



Fulton County, GA

# Department of Purchasing & Contract Compliance

*Cecil S. Moore, CPPO, CPPB, CPSM, C.P.M., A.P.P*  
*Director*

January 7, 2010

**Re: 10ITB100YB-BR**  
**SELF MANAGED DATA CENTER SERVICES**

Dear bidders:

Attached is one (1) copy of Addendum 2, hereby made a part of the above referenced bid(ITB).

Except as provided herein, all terms and conditions in the bid referenced above remain unchanged and in full force and effect.

Sincerely,

Brian Richmond  
Assistant Purchasing Agent

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# 10ITB100YB-BR, SELF MANAGED DATA CENTER SERVICES

## Addendum No. 2

### Page Two

This Addendum answers questions asked by interested vendors and **modifies** the original ITB documents as noted below:

**Question:** Pg 5 Subcontracting opportunities. My company is planning to submit as a Prime Contractor, however, in case we are not awarded the contract, can we also put our company name on the website ([www.fultoncountyga.gov](http://www.fultoncountyga.gov)) under the Subcontracting Bid Opportunities?

**Answer:** Actually, you don't put your name under the subcontracting bid opportunities. That site is for prime contractors looking for vendors to be subcontractors. Those vendors interested in being subcontractors can then contact the primes. You can submit a bid for this contract and if you are not awarded a contract, you can contact those vendors who were awarded to see about subcontracting opportunities.

**Question:** Pg 7 #9 Term of Contract. The bid indicates minimal of no escalations most feasible. Given there are cost of living adjustments most every year, are the bidders who submit with incremental costs (not to exceed 2% per option period) penalized in any way? i.e., given lower consideration than other bidders? If so, please advise (please specify if possible).

**Answer:** The ITB will be awarded to the lowest responsible and responsive bidder based on total costs of Year 1, this addendum modifies the ITB to remove costs for Year 2 and Year 3. The cost of a la carte services will not be used to calculate the lowest total cost of each submitted bid.

**Question:** Pg 8 #12 Right to Reject Bids "Unbalance bids"? Please clarify what this is.

**Answer:** An unbalance bid is a bid in which the price of one or more of the items on a bidder's bid are much higher or much lower than the prices on the other vendor submittals for those same items.

**Question:** Pg 9 #21 Are bonds and insurance required for this bid?

**Answer:** No bonds are required for this project. But an insurance certificate is required.

**Question:** Pg 13 #27 (M) Regarding delivery date for each item. Is there a schedule available from the County? Or will the bidders' schedule suffice?

**Answer:** After the award of the bid has been approved by the Fulton County BOC, the date of contract execution is the start date of the project.

**Question:** Pg 44 Exhibit B - Employment Report. Is a report needed for each employee? Or is it just necessary to indicate in each applicable category on the page the number of employees for that category?

**Answer:** The latter. Each company, not each employee, submitting the bid should complete the Exhibit B indicating in the number of employees for each category

**Question:** P56 No heading Just blanks to be filled in by the bidder? Please clarify what is expected on this page and who needs to fill it out.

**Answer:** This page is a continuation of the previous page (pg 55).

## Page Three

**Question:** P87 Purchasing Forms. If possible, please email a copy of the correct form, to ensure we have the latest.

**Answer:** This sheet, and all pages after page 65, is part of a sample contract, which will come into play after the bid is awarded. As far as submitting a bid, you need not be concerned with all pages after page 65.

**Question:** p89 Exhibit F Insurance & Risk. The page states, "The following info should be inserted after you have received submittals from the "Contractor"? Should "Contractor" be changed to "County"? If not, please provide clarification on this request.

**Answer:** All pages after page 65 is part of the sample contract, which come into play after the bid is awarded. As far as submitting a bid, you need not be concerned with all pages after page 65.

**Question:** In regards to the insurance policy is the coverage listed absolutely necessary although there might not be some of the coverage not required by our company to do business?

**Answer:** All of the policy limits must be satisfied

**Question:** If this is a joint venture can the insurance policy of the partner company be applied?

**Answer:** We have two options in this case:

1. A Certificate of Insurance in the name (Named Insured) of the joint venture
2. An individual Certificate of Insurance from each party of the joint venture

In either scenario, the County must be listed as an "Additional Insured" and the policy limits must be satisfied.

**Question:** Is there only 2 racks?

**Answer:** For the initial implementation, there is a requirement for only two (2) cabinets.

**Question:** Is there only 2 megs of memory?

**Answer:** There is no requirement for "memory". However, there is a requirement for 2 MB/sec sustained internet bandwidth, 6MB/sec peak internet bandwidth over any 5 minute window.

**Question:** Power requirements-25 amp. Is that correct?

**Answer:** The updated power requirements are included in an addendum to this ITB.

**Question:** Any bi-managed plans for the future?

**Answer:** Not at this time.

**Question:** Will it be self managed?

**Answer:** Yes, this will be self-managed.

**Question:** Will solution connect back to internet?

**Answer:** Yes, the solution should connect back to the internet.

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## Page Four

**Question:** Is there any growth (pg 65)?

**Answer:** At this time, Fulton County does not anticipate additional requirements for services beyond those outlined within the ITB. However, given that there may be unforeseen growth over the life of the three (3) year contract, the County is requesting a la carte pricing for certain additional data center services. Fulton County may choose to purchase any, all or none of the a la carte additional data center services at any time over the life of the contract.

**Question:** Any need for disaster recovery or backup?

**Answer:** The selected vendor's solution must provide adequate disaster recovery capability to meet the power requirements outlined on Page 63 of the ITB. There is no requirement for disaster recovery or backup services for the County's systems to be located within the selected facility.

**Question:** Do you have a current contract to provide this service?

**Answer:** Yes.

**Question:** Will the county install all equipment?

**Answer:** Yes. The county will install servers

**Question:** Will the company provide the physical infrastructure and Fulton County will provide the systems?

**Answer:** Yes.

**Question:** If the bidder does not meet the specifications of the bid, what happens?

**Answer:** The bid could be considered non-compliant and eliminated from consideration.

**Question:** Do you have a description of your managed services?

**Answer:** There are no managed services called for within this Invitation To Bid (ITB).

**Question:** Who will provide the installation?

**Answer:** Fulton County Department of Information Technology (DoIT).

**Question:** Will bandwidth requirements increase?

**Answer:** Based on trends, Fulton County does not anticipate a need for bandwidth beyond what is described within the ITB for the period of the anticipated contract (three years).

**Question:** Are you looking for a more secure space?

**Answer:** Although security is an important element to any successful solution, it is not the driving element of this solicitation.

Please add the following to the existing scope of work and technical specifications.

General
<ul style="list-style-type: none"><li>• The data center shall meet the following environmental requirements:<ul style="list-style-type: none"><li>○ Operating Environment: 23 - 113 °F (-5 - 45 °C)</li><li>○ Operating Relative Humidity: 5 - 95%</li><li>○ Operating Elevation: 0-15000 feet (0-4500 meters)</li><li>○ Storage Temperature: 13 - 149 °F (-25 - 65 °C)</li><li>○ Storage Relative Humidity: 5 - 95%</li></ul></li></ul>
Power Requirements
<ul style="list-style-type: none"><li>• Fulton County will be providing the Power strips for each cabinet (4 - Rack PDU, Switched, Zero U, 30A, 200/208V, (21)C13 &amp; (3)C19</li></ul>
<ul style="list-style-type: none"><li>• Power Source: (4) power whips are needed with the following details</li><li>• NEMA L6-30P</li></ul>  <ul style="list-style-type: none"><li>• 200-240 VAC - Maximum Input Current per phase 30A</li><li>• (2) Power whips per cabinet (2-cabinets) will be installed and accessible beneath each server cabinet thru appropriate sized cut tile</li></ul>

Please delete the following from the scope of work and technical specifications:

Power Requirements
<ul style="list-style-type: none"><li>• There should be (2) 25amp power strips per cabinet, each strip from separate power distribution units, and protected by separate UPS / Power backup lines.</li></ul>

**On page 65, Section 7- Pricing Forms, please disregard what is there and replace with the following:**

**SECTION 7 – PRICING FORMS**

This section should contain the appropriate schedules of pricing forms such as schedule of quantities and prices or schedule of unit and lump sum prices for this project.

Instructions to User Departments: if the pricing structure is included as part of the Bid Form, this section is not required and can be deleted.

<b>ACQUISITION COSTS</b>	
Base Fee (per requirements)	\$
Service Charges	\$
Maintenance Charges	\$
<b>YEAR ONE COST - (basis bid evaluation)</b>	<b>\$</b>
<b>A LA CARTE SERVICES (if needed for growth)</b>	
Full Cabinet (1 additional)	\$
Half Cage (3 racks)	\$
Full Cage (5 racks)	\$
IP addresses (from base requirement of 32 to 64)	\$
6MB Network Speed	\$

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**Page Seven**

**ACKNOWLEDGEMENT OF ADDENDUM NO. 2**

The undersigned bidder acknowledges receipt of this addendum by returning one (1) copy of this form with the bid package to the Purchasing Department, Fulton County Public Safety Building, 130 Peachtree Street, Suite 1168, Atlanta, Georgia 30303 by the ITB due date and time **Tuesday, January 12, 2010, 11:00 A.M.**

This is to acknowledge receipt of Addendum No. 2, \_\_\_\_\_ day of \_\_\_\_\_, 2010.

\_\_\_\_\_  
Legal Name of Bidder

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Title

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