

Category I -Leased Lit Fiber and Internet Service Proposal Questions

Question:

1. The Form. In past RFP's, although the spreadsheet was broken out per location for WAN services, internet bandwidth was not. Said another way, Elevate provided a "Total Wan Cost" for the aggregate of all campuses, then separately, we provided a "Total Annual Bandwidth Cost." The pricing form provided this year appears to require a single line item for each campus, wherein the WAN services and the Internet Bandwidth Services would be added together and displayed on that line. Am I correct in this assumption? If I am not making myself clear, I can be reached at (970) 901-9176 for further clarification – I want to get this right.

Response:

Please add one additional line per location to show the pricing for the Fiber on one line per location and the internet bandwidth pricing per location.

Question:

2. On page 4, the instructions specifically ask for us to EMAIL the bid to James Pavlich. On page 11, the instructions ask the bidder to deliver a sealed, hard copy bid to the MCSD offices at 930 Colorado Avenue and it specifically states "Bids may not be emailed, no exceptions." Please advise to which is the correct method for submission.

Response:

Please email your responses as requested on page 4. The directions to mail the document on page 11 is not correct and should have been deleted.

Question:

3. It clearly states that this RFP is for one year, whereas in the past the MCSD bids were placed for two year intervals. As this affects pricing, please confirm that this is indeed a one year contract.

Response:

Please provide the pricing in one year and optionally two years if this provides MCSD with additional savings.

Question:

4. As the incumbent provider with two years of successful service to MCSD, does Elevate have to provide a list of references, financials and more importantly a Bid Bond? References and publicly available financials can be provided easily, however bid bonds are arduous, time consuming and expensive. And typically the price of the bond is then reflected somewhere within the pricing. And in this case, a bid bond of 5% would only be for approximately \$3,000 dollars. Please advise as to the necessity of the aforementioned items, or if they'll be waived for an incumbent provider with a track record of solid service.

Response:

Waiving the bid bond cannot be done for one company. All vendors that bid should provide the 5% bid bond.

Question:

5. Elevate has been involved in conversations with MCSD for some time now regarding payment from USAC. In 2021, due to MCSD issues with USAC, Elevate went six months without being paid by USAC. Eventually, MCSD paid Elevate for the delinquent USAC amounts, with an agreement that once USAC paid Elevate, Elevate in return would reimburse MCSD for the amount they had paid. Due to this problem, Elevate had conversations with MCSD leadership (Superintendent, CFO, CTO, etc.) about having MCSD pay Elevate monthly for services rendered and then MCSD would seek 100% reimbursement for their funding from USAC. On page 6 of the RFP however, it states that "The successful bidder agrees to receive a portion of the payment for the provisions of goods and services described herein directly from the Universal Service Fund (USF)..." Therefore, is this

negotiable? It seemed MCSD was willing to perform payments differently in our conversations we had with them. Please advise if that has changed.

Response:

It is MCSD's desire that successful bidders will receive direct payment from the E-Rate program for the discounted portion of their fees and Montrose County School District will pay the non-discounted monthly and one-time fees.

ACKNOWLEDGEMENT OF RECEIPT OF QUESTIONS AND ANSWERS

WE HEREBY ACKNOWLEDGE RECEIPT AND UNDERSTANDING THE ADDENDUM AND INFORMATION CONTAINED HEREIN AND AGREE TO FURNISH THE ITEMS ON WHICH PRICES ARE QUOTED IN ACCORDANCE WITH ALL TERMS AND CONDITIONS PREVIOUSLY LISTED AND ANY ATTACHED SPECIFICATIONS.

BY: _____ DATE: _____ TITLE: _____

FIRM: _____ PHONE: _____

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