



County of Inyo Request for Proposals (RFP) RFP-IS-2002

Core Network Switch Refresh Project September 2020

Project to refresh our aging core network switches with new equipment.

Submit Proposals via email to:

sarmstrong@inyocounty.us

Date Released:

September 11, 2020

Submittal Deadline:

October 2, 2020, 4:30 p.m.

Table of Contents

I.	Introduction	3
	County of Inyo Core Network Switch Refresh Project	3
II.	Background	3
	The County of Inyo is a governmental organization	3
	Description of the Current Network Switch Environment.....	3
III.	Scope of Work	4
	Project Deliverables	4
	Technical Requirements.....	4
	Additional Requirements	5
IV.	County Information and Responsibilities.....	7
	Administrative Information	7
	Inquiries and County Project Contact	7
	Rights of the County.....	7
V.	Evaluation and Selection.....	8
	Selection of Winning Bid	8
	Ranking.....	8
	Evaluation Criteria.....	8
	Request for Proposal Protest	8
VI.	Responsive Proposal	9
	Deadline	9
	Proposal Format.....	9
	Use of Proposals and Respondent Guarantees	10
	Obligations Assumed by Submitting a Proposal	10
	Failure to Execute Purchase Agreement.....	10
	Respondent Competency.....	11
	Prime Contractor Responsibility	11
	Legal Address	11
VII.	Project Funding for the Core Network Switch Refresh Project	11

I. Introduction

County of Inyo Core Network Switch Refresh Project

The County of Inyo is soliciting proposals for the purchase of new Alcatel-Lucent switches to replace existing, outdated Alcatel-Lucent switches in order to increase core and data center network performance.

II. Background

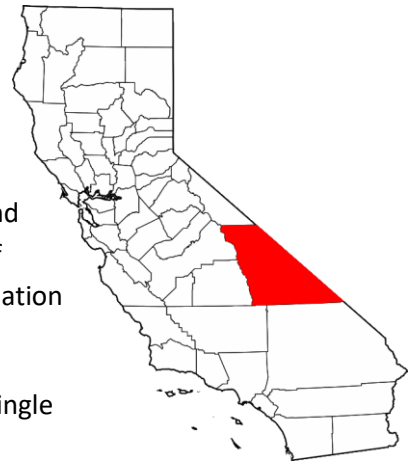
The County of Inyo is a governmental organization

Inyo County, California was organized in 1866 from land set aside from Mono and Tulare Counties. The County was originally named Coso County, and the town of Independence is designated as the County seat. The County is characterized as rural and frontier, and is located in the central-eastern part of the state. Comprised of more than 10,142 square miles, Inyo County is geographically the second largest county in California. The governmental agency was organized, in part, to provide safety and services to its population.

According to census information, the population of Inyo County in 2013 was estimated to be 18,467 and showed an increase of 2.9% over the 2000 census. The census also reports a median household income of \$45,000 or 27% below that of the California median, and a median value of owner-occupied homes of \$246,200 or 36% below that of the California median. Census data indicates 7,910 Inyo County households in 2012.

While the County seat is located in Independence, the population center of the county is approximately 45 miles to the north in Bishop, California. The City of Bishop is the County's only incorporated City, and covers an area of approximately two-square miles with a population of nearly 4,000 residents. Bishop and its immediate suburbs host a population of approximately 12,000.

The County of Inyo governmental organization is the county's largest single employer with approximately 460 employees.



Description of the Current Network Switch Environment

The County's network consists of approximately 28 recently upgraded edge switches, connected to 2 aging core switches, which are themselves connected together at long distance through a repeater switch. All switch-to-switch connections are single-mode dark fiber.

The recently upgraded edge switches provide 1 Gbps connections to clients and are capable of 10 Gbps uplink to the core, but the current core and data center switches only support 1 Gbps links.

The County uses Alcatel-Lucent OmniVista 2500 NMS to manage the recently-upgraded switches.

III. Scope of Work

The specifications listed below are the minimum requirements, with notes indicating where we would like to see additional options. Separate quotes to compare different options are welcome.

See the attached network diagram on the following page for a visual representation of the switches and how they will be connected.

Project Deliverables

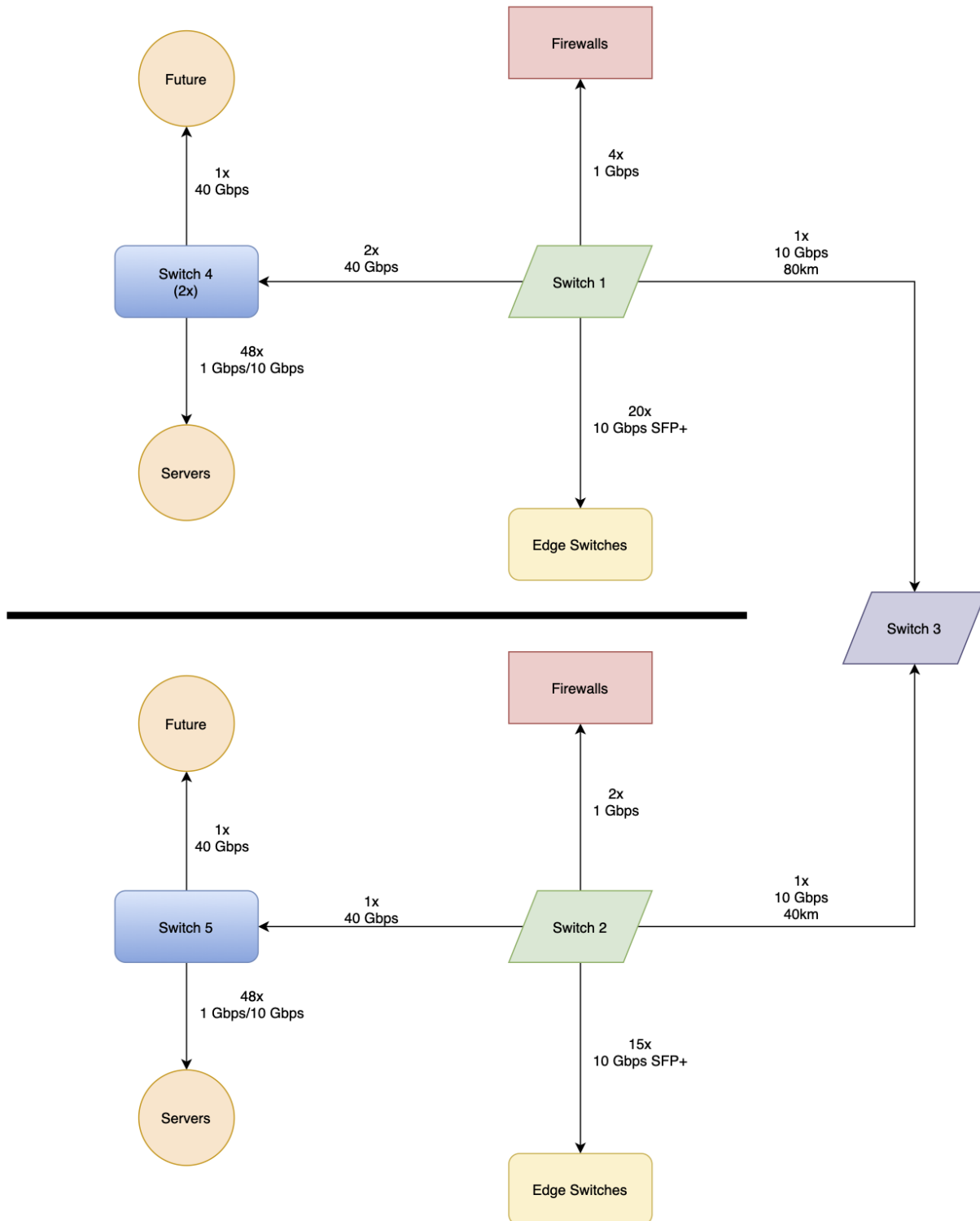
- Delivery of new switches that satisfy the specifications below.
- OmniVista device management license for each switch (adding to the County's existing licenses).

Technical Requirements

- **Switch 1**
 - 20x SFP+ connections (10 Gbps, SMF)
 - [option]: 30x connections
 - 4x RJ45 connections (1 Gbps)
 - 2x high-speed connections (40 Gbps)
 - [option]: 100 Gbps
 - 1x long-range connection (10 Gbps, SMF, 80 km)
 - [option]: higher speeds if available @ 80 km
- **Switch 2**
 - 15x SFP+ connections (10 Gbps, SMF)
 - [option]: 20x connections
 - 2x RJ45 connections (1 Gbps)
 - 1x high-speed connection (40 Gbps)
 - [option]: 100 Gbps
 - 1x long-range connection (10 Gbps, SMF, 40 km)
 - [option]: higher speed, *but only up to matching Switch 1*
- **Switch 3**
 - 1x long-range connection (match Switch 1 long-range specs)
 - 1x long-range connection (match Switch 2 long-range specs)
 - Long-range connection speeds should match between Switches 1, 2, and 3.
- **Switch 4 (x2)**
 - 1x high-speed connection (40 Gbps)
 - (match high-speed connection on Switch 1)
 - 1x 40 Gbps connection
 - 48x RJ45 connections (1 Gbps/10 Gbps)
- **Switch 5**
 - 1x high-speed connection (40 Gbps)
 - (match high-speed connection on Switch 2)
 - 1x 40 Gbps connection
 - 48x RJ45 connections (1 Gbps/10 Gbps)
- **Additional Edge Switches**
 - 3x OS6860-P48 switches

Additional Requirements

- Switches must be rack-mountable.
- Switches must have redundant power supplies.
- Switches must have advanced routing features licensed or available at no cost.
- Pluggable modules (i.e. SFP) must be listed as line items separate from the switches.
- 3+ year product warranty, auto-renewing



IV. County Information and Responsibilities

Administrative Information

The County of Inyo Information Services Department, through the Office of the County Administrator, is sponsoring this project, and the County of Inyo Information Services Department is managing the project. Respondents are specifically instructed to not contact any elected officials or other County employees for meetings, conferences or discussions related to this RFP. Unauthorized contact with elected officials or County personnel may result in rejection of the respondent's RFP response.

Inquiries and County Project Contact

Scott Armstrong, Information Services Director
County of Inyo
P.O. Box 477
Independence, CA. 93526

Phone: 760-878-0390
Fax: 760-872-2712
Email: sarmstrong@inyocounty.us

All inquiries should be directed via email to Scott Armstrong, Director of Information Services, County of Inyo. The closing time for inquiries related to this RFP is September 30, 2020, 4:30 p.m. All inquiries and the associated County responses will be posted on the County website. Interested parties are cautioned that the opportunity to obtain additional information should not be viewed as a sales presentation opportunity.

Rights of the County

The County retains sole discretion regarding every aspect of the RFP evaluation and selection process. The County reserves the right to, but is not limited to:

- Select the proposal for purchase
- Accept other than lowest offer
- Reject any or all responses without cause
- Reject all responses and seek new responses when such action is judged to be in the best interest of the County
- Request and receive additional information as the County believes is necessary, and disqualify any respondent and reject any responses for failure to promptly provide such additional information
- Request additional information or clarification from respondents, or allow corrections of errors or omissions
- Postpone or extend the RFP deadline for its own convenience or benefit
- To disregard all non-conforming, non-responsive or conditional proposals
- Approve or disapprove sub-contractors
- Waive technical defects in responses and to accept the response which, in the sole judgment of the County, is in its best interest
- Negotiate with any and all respondents
- Change the amount of funding available

- Enter into a purchase agreement with another respondent in the event the originally selected respondent fails to deliver the purchased equipment to the County
- Reject any or all proposals or portions thereof, and to reduce the scope of the Project

V. Evaluation and Selection

Selection of Winning Bid

The bid selection will be based on “best value.” The County’s evaluation team will evaluate all of the relevant factors, including responsiveness to the proposal requirements, qualifications of the proposer, the proposer’s history in delivering products, providing support, and any other reasonably established factor necessary to determine what proposer will provide the “best value” to the County.

As soon as practicable after evaluation and ranking of the proposals and the selection of the top finalist, the purchase request will be presented to the Board of Supervisors for award at its sole discretion, contingent on funding.

Ranking

A team selected by the County will evaluate all proposals deemed responsive to the request. The proposals will be ranked based on an analysis conducted by the evaluation team. The top ranked respondents will be deemed finalists and may be asked to meet in person as a means of further evaluating the respondent’s claims provided in the proposed solution.

Discussions and product demonstrations requested by the County may take place with the finalists to clarify the proposal and obtain a best and final offer. Any award granted will be granted to the respondent proposing the best solution for the County as determined solely by the County.

Evaluation Criteria

No commitment will be made to select a respondent’s proposal solely on the basis of price. The County will evaluate the detail substantiating the general estimated costs provided and suitability for the County’s needs.

The primary basis for selection will be the proposed solution’s ability to meet the County’s project goal and associated requirements; however, consideration will also be given to overall value, as well as to the respondent’s reputation and ability to be a strong business partner.

Responses to this RFP will be evaluated according to the following criteria:

Proposal Evaluation Criteria	Evaluation
Completeness of Response	Pass/Fail
Ability to Satisfy the Scope of Work - Requirements	Pass/Fail
Pricing without Options	Ranked
Pricing with Options	Ranked

Request for Proposal Protest

In the event a dispute arises concerning the Request for Proposal process prior to the County placing an order with the winning bidder, the party wishing resolution of the dispute shall submit an appeal request in writing to the County Director of Information Services. Bidder may appeal the recommended award or denial of award, provided the following stipulations are met:

- Only a bidder who has actually submitted a Proposal is eligible to submit an appeal request or proposal protest against another bidder. Subcontractors are not eligible to submit proposal protests. A bidder may not rely on the proposal protest submitted by another bidder, but must timely pursue its own protest.
- Appeal must be in writing. The appeal must contain a complete statement of the basis for the protest and all supporting documentation. Materials submitted after the Proposal Deadline will not be considered. The protest must refer to the specific portion or portions of the purchase agreement upon which the protest is based. The protest must include the name, address and telephone number of the person representing the protesting bidder if different from the protesting bidder.
- A copy of the protest and all supporting documents must also be transmitted by fax or by e-mail, by or before the Protest Deadline, to the protested bidder and any other bidder who has a reasonable prospect of receiving an award depending upon the outcome of the protest.
- Must be submitted within ten (10) calendar days of the date of the recommended award or denial of award letters.
- An appeal of a denial of award can only be brought on the following grounds:
 - Failure to follow the selection procedures and adhere to requirements specified in the Request for Proposal or any addenda or amendments;
 - There has been a violation of conflict of interest as provided by California Government Code Section 87100 et seq.;
 - A violation of State or Federal Law

Appeals will not be accepted for any other reasons than those stated above. All appeals must be sent to:

Scott Armstrong, Information Services Director
County of Inyo
P.O. Box 477
Independence, CA. 93526

County Information Services Director shall make a decision concerning the appeal, and notify the Proposer making the appeal, within a reasonable time frame prior to the tentatively scheduled date for selecting the winning bidder and proceeding with the purchase. The decision of the County's Information Services Director shall be deemed final.

VI. Responsive Proposal

Deadline

The deadline for submitting a proposal for the Core Network Switch Refresh Project is October 2, 2020, 4:30 p.m.

Proposal Format

Use the following format in developing a proposal in response to our request for proposals. You can include additional information that you feel is relevant, but the evaluation team will evaluate your proposal based on the criteria and requirements identified in this RFP.

- Identify clearly on the cover that your proposal is for the Core Network Switch Refresh Project for the County of Inyo, California.
- Describe how you will satisfy each of the three sections in the Scope of Work.
- Identify Project Costs
 - Itemize and summarize the different types of costs.
 - Indicate the total cost for the entire project.
 - Itemize and summarize any annual, recurring or other ongoing costs.
- The proposal should be delivered in a digitally readable format, preferably as a PDF file.

Use of Proposals and Respondent Guarantees

The respondent's proposal submitted in reply to this RFP acknowledges that the rights have been reserved to include the selected respondent's proposal or any part or parts of the selected respondent's proposal in the Board Request for approval to purchase. Submission of any proposal indicates acceptance of the conditions contained in the RFP. All proposals submitted shall be valid for a period of 120 calendar days from the date of proposal opening.

Obligations Assumed by Submitting a Proposal

By submitting a proposal, the respondent certifies that:

- Those submitting proposals do so entirely at their expense. There is no expressed or implied responsibility on the part of the County to reimburse respondents for any expenses incurred for preparing or submitting proposals, providing additional information when requested by the County, or participating in any selection interviews.
- The respondent thoroughly understands the terms of the specifications and has successful experience in each area of the proposed work;
- The respondent has made themselves familiar with all Federal and State Laws, local laws, ordinances, and regulations which in any manner affect the project work or the delivered product.
- The prices in this proposal have been arrived at independently and without consultation, communication, or agreement, for the purpose of restricting competition as to any matter relating to such prices, with any other respondent.
- The respondent has not paid or agreed to pay any fee or commission, or any other item of value contingent on the award of this purchase to any employee, official, or current contracting consultant of the County of Inyo.

No purchase shall be considered binding upon the County until the County Board of Supervisors has made a final award and approved the purchase. The County is interested in working with a respondent able to initiate the project immediately following successful price negotiations.

Failure to Execute Purchase Agreement

Failure to properly execute the purchase agreement within thirty (30) days as specified, at the County's discretion, may be cause for cancellation of the award.

In the event the award to the successful respondent is cancelled, the award may then be made to the next highest ranked responsive and responsible respondent, and such respondent shall fulfill every stipulation embraced herein as if the original party to whom the award was made; or the County may reject all of the proposals, as its interest may require.

Respondent Competency

The County may make such investigation as it deems necessary to determine the ability of the respondent to perform the work. The County may require the respondent to present satisfactory evidence that it has sufficient experience and skilled workers to complete the work. The County will use the forgoing information, if required, as an aid to selecting a proposal as the winning bid. Nothing contained in this section shall be construed as depriving the County of its discretion in the matter of selecting a proposal as the winning bid. The County reserves the right to reject any proposal if the evidence submitted by the respondent or an investigation of such respondent fails to satisfy the County that such respondent is properly qualified to carry out the obligations of the Project.

Prime Contractor Responsibility

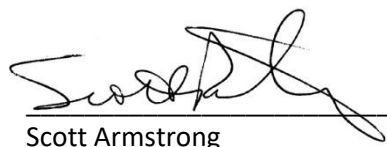
Any respondent's proposal that includes equipment, software or services that are marketed, supported or supplied by other companies or individuals must contain a statement that the respondent will act as the prime contractor for the entirety of project, not limited to the development, design and delivery of the project.

Legal Address

The address given in the proposal is hereby designated as the legal address of the Respondent. Such address may be changed at any time by notice in writing via email delivered to the County Project Contact. The delivering at such legal address or the depositing in any post office, in a postpaid, registered wrapper, directed to the above named address of any notice, letter, or other communication to the Respondent shall be deemed to be a legal and sufficient service upon the Respondent.

VII. Project Funding for the Core Network Switch Refresh Project

The County has identified funding for the Core Network Switch Refresh Project. The full scope of the Core Network Switch Refresh Project must be completed within the identified project budget.



Scott Armstrong
Information Services Director, County of Inyo

Date: September, 11, 2020
