    a. Existing switches will provide enough power.

5. What is the breakdown of APs by building, and what is the preferred install window (summer 2027)?
    a. Please review the FCC Form 470 and associated Form 470 attachments and bid in accordance with the specifications mentioned.

6. Please confirm the installation is subject to NYS prevailing wage and provide the PRC number if one has been issued.
    a. Prevailing wage applies. There is no PRC number at this time. Any necessary certificates should be submitted by the vendor selected at the time of award.

7. Are insurance certificates, references, or any district forms (non-collusion, etc.) required with the proposal?

a. Please reference the Service Specification document for all details related to this solicitation.
b. When submitting a proposal, the vendor should attest to the following in their response:

By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that to the best of knowledge and belief:

- The prices in this bid have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor.
- Unless otherwise required by law, the prices which have been quoted in this bid have not been knowingly disclosed by the bidder and will not knowingly be disclosed by the bidder prior to opening, directly or indirectly, to any other bidder or to any competitor.
- No attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

8. Meraki licenses: The price sheet lists the APs and enclosures, but there is no line for Meraki licenses. Should we add licenses? If yes, for how many years? Do you have a Meraki Dashboard account we should add them to?
    a. Licenses are not needed.

9. Partner status: Do you require the bidder to be a Cisco Meraki partner? Do you need a letter from the maker with the bid?
    a. Please review the FCC Form 470 and associated Form 470 attachments and bid in accordance with the specifications mentioned.

10. SPIN: Our SPIN (FCC Form 498) is still with USAC. Can we send our bid now and give you the SPIN once it is issued, before award?
    a. Please review the FCC Form 470 and associated Form 470 attachments and bid in accordance with the specifications mentioned. Offerors may submit a proposal before their SPIN (FCC Form 498 ID) is issued. The SPIN must be issued and provided to the District before contract award.

11. Purchase or lease: Can we bid Option A (purchase) only and leave Option B (lease) blank? Or would that count as a partial offer?
    a. a. Offerors may propose Option A (purchase), Option B (lease), or both. A proposal for only one option will not be considered a partial offer.

12. Old APs: Are the new APs replacing APs you have now? If yes, what make and model are they? Should we price taking down and removing the old ones?
    a. Removal and disposal of existing access points must be priced as a separate line item, as noted in the answer to Question 2. New APs are replacing existing equipment. Please review the FCC Form 470 and associated Form 470 attachments for any additional information.

13. Install details: Is there a working cable drop at every AP spot today? Can you share floor plans or AP counts for each building? What hours can we work (nights, weekends, school breaks)?
    a. There are working cable drops. Hours should normally be done when school is not in session. If the vendor needs other hours, then the proposal should address this. Please also review the FCC Form 470 and associated Form 470 attachments and bid in accordance with the specifications mentioned.

14. Prevailing wage: Is the install work under NYS prevailing wage? If yes, please share the PRC number.
    a. Prevailing wage applies. There is no PRC number at this time. Any necessary certificates should be submitted by the vendor selected at the time of award.

15. I was reviewing your 470 and wanted to check in and see if you may have some time next week for us to speak with you to understand the scope of your project and its objectives. I'd be more than happy to send you a meeting link, just let me know what day works best and I can facilitate!
    a. Based on the Communications and Questions section in the Service Spec, all communication regarding this solicitation must be emailed and received by the "Deadline to Submit Questions" noted in the "Procurement Timeline." Please review the FCC Form 470 and associated Form 470 attachments for any additional information.