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ADDENDUM NO. 3

January 23, 2023

RFP2211375

WAN and Internet Connectivity

The original Request for Proposal (RFP) documents shall remain in full force and effect, except as modified herein, which shall take precedence over any contrary provisions in the prior documents.

This addendum is being issued to address questions received, make revisions to the original solicitation document, and release attachments.

The following are questions and answers regarding the above-mentioned solicitation:

1. **Question:** Which locations are considered OCPS's main primary and secondary data centers in Orange County FL?
Answer: Coresite Orlando, FL, and Marietta, GA.
2. **Question:** Can OCPS provide a service address for the 20G Internet circuit?
Answer: The service address for OCPS's Internet circuit will be at Coresite Orlando (9701 S John Young Pkwy, Orlando, FL 32819). OCPS requires a minimum of 150 Gbps Internet bandwidth, with pricing options to increase at 5, 10 ,and 20 Gbps increments, as detailed in the RFP Price Proposal sheet.
3. **Question:** Can OCPS provide service addresses for the (29) 2G Metro E circuits?
Answer: See the updated location list. This will show what the link requirements are.
4. **Question:** Can OCPS provide service addresses for the (27) 5G Metro E circuits?
Answer: See the updated location list. This will show what the link requirements are.
5. **Question:** Can OCPS provide service addresses for the (10) 10G burstable to 20G Metro E circuits?
Answer:The address is 9701 S John Young Pkwy, Orlando, FL 32819.
6. **Question:** Is Data Site Atlanta considered an OCPS disaster recovery location?
Answer: Yes
7. **Question:** Will OCPS consider a fully managed SD-WAN solution for WAN connectivity between all locations or is OCPS only interested in Layer 3 or MPLS WAN connectivity?
Answer: We are open to other solutions.
8. **Question:** Does OCPS have any interest in decentralized internet service, such as local internet access at each site which will allow end users to access apps and public websites via local internet access instead of sending all traffic to the OCPS main hub site and out through a centralized firewall? All NGFW and UTM features can be controlled at the edge appliance at each location versus a centralized location which will drastically improve the end-user experience.
Answer: No.
9. **Question:** Does OCPS peer with multiple Tier 1 ISPs today via BGP?
Answer: OCPS relies on our current provider for this.

10. **Question:** Does OCPS have internet access circuits at their main data center and secondary data center? If yes, please provide service address of each location.
Answer: Coresite Orlando's address is 9701 S John Young Pkwy, Orlando, FL 32819. Coresite Atlanta 1130 Powers Ferry Place Marietta, Ga 30067.
11. **Question:** Is high availability needed at any of the other OCPS locations besides the OCPS primary data center? If yes, please provide the addresses of the locations that require high availability.
Answer: Currently, at the non-data center sites OCPS has a single router with two uplinks.
12. **Question:** Will OCPS consider a provider that can only provide internet access and WAN connectivity, minus the NGFW and UTM/Web Filtering features?
Answer: Yes
13. **Question:** Is it a requirement for providers to supply managed routers at all locations?
Answer: OCPS has layer three Meraki and Catalyst cores. The Contractor will need to provide a means of connecting the school to an MPLS or Private Network cloud solution.
14. **Question:** Is full mesh/any to any WAN connectivity required or do remote sites only need WAN connectivity to the main OCPS data center?
Answer: They need connectivity to our MPLS or private cloud.
15. **Question:** Does OCPS require Layer 3 private WAN connectivity and local internet access at each location? Or will all schools access the internet from the OCPS main data center where the 20G Internet circuit will be located?
Answer: Sites will require connectivity to the MPLS cloud. All schools reach the internet through our main data centers.
16. **Question:** Would it be possible for an extension to the response due date, and if so, what date would be acceptable?
Answer: The due date has been extended and posted in Addendum 1 until January 31, 20.
17. **Question:** Which site(s) will Internet Service be delivered to?
Answer: All sites will access the internet through the main data center.
18. **Question:** Which site(s) will be the OCPS hub locations for your WAN?
Answer: OCPS does not have any hub locations.
19. **Question:** What LAN equipment does each site have and what speeds are they capable of handling?
Answer: Sites currently have either Meraki or Catalyst Cisco equipment with 10GB connections.
20. **Question:** The RFP asks for a 5-year term with five one-year renewals. Will the district consider an alternative option that provides multiple voluntary renewals? For example, bidders could submit multiple 5-year voluntary renewals with multiple bandwidth speeds so that the district can forecast their 20-year Total Cost of Ownership regardless of future bandwidth speeds.
Answer: At the present time, OCPS is only looking for a service provider to meet the contract term as indicated in the RFP document.
21. **Question:** Does the district have any district-owned fiber and/or conduit between any of these sites? Or is conduit going into your building entries? If so, this would lower construction costs. We want to make sure our estimate is as accurate as possible.
Answer: No
22. **Question:** Does the district have a preferred network design? Or a minimum requirement?
Answer: All of the sites must go through Coresite Orlando to go to the internet.
23. **Question:** What is the district's current network topology?
Answer: Mesh
24. **Question:** Is there a logical diagram of the district's WAN circuit connectivity by bandwidth for -29 (Twenty-Nine) 2GB circuits A-Z locations -212 (Two Hundred-Twelve) 1GB circuits A-Z Locations -27 (Twenty-Seven) 5GB Circuits A-Z Locations -10 (Ten) 10 GB burstable to 20GB circuits A-Z Locations.
Answer: OCPS does not have a diagram that shows the link speeds.

25. **Question:** What is the A Location in OCPS District for 1(One) 1G Burstable to 5G Circuit to 1130 Powers Ferry Place, Marietta, GA 30067?
Answer: That is Coresite Atlanta, Disaster Recovery.
26. **Question:** The Professional Development Center (1600 E Kaley St.) is listed twice on the site list in the RFP. Is this an error or should two circuits be delivered to this site?
Answer: Yes, we need to remove one.
27. **Question:** How many OCPS end users would need off-network web content filtering?
Answer: Approximately 225K Students and 25K staff.
28. **Question:** How many OCPS end users would need DLP protection?
Answer: Approximately 225K Students and 25K staff.
29. **Question:** How many OCPS end users would need Zero Trust capability?
Answer: Approximately 225K Students and 25K staff
30. **Question:** Does OCPS view Zero Trust capability as Remote Access to private applications?
Answer: Yes
31. **Question:** What is OCPS' timeframe to implement DLP and Zero Trust?
Answer: Undetermined at the moment. Please list offerings.
32. **Question:** How many OCPS users will need Admin access to Service Portals?
Answer: Initially 15 to 20 with full access; with the option to add more.
33. **Question:** How many OCPS users will need to access to make policy changes, i.e. unblocking a URL?
Answer: 4 to 5 with the option to add more.
34. **Question:** "It's not clear to us how section 7 of the scope relates or doesn't relate to section 5.3.h of the scope. Are you able to provide any additional detail or context around the relationship between these two sections?"
Answer: Section 7 elaborates and 5.3 summarizes.
35. **Question:** Please confirm you require 150G minimum, plus pricing for 20G increments for growth at the Internet complex?
Answer: 150G min with options to increase bandwidth at 5, 10, and 20Gbps increments.
36. **Question:** What Bandwidth are you looking for at the Main Data Center & Backup Site for WAN circuit connections? This is the circuit that all remote sites/schools/locations will use to get to one of the two data centers for internet connectivity & internal systems?
Answer: 150Gbps minimum with options to increase bandwidth at 5, 10, and 20Gbps increments.
37. **Question:** Could you please confirm that there are the correct addresses for the two data centers? Main Data Center Site: 9701 S John Young Pkwy, Orlando, FL 32819 Backup Site: DataSite Atlanta, 1130 Powers Ferry Place, Marietta, Georgia 30067.
Answer: Correct
38. **Question:** You have listed on page 53 that there are 212 Locations where you want a 1 Gbps Metro E Circuit or WAN Connection, what are the addresses?
Answer: Please see the locations spreadsheet that is posted on VendorLink separately.
39. **Question:** You have listed on page 53 that there are 29 Locations where you want a 2 Gbps Metro E Circuit or WAN Connection, what are the addresses?
Answer: Please see attached locations spreadsheet.
40. **Question:** You have listed on page 53 that there are 27 Locations where you want a 5 Gbps Metro E Circuit or WAN Connection, what are the addresses?
Answer: Please see attached locations spreadsheet

41. **Question:** Just to confirm all remote sites/schools/locations must go over the WAN connection back to one of the two data centers to get to the internet? (Hub & Spoke configuration?)
Answer: All will go back to Coresite Orlando. Coresite Atlanta is a disaster recovery site.
42. **Question:** What, if anything, does OCPS have in place for data security?
Answer: Please see RFP for our security needs.
43. **Question:** What type of firewalls are you using today?
Answer: Next-Gen Firewall.
44. **Question:** At each remote site/school/location how would we need to connect to your LAN equipment? A single fiber connection? Please describe the connection between the LAN & WAN equipment.
Answer: Dual 10-gig fiber hand-off. Multi-mode fiber.
45. **Question:** Must be configured into a Multiprotocol Label Switching (MPLS) private cloud configuration or equivalent architecture. Please confirm if OCPS would consider Metro Ethernet (flat layer 2) as an equivalent architecture.
Answer: No, we want layer 3 connectivity.
46. **Question:** Must provide options for expanding connection speed at any site when required. Can OCPS provide the bandwidth needed specifically at each individual school and the increments you wish to see priced out by location?
Answer: Please see attached locations spreadsheet for what OCPS has now. OCPS would also need to have the option to increase when needed. The increments would be 1, 2, 5, 10, or 20 Gbps.
47. **Question:** Will there be a requirement for an internet drain at Datasite Atlanta? If so, what bandwidth requirements are needed there?
Answer: Bandwidth requirements for Atlanta are 5Gbps.
48. **Question:** High Availability, fault-tolerant Internet Circuit with a minimum data rate of 20 Gbps with a 150 Gbps minimum aggregate bandwidth required. (pricing sheet) – Please confirm that OCPS is assuming that a solution using multiple LAGs will be implemented and that there will be a minimum of 20G per LAG.
Answer: We require a 150Gbps internet circuit.
49. **Question:** 5 Gbps increase to Internet Circuit beyond the base 20 Gbps with a 150 Gbps minimum aggregate bandwidth required. 10 Gbps increase to Internet Circuit beyond the base 20 Gbps. Please confirm the goal with this. This states that the minimum aggregate is 150G, but the baseline is also 150G when this is asking for increases of 5G and 10G over the baseline.
Answer: The goal is to have stable internet with growth.
50. **Question:** Please confirm the Datasite Orlando address where the main fiber internet connection would be terminated including any suite or building number. Will the fiber terminate in OCPS's cage or is the expectation that the equipment will reside in the provider's cage?
Answer: 9701 S John Young Pkwy, Orlando, FL 32819. Should be terminated at the provider's cage at Coresite Orlando.
51. **Question:** Please confirm the handoff type required for each location for both the internet and the WAN.
Answer: At Coresite Orlando, the hand-off needs to be a Cisco-compliant device with a minimum of two 40Gbps modules.
At Coresite Atlanta, the hand-off needs to be two 10-Gbps Cisco-compliant modules. OCPS does not want internet circuits at school locations. This would be an MPLS connection with two fiber hand-offs. Hand-off would be a 10 Gbps Cisco SFP module or a similar established brand. Please see attached locations spreadsheet.
52. **Question:** What type of interfaces are required for the handoff from the provider security appliance to the OCPS LAN?
Answer: Hand-off would be a Cisco SFP module.
53. **Question:** Please confirm that a single 10G interface would be sufficient for each school that has less than 10G of bandwidth.
Answer: A 10Gbps MPLS circuit with two 10Gbps LAN hand-offs.
54. **Question:** Will a security appliance be required for the disaster recovery site at Datasite Atlanta?
Answer: No.

55. RFP page 7 - "Implementation of new infrastructure (if required) to be completed within 1 year of the signed Agreement." Will the district consider a flexible delivery timeline if the awarded vendor encounters challenges beyond their control (supply chain, permitting, force majeure)?
Answer: Legitimate confirmed challenges that are beyond the control of the Contractor may be taken into consideration.
56. **Question:** USAC guidelines suggest that "Applicants must consider all responsive proposals received and select the most cost-effective service offering using price as the primary factor. When comparing the cost-effectiveness of the three fiber service offerings – leased lit fiber, leased dark fiber, self-provisioned networks – the expected useful life of the asset is a key consideration when comparing the combined upfront and recurring costs." <https://www.usac.org/e-rate/applicant-process/before-you-begin/fiber-summary-overview/>. Additionally, USAC's FAQ clarifies terms for selecting the most cost-effective service offering. A30 states 20 years as a viable option. <https://www.usac.org/e-rate/learn/faqs/eligible-fiber-services/#Selecting-the-Most-Cost-Effective-Service-Offering> Will Orange County Public Schools be considering the useful life of the asset when evaluating the pricing of the proposed solutions? If so, will Orange County Public Schools consider a 10-year term with one or two subsequent five-year renewals with a special construction/NRC option? Will the district review the total cost of ownership beyond the term of the agreement?
Answer: OCPS is only considering an initial five (5) year term with one (1) five-year renewal option for a total of ten (10) years.
57. **Question:** During the pre-proposal conference, OCPS technology staff confirmed that the district's LAN equipment is 10G capable and expressed a desire for 10G WAN circuits at all locations. Additionally, Orange County Public School's USAC Form 470 narrative states "The RFP additionally requests pricing for WAN connectivity at 1 Gbps, 2 Gbps, 5 Gbps, 10 Gbps, and 20 Gbps increments." Will OCPS consider evaluating the RFP at all bandwidth increments stated in the narrative? Will the district also clarify the bandwidth increments requested by the site?
Answer: OCPS has included the minimum requirements listed in the RFP. OCPS would need the Contractor to provide prices for flexibility.
58. **Question:** The REVISED 1/3/2023 Exhibit F Price Proposal says "This price proposal consists of two sections; WAN and Internet are Section 1 and Web Content Filtering is Section 2. You may submit price a proposal for both sections or you may submit a proposal for only one of the sections." How will the evaluation matrix on RFP page 30 be impacted if a vendor is only bidding Section 1 WAN and Internet Connectivity - E-Rate Eligible, particularly as it relates to Cost (E-Rate Eligible) - 30 possible points and Cost (Non-Eligible) - 20 possible points?
Answer: The two sections will be evaluated separately. Section 1 has one element of non-Erate which is included as the 20 points. The Web Content Filtering, which is section two will have its scoring criteria.
59. **Question:** What additional services, if any, are required for the 50G backup internet circuit? Does OCPS want vendors to provide firewall and web filtering capabilities for that circuit as well? If so, please provide service requirements.
Answer: 50Gbps backup would be at Coresite Orlando where the main firewall and web-filer reside, using what the primary internet circuit would.
60. **Question:** Could you please elaborate on how the district plans to evaluate Basic vs. Advanced Firewall properties given that some Advanced Firewall services requested are NOT E-Rate eligible?
Answer: We will need to review the offers to evaluate.
61. **Question:** Could OCPS provide a rough estimate of how many times in the past year they lost connectivity because of an equipment failure?
Answer: Uptime must be 99.99% during the hours of 7:00 am to 4:30 pm. Uptime must be 99% for all other hours (excluding outages scheduled with the customer)
62. **Question:** Could OCPS provide a rough estimate of how many times in the past year they lost connectivity because of a fiber cut?
Answer: Uptime must be 99.99% during the hours of 7:00 am to 4:30 pm. Uptime must be 99% for all other hours, excluding outages scheduled with the OCPS.
63. **Question:** What are the customer's IP requirements? Does the OCPS have its own assignment from ARIN or require the vendor to provide it?
Answer: Yes, OCPS has its own.

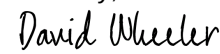
64. **Question:** Please outline the feature requirements of the WAN Cisco hardware (Cisco ASR and ISR). This will ensure appropriate equipment equivalents and licensing are provided.
Answer: The hardware would need to be a Cisco ASR/ISR or similar router from an established brand with at least two 10Gbps connections.
65. **Question:** Does OCPS require firewall logging to be maintained by the vendor or does the district solely require offloading of firewall logs to the OCPS SIEM?
Answer: Both
66. **Question:** How would OCPS like in-eligible security services to be articulated on the provided pricing worksheet?
Answer: List as in-eligible.
67. **Question:** What are your peak and average logging events per second from your existing firewalls?
Answer: Peak- 125K events p/s. The average is 100K.
68. **Question:** What are your peak and average logging events per second from your existing web content filters?
Answer: OCPS does not have a metric for this.
69. **Question:** How many active user accounts exist in the OCPS Active Directory environment?
Answer: Approximately 225K Students and 25K staff
70. **Question:** What are the specific requirements for zero trust implementation? (section 5.3 - #13) a. What is the scope of the zero-trust implementation that you are looking to accomplish with this firewall? b. Is this a separate billable item? c. Who is responsible for the ongoing support of zero-trust implementation? d. What is the timeline for the zero-trust implementation? e. Will the contractor have access to Active Directory hook-in and endpoints under management for zero trust implementation or is that the responsibility of OCPS?
Answer: OCPS is in the planning stages and will work with the Contractor to implement zero trust.
71. **Question:** Please describe in more detail what 'Machine learning-based network anomaly detection' entails:
Answer: Firewall—one with machine learning and analytics at its core, capable of identifying new threats, devices, and more without relying on fingerprinting or signatures. It must continuously update the machine learning models by analyzing data using unlimited cloud computing. It must continuously collect telemetry and recommend policy and configuration changes to reduce risk and reduce chances of error.
A. Does an Enterprise firewall that is supported in the Gartner magic quadrant for NGFW fulfill this requirement?
Answer: Yes, it is possible.
B. Does this refer to automation in response to an event? If so, how does that interact with the in-house SIEM/SOAR that the firewall will connect to?
Answer: Yes, must interact with SIEM
72. **Question:** Is a consolidated core (router/firewall) acceptable in place of the ISR/ASR Cisco solution?
Answer: No. This needs to be a centralized solution on separate hardware.
73. **Question:** Malware analytics and sandboxing are requested, is the sandbox hosted by a contractor/vendor, or does the firewall only need to have the ability to hook in with an existing sandboxing solution? (section 5.3 - #10)
Answer: Ability to integrate with existing sandbox.
74. **Question:** If features of the firewall that are requested do not meet the requirements of e-rate funding, should they be excluded from the bid?
Answer: They would need to be documented.
75. **Question:** Would the District consider extending the timeline for implementation from July 1st, 2024 for another 6 to preferably 12 months to allow time for implementation of a new wide area network by exercising Section 22, Page 5? of the 2017 RFP1703175?
Answer: OCPS will consider options, that are within State Statutes and Board Policies, to ensure a smooth transition.
76. **Question:** What cloud services are you using today and are you getting your express route to the cloud services from Coresite?
Answer: AWS, Azure, WebEx, Meraki, Skyward (dedicated circuit from Coresite Orlando to Skyward/IScorp). In the future, we may implement express routes to these services.

The following are revisions to the above-mentioned solicitation:
Page 28 of 53, Response to the Statement of Work, add item F – Provide a tentative implementation schedule.

The following are the attachments released in regard to the above-mentioned solicitation:
RFP2211375 WAN and Internet Site List. This is being posted separately.

If you should have any questions regarding this addendum, please do not hesitate to contact Suzanne F. Siu, the Procurement Services team member responsible for this solicitation at suzanne.siu@ocps.net or by phone at 407-317-3200 ext. 200-2417.

Sincerely,
Signed by:



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David Wheeler

Acting Senior Director, Procurement Services

Acknowledgment of Addendum No. 3 by Respondent
The Respondent hereby acknowledges receipt of the following Addendum:

This addendum shall be completed and signed by an authorized representative and returned with the solicitation submittal. The Acknowledgement of Addendum receipt will become an integral part of the solicitation document. In acknowledging receipt of this Addendum, the undersigned understands and accepts the foregoing solicitation changes and clarifications.

All other bid terms, conditions, and specifications as originally issued remain unchanged.

Officer (or Principal)	Title
Manual Signature	Date
Company Name	Address
Telephone Number	Fax Number