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DATE: April 1, 2021
TO: All Offerors
FROM: Angela R. Young *A. Cannon (for)*
Executive Director of Contracting
RE: RFP No. 141-21, Telecommunications- Cellular Services

Please see Addendum No. 2 for the above-referenced solicitation

ADDENDUM NO. 2
RFP NO. 141-21
TELECOMMUNICATIONS- CELLULAR SERVICES

A. The following change has been made to the above-referenced solicitation:

Delete: Page 40

Add: REVISED 4/1/2021 Page 40

REQUEST FOR PROPOSAL

REVISED 4/1/2021 PAGE 40

9. A roadmap of upcoming or anticipated technology, service, or feature capabilities your company plans to implement, which would affect or enhance the equipment and services offered to FCS, and the timeline for implementation.

SECTION III - BUSINESS STABILITY

- A. **History and Organizational Structure of the Firm** - Provide a cover letter introducing the company and including the corporate name, address and telephone number of the corporate headquarters and local office. The name and phone number of one individual who will be the company's primary contact with FCS for contract negotiation and the name of the project manager. A brief history of the company and the present organizational structure of the firm describing the management organization, permanent employees by discipline, and this project's coordination structure; if the firm is a partnership, indicate the name of all partners; if incorporated indicate where and when. If the Offeror has changed names or incorporation status within the last five (5) years, then please list all of such preceding organizations and a brief reason for the change. Offeror shall also provide a business license indicating that the Offeror can conduct business in Fulton County, Georgia. Further, Offeror shall provide documentation showing that the Offeror is properly registered to conduct business in the State of Georgia. Offeror acknowledges and agrees that any business license and registration must remain current for the duration of the contract and such documents are material term to this agreement.
- B. **Financial Status** - Describe the financial status of the firm; include the audited financial statements (income statements and balance sheets) for the past two (2) accounting years.
- C. **References** - List as references (names, address, contact persons and toll-free phone numbers) a minimum of three (3) clients of similar size ~~or and larger~~ nature to FCS for which a project was completed ~~of similar scope was completed~~ within the last three (3) years. ~~A brief description of the services provided shall accompany each reference.~~ ~~At least one of the three references provided must be the Offeror's last completed implementation.~~ Reference details should include:
- D. **Subcontractors** - Indicate the names and addresses and degree of utilization of any and all subcontractors which would be used in the performance of this contract.
- E. **Previous Default** - Indicate if you or any predecessor organization have ever defaulted on a contract or been denied a bid due to non-responsibility to perform. If so, provide the facts and circumstances. If your firm or any successor organization is now involved in or has been involved in any litigation in the past ten (10) years, please list the parties to the litigation, the civil action number and a brief explanation of the matter. Indicate whether or not your company, any subsidiary, or any related division or entity has ever defaulted on a contract with FCS or has ever been involved in any litigation with FCS. If yes, please provide details.

CONTRACTING DEPARTMENT

ADDENDUM NO. 2
RFP NO. 141-21
TELECOMMUNICATIONS- CELLULAR SERVICES

- B. The following questions were received and Fulton County Schools' (FCS) response for the above-referenced solicitation:
1. Would FCS please provide the anticipated base period for the resulting contract?
The tentative base period will be July 1, 2021- June 30, 2022.
 2. Would FCS please confirm if the current Sonim model used in its buses is the XP5s and which model device is requested for use?
The current Model used in buses is Sonim XP5. Any compatible device with push-to-talk capability will be acceptable. Will also consider smartphone with data plan.
 3. Would FCS consider upgrading its existing CalAmp LMU-2620 devices to newer technology.
Not at this time.
 4. Would FCS please clarify how many CalAmp LMU-2620 devices will require service?
FCS has 935 buses with CalAmp devices that will require services.
 5. Would FCS consider providing an electronic submission option due to the current COVID 19 pandemic?
FCS does not accept electronic submissions. All submittals should be sent via mail or delivered in person.
 6. The Offeror respectfully requests that the specific reference to AT&T FirstNet be removed and replaced with a general description to allow all offerors the ability to respond to the requirements.
AT&T FirstNet is not a mandatory requirement. An equivalent capability can be provided. Please see page 39 of the solicitation.
 7. Would FCS please clarify its device requirements? Both Apple and Samsung devices are referenced at 1000 units. Are you requesting 1,000 of each device type or a total of 1000 units composed of a mixture of both?
The device requirements are for pricing purposes only and not an actual request for that many of each specific device. We currently have less than 1000 of each device type.
 8. Does FCS currently use a Mobile Device Manager ("MDM") or plan to use an MDM in the future?
Yes, we currently use Workspace ONE (formerly AirWatch) and Zero Touch.
 9. Will FCS consider retaining its existing hardware or accessories where appropriate (e.g., cradles, microphones, etc. currently installed on buses)?
Yes, depending on compatibility.

ADDENDUM NO. 2
RFP NO. 141-21
TELECOMMUNICATIONS - CELLULAR SERVICES

10. Would FCS please provide its current voice and data usage?
Please see the below voice and data coverage for FCS.

Average across all lines:

	Data in KB	Voice
January 2021	1123176	87
February 2021	1215383	95
March 2021	1227844	99

11. Can you provide current monthly data usage per device type as listed in the chart below?
Please see below.

Device Type	Average Monthly Data Usage Per Device
Smartphone	3,004,678 KB
Rugged Smartphone (i.e. Duraforce Pro 2)	1,931,183 KB
Rugged Phone - Bus (I.e. Sonim XPS5)	2289 KB
iPad or Tablet	108,843 KB
Laptop	1,513,465 KB
Wi-Fi/Hotspot	9,366,842 KB

12. The provided address 7472 Cochran Rd, Atlanta, GA 30312 did not match a physical location on the map in satellite view. Can you please verify the address or that the location on the map is correct so we can review our coverage analysis?



This address is not part of the solicitation.

ADDENDUM NO. 2
RFP NO. 141-21
TELECOMMUNICATIONS - CELLULAR SERVICES

13. Can you provide current monthly data usage per device for the CalAmp tracking unit used on the buses as listed in the chart below?

Please see the below chart.

Bus Tracking Device	Average Monthly Data Usage Per CalAmp Device (List in KB, MB or GB)
CalAmp tracking unit on Buses	1569 KB

14. In Section I – PRICE of the RFP on the bottom of page 37, there are a list of devices and approximate quantities of each device. For pricing purposes should we show per unit pricing for the devices as the specific quantities will vary? Or did you want to see the total device price based on the quantities specified (i.e. total extended price for 1,000 Apple iPhone 12, total price extended price for 250 Apple iPad Air 4, etc.)?

Please provide pricing per device.

15. Can we include an Excel attachment to show the pricing for devices and plans?

Yes.

16. In Section I – Price – Bullet 10 – your question reads: “Provide additional example pricing details on the chart below.” Question: There is no chart in this section. Are you referring to the bulleted list of devices in bullet 12?

Yes, this is referencing the list of devices in bullet 12.

17. In Section III – Business Stability C. References – The last sentence states: “Reference details shall include:” Question: This statement is incomplete. What reference details are you seeking?

Please see Revised Page 40 of this Addendum.

18. In Section II – Technical Capabilities A. Methodology – your question reads as follows: In this section, the Offeror shall describe in detail the methodology and procedures that are to be used to accomplish the FCS requirements for this RFP. This shall include **planning, coordination, field visit procedures, problem solving and electronic subscription support. This shall include coordination, implementation, problem solving, technical support and resumes for personnel working with our transportation department, if equipment conversion is necessary.** Offerors will also explain how they will ensure coverage for the entire school district. Our question:

For the areas highlighted, are your referring to our implementation process and respective implementation team resumes? Can you clarify “electronic subscription support”?

ADDENDUM NO. 2
RFP NO. 141-21
TELECOMMUNICATIONS - CELLULAR SERVICES

We are not looking for just resumes in this section, we are looking for a detailed description on how you will implement support for FCS. A detailed plan or rollout plan to accomplish whatever you are proposing.

An Electronic Subscription Support is referring to remote support we can reach out to in the event we need support, purchase equipment, or something similar.

19. Would you be open to extending the response deadline for this opportunity?
No, not at this time.

C. All other terms and conditions remain the same.