

Acknowledgment of Addenda

The undersigned acknowledges receipt of the following addenda to the bidding document:

THE COMPLETED ACKNOWLEDGEMENT OF ADDENDA FORM SHOULD BE RETURNED WITH BID RESPONSE PACKAGE: NOT SENT TO RIPTA SEPARATELY

NOTE: Failure to acknowledge receipt of all addenda may cause the bid to be considered non-responsive to the solicitation. Acknowledged receipt of each addendum must be clearly established and included with the bid.

Name of Bidder

Street Address

City, State, Zip

Signature of Authorized Official

Date

Attached please find the following documents

Request for Approved Equals and RIPTA Response from the following vendors

1. LCN Networks
2. Metropolitan Telephone
3. NEC Corporation
4. NWN Corporation

Minutes of Pre-Proposal Meeting held April 20, 2016.

Revisions to Scope of Work

Revised Table of Conformance.

Revised Price Submittal Worksheet

The enclosed version of these documents supersede any previous versions.

It should be noted that the Table of Conformance and Price Submittal Worksheet must be submitted in Excel and Printed Versions.

Proposers needing an electronic version of the Documents are requested to email Michael M^cGrane, Contracts Manager at mmcgrane@ripta.com

Minutes of Pre-Proposal Meeting: April 20, 2016

The meeting came to order at 1:02 p.m. Michael J. McGrane, RIPTA Contracts Manager welcomed all those present. Mr. McGrane introduced RIPTA Personnel present. Mr. McGrane gave a brief background of the purpose of this meeting. Mr. McGrane asked those present to identify themselves when asking questions.

Michael McGrane cautioned prospective bidders to be diligent when completing the required forms, to pay attention to the details such as the required number of copies needed. Vendors need only to submit the required forms listed in the Proposal Package on page 40. Vendors must also submit all the necessary information required in the Scope of Work. Vendors having difficulty completing the required forms are encouraged to contact the Michael McGrane for guidance. He also cautioned bidders not to procrastinate when filling out the paperwork. RIPTA Staff have busy schedules, therefore may not always be available for last minute questions.

Michael McGrane also reminded those present to pay particular attention to the Insurance Requirements listed on Page 62 and 63 of the Proposal Package. They are not the same requirements utilized by other State Agencies.

Anne LeClerc, RIPTA Chief Information Officer gave a brief description of the Project.

The following questions were submitted by Carousel Industries prior to the Pre-Proposal Meeting

1. Please clarify what is desired for the Bridged Call Appearance within the Cisco platform?
 - a. Avaya has this feature and looks as if two users may pick up a call at the same time and actively take part. In the Cisco realm it is a bit different in terms of having the ability to pick up an active line and take part in the call from multiple devices, we can leverage conference features and or Call Barging but it is not the same as just picking up a shared line that is active Cisco actually treats that as a new call. For Call Status Cisco leverages Presence for all extensions not just shared, but shared lines always show the status of the line.

RIPTA Response:

RIPTA seeks the ability to host a conference call number for multiple external and internal parties. Vendors should describe how their product does this.

2. Programmable Buttons:
 - a. What functionality are you looking for?
 - i. Depending on need different IP Handsets have more buttons to allow speed dials, monitor buttons and etc.

- ii. Most services are programmed through the services button and a list of offered services is provided.

RIPTA Response:

Vendors should detail what functionality their programmable buttons can support.

3. Toll Charges:

- a. What is the use case for Least-Cost Routing for mitigation of toll charges?

- i. There are only two sites with PSTN connectivity, so only two places in which we can leverage toll charge mitigation for local calls

- a. Does the scenario only encompass local calls for Newport and Melrose, or is it desired to leverage the POTS (Analog Lines) at each site as well for local dialing?

RIPTA Response: Least cost routing is not included as a requirement. This function is unnecessary for the POTS lines.

- b. Is there a preferred site for all Long Distance Calls?

RIPTA Response: Long distance calls will be allowed at each site.

4. Paging System:

- a. What vendor or platform is currently used for overhead paging?
b. Cisco's paging solution is provided by Singewire Informacast (Basic Paging functionality for up to 50 phones/devices is included without cost, further licensing is required for more endpoints).

- i. This functionality provides paging over the Speaker of IP Handsets as well as for an extension used to call the overhead system and broadcast.

RIPTA Response:

RIPTA does not have a vendor for overhead paging. The telephone system paging is connected to amplifiers in each building. Our page zones are setup to go through the speakers and through telephones. There are also 5 phones that have been attached to amplified horns in open garage areas in order for the foreman to hear their phones ringing. We would like the same functionality that we currently have.

5. What are the current Plantronic Models for wireless headsets?

RIPTA Response:

None. RIPTA plans to use Plantronic wireless headsets with the new system, and requires vendors to list which models are compatible.

6. Phones and User Devices:
- a. How many shared space phones are required (i.e. lobby, kitchen and waiting areas)?
 - b. Are there any conference room phones being replaced or needed?
 - c. Is there a need for receptionists or any users to have sidecars (Add on module supporting addition of dozens of speed dials and allowing a user to monitor multiple lines from one device) for multiple lines to answer as well as transfer and see status of another user's line?
 - d. Will all users be granted mobile device support (i.e. ipads, tablets and mobile phones)?
 - e. There are multiple IP Handset options available dependent on features, some of which are Video Capable phones and colored displays. What set of features and for how many users if any additional functionality like Video Calling is needed?

RIPTA Response:

- a. **Approximately 10 shared space phones are required.**
- b. **No. RIPTA will continue to use its current conference phones.**
- c. **No.**
- d. **This will not be initially used, but would like the option for future use.**
- e. **We have not requested video calling, but you can list it as an option in your proposal.**

The following questions were submitted by NEC Corporation prior to the meeting

1. Page 2 – states – The Disadvantaged Business Enterprise goal for this project is: Not Applicable % however on Page 40, there is an (X) next to Disadvantage Business Enterprise. Which is applicable to this opportunity?

RIPTA Response: The forms are checked off to document any DBE Participation that the Proposers may have regardless of Goal

2. Page 6, K. – states – RIPTA confirms there are no state, local or federal taxes applicable to this purchase.
Page 17, L. – states – Except as may be otherwise provided in this Contract, the Contract price includes all applicable Federal, State, and Local taxed and duties. The Authority upon the request of the Contractor shall, without further liability, furnish evidence appropriate to establish exemption from any Federal, State, or Local tax. Which is applicable to this opportunity?

RIPTA Response: The Authority is exempt from Federal, State and Local Taxes. There may be some specialized fees that may not have the exemption. Proposers should be aware of these fees, if applicable

3. Page 22, AA. – states – The Contractor shall provide a Certificate of Current Cost or Pricing Data as required in Subpart 15.804 of the Federal Acquisition Regulations (48 CFR 15.804) in support of any negotiated contract expected to exceed \$100,000 any modification to a formally advertised or negotiated contract on which the aggregate of the increase and decrease in cost are expected to exceed \$100,000; the Contracting Officer at his discretion may request cost or pricing data for modifications on which cost are \$100,000 or less and an attendant certificate of current cost or pricing data. Can RIPTA kindly supply a sample matrix of the format in Excel that it desires?

RIPTA Response: The Proposer can provide the information as requested in a format that is suitable as the need arises

4. Page 25, GG. – Davis – Bacon Act, prevailing wage rate. NEC understands that:

all workers must be paid at least once per week
computed at rates not less than those contained in the wage determination of the Secretary of labor, which is attached hereto and made a part hereof, regardless of any contractual relationship, which may be alleged to exist between the contractor in such laborers and mechanics.

Page 40 – Davis Bacon Act Compliance – Applicable Type: (X) Building

Can RIPTA kindly supply the appropriate wage schedule required for compliance?

RIPTA Response: The Wage table can be found at the following web address: <http://www.dlt.ri.gov/pw/pwFAQ.htm>.

It is the responsibility of the Contractor to fully comply with the provisions of the Davis Bacon Act.

The current Wage Schedule is General Decision Number: RI160001 04/01/2016 RI1

5. Page 41, C. – PAYMENT SCHEDULE – states – Payment will not be made until receipt and installation of merchandise is accepted by the transit authority.

Can progress payments be included to coincide with actual deliveries?

RIPTA Response

Final payment will not be made until after final acceptance. Vendors may propose a payment schedule based on deliverables. All deliverables and terms must be clearly defined. This should be included with the cost proposal. The Authority will not pay for any travel expenses or travel time.

6. Please confirm that RIPTA is presumed to be providing any new data switch ports required for additional telephone instruments, Is that correct?

RIPTA Response: Yes

7. Page 81 – Section 10 Cost Proposal – – states ~~

- a. Nonprofit and Government discount should be noted. – –
- b. RIPTA requires all contractors to provide cost estimates for required software upgrades and maintenance for the next 5 years if these expenses are not included in an ongoing service agreement – –
- c. Cost Form must be submitted in Excel

Can RIPTA kindly supply a sample matrix of the format in Excel that it desires?

RIPTA Response It will be supplied along with the Addenda.

8. Page 84. – – BACKGROUND and CURRENT

ENVIRONMENT

RFP states – – RIPTA currently has an IVR connected to the current telephone system. It uses multiple extensions in a hunt group fashion. The IVR is controlled by a Windows 7 workstation and interfaces with the IBM iSeries application to retrieve customer related information.

Is it RIPTA's intention to continue utilization of the current IVR system?

RIPTA Response:

Yes

How many ports constitute the array of connections and are they included in quantities specified elsewhere?

RIPTA Response:

8, plus a 4 line holding area

Does the IVR interface directly or indirectly (i.e. through IBM iSeries?)

RIPTA Response:

Indirectly, the iSeries is only used for the DB files

With any other system(s)?

RIPTA Response: No

9. RFP states – – RIPTA operates two customer call centers, with a total of 20 customer service representatives, 4 supervisors actively managing the call centers, and up to 6 other managers looking at real-time call center data on a varying basis.

Is this Call Center capability provided as a part of the Inter-Tel Axxess system and are these the complete specifications for the new call center?

RIPTA Response: Yes

10. Page 85 – Eligible Systems and Solutions – RFP states that RIPTA intends to install a VoIP solution manufactured by one of the following companies (or approved equal): • ShoreTel • Cisco Systems

Please advise if RIPTA will accept and fully/equally consider proposal from a manufacturer that is neither Cisco or Shortel? If yes, please advise as to the specific characteristics, qualities or features provided by these 2 systems manufacturers' (• ShoreTel • Cisco Systems) solutions that are necessary to be included in another manufacturers' product, in order to attain the status of "approved equal". With this information, NEC Corporation. of America will better be able to assess the viability of this project, as well as the appropriate solution to propose.

RIPTA Response: The Authority will consider Requests for Approved Equals that are submitted prior to the deadline. The responses will be issued in an addenda.

11. Page 86. D. – 84 new cables for CAT 5 required to support 10/100 phones across 4 buildings, as well as unit pricing is required. Is that correct and needs to be quoted?

RIPTA Response:

Total Projected Phones: 209, plus an additional 70 ports available for future expansion to individual sites.

Actual Telephone Count:

705 Elmwood Avenue (Admin and Ride) –132

269 Melrose Street /Chafee – 60
Kennedy Plaza – 7
Newport Division – 10

Types of phones:

10/100 – 132 phones, plus an additional 10 for spares

Gig – 54, plus an addition 10 for spares

Analog – Currently using 36 analog devices (Cordless phones, analog phones, etc.). We will continue using the existing phones that we currently have.

- Elmwood and Melrose/Chafee locations should be built to allow for an additional 25 open ports for each site for future expansion to the sites.
- Kennedy Plaza and Newport locations should be built to allow for an additional 10 open ports for each site for future expansion to the sites.

12. Are there specifications for number of lines required on multiline phones or other specifications/requirements like display, display size on any of these telephone instruments?

RIPTA Response:

Multiline phones are not required. There is no minimum requirement for display size. Cost proposals should include the lowest cost phone that meets RIPTA's requirements. Other models should be included as options. See the cost proposal.

13. Page 87 – Analog ports required Gateway devices, therefore it is necessary to understand the quantity of analog ports required at each location.

What are the requirements by site?

RIPTA Response:

269 Melrose/Chafee – 12 with an additional future expansion of 6

705 Elmwood Ave – 18 with an additional future expansion of 6

KP – 3 with an additional future expansion of 4

Newport – 3 with an additional future expansion of 4

14. Page 88 RIPTA has an active IVR system, which we assumes functions in concert with what you call a Call Manager System, which we believe is your Call Center. Please provide additional details particularly relating to greeting and call flow, integrations between IVR and the Call Center application and how it integrates with RIDES CALL CENTER based on the following:

Excerpt from RIPTA Paper found on line~~~~"Ride's Call Center receives nearly 1,200 calls a day for all these statewide services. The Call Center determines customer and trip eligibility, manages the reservations and scheduling of all services, provides billing and service

reports for funding agencies, and monitors service quality. RIPTA also provides centralized maintenance of all RIDE vehicles.”
2 RIPTA Strategic Planning Committee, “A VISION FOR THE FUTURE OF TRANSIT IN RHODE ISLAND,” RIPTA’s Five Year Strategic Plan to Keep Rhode Island Moving-(March 2011)

RIPTA Response:

The IVR does not interact with the RIDE Call Center. The Call Manager System is a management tool only. Please re-read Section E, System Design Requirements; Number 3, Call Manager System Solution. The attached excerpt has nothing to do with the current bid.

There being no further business, the meeting adjourned at 1:40 p.m.

Mr. Gerard Romano of Black Box raised the following questions:

Can you provide additional information on the following:

1. The details about additional lines needed as part of this project
RIPTA Response: Additional lines as stated on page 86, are not new lines. The intent of this was to have the vendor provide additional future expansion in addition to the base phone system proposal.
2. The T-1 lines located at each location
RIPTA Response: There are no T1 lines located at any location. There are TLS lines currently in place that will be used to transport calls from site to site.
3. Please provide information on the Analog Phones, other devices and 4 polycoms
**RIPTA Response: The following information will provide analog counts per site: 269 Melrose/Chafee – 12, 705 Elmwood Ave – 18, KP – 3, Newport – 3
The devices will include, but are not limited to the following: regular analog phones, cordless phones, overhead speakers, 3 Polycoms (Model:SoundStation2W.**
4. 10/100 phones
RIPTA Response: These phones will be used in areas with dedicated data connections for the phones.

RIPTA Response: An addenda will be issued with these details

5. Need details on wiring, and type of wire (Cat 3 or Cat 5)
RIPTA Response: Due to the difficulty of estimating costs, we have decided to exclude wiring from the Proposal requirements. However, wiring costs per foot and associated labor are required in the cost proposal. All wiring is to be Cat 5. If additional wiring is needed once the project is underway, RIPTA will issue an additional task to the awarded vendor.

6. Can you provide some information regarding the Call Recording Feature?

RIPTA Response: There will be 20 lines that may be recorded. Four personnel will have the capability to initiate recording. Recording will be done on an ad hoc basis. Each recording could potentially last up to 30 minutes. Total recording for this functionality should be minimum of 6 hours.

Bill Hurley of Econotel raised the following question:

1. What prevailing wage schedule is to be used?

RIPTA Response: The Wage table can be found at the following web address: <http://www.dlt.ri.gov/pw/pwFAQ.htm>.

It is the responsibility of the Contractor to fully comply with the provisions of the Davis Bacon Act.

The current Wage Schedule is General Decision Number: RI160001 04/01/2016 RI1

Joe Walsh of NEC raised the following questions:

1. Can you provide more information on the IVR and how it relates to the Phone System

RIPTA Response:

The current IVR is a iMessaging Voice Response Unit. Its functionality is to provide our current customers with bus schedule information for our fixed route riders. The only other functionality is to transfer from the IVR through options provided within the IVR, to multiple extensions throughout the company.

2. Is ACD part of the Phone System?

RIPTA Response: Yes

3. Is there sufficient Data Infrastructure Present?

RIPTA Response: Yes. RIPTA will provide all POE switches and routers necessary for this project.

Mr. Doug Collins of NWN raised the following question:

1. Does the Authority consider a hosted system equal to a premise based system

RIPTA Response: No

Mr Bob Staples of Lucent raised the following question

1. Does the Authority intend to utilize Enterprise Mobility Feature system immediately

RIPTA Response: No

Michael Lieb of LCN Networks raised the following question

1. When does the Authority expect to have a decision on the Requests for Approved Equals

RIPTA Response: The Responses to the Requests for Approved Equals will be issued in approximately one week.

There being no further business, the meeting adjourned at 1:40 p.m.

Respectfully submitted
Michael J. M^cGrane
Contracts Manager

RHODE ISLAND PUBLIC TRANSIT AUTHORITY
Request for Proposals Number 16-25

VI. REQUEST FOR APPROVED EQUAL FORM

**This form must be submitted electronically IN MICROSOFT WORD
FORMAT TO RIPTA CONTRACTS MANAGER**

REQUEST FOR APPROVAL EQUAL QUALIFICATION OR CLARIFICATION

Page: All Technical Sections

Ref: RFP NO. 16-25

Project No. _____

To: Rhode Island Public Transit Authority

From: LCN networks, 260 Libbey Parkway, Weymouth, MA 02189

781-927-1127 Michael D Lieb

Page & Reference: Technical Responses for Equal Product Consideration

Request Description

Following the written process in the RFP, LCN is requesting a consideration of an approved equal to the listed manufacturers to include Alcatel-Lucent as acceptable. We have provided details within this document under the technical responses that outlines our compliance with features and functions requested in the RFP.

If accepted, LCN looks forward to offering RIPTA a concise and competitive offering and response to this RFP.

Thank you for the potential consideration of our product offering as a competitive equal.

Mike Lieb

Use Additional Sheet If More Space Is Required

Accepted: X Rejected: _____ See Addendum # _____

Explanation: _____

RHODE ISLAND PUBLIC TRANSIT AUTHORITY Request for Proposals Number 16-25 39 VI. REQUEST FOR APPROVED EQUAL FORM

This form must be submitted electronically IN MICROSOFT WORD FORMAT TO RIPTA CONTRACTS MANAGER

REQUEST FOR APPROVAL EQUAL QUALIFICATION OR CLARIFICATION

Page: 85

**Ref: RFP NO. 16-25
Project No. RI 90 x 061**

To: Rhode Island Public Transit Authority

From:

**Johna A. Krushnowski
UC Solutions Advisor
Metropolitan Telephone Co., Inc.
777 Providence Highway
Walpole, MA 02081
Email: jkrushnowski@mettel.com
Direct: 508-734-1227
Office: 508-668-3200
Fax: 508-668-7502**

Page & Reference: Page 85 Section B. Eligible Systems and Solutions

Request Description

I am requesting approval to bid on the Voice Over Internet Protocol Integrated Voice and Data System. Metropolitan Telephone is an exclusive Mitel Partner that can offer an equivalent solution to Cisco and ShorTel. We can also offer a migration path from your Inter-Tel Axxess system to a Mitel system. Metropolitan Telephone has an extensive knowledge of Transit Agencies and has installed Mitel solutions for the following: Greater Attleboro Taunton Regional Transit Authority (GATRA), Turnpike Authority in Massachusetts, and Montachusett Regional Transit Authority (MART).

In 2015, Mitel was recognized three times as a Leader in Gartner's Magic Quadrant: (1) Leader in Corporate Telephony (October 2015), (2) Leader in UC for large enterprises (August 2015), and (3) Leader in UC for Midsize Enterprises (May 2015). Mitel is the only vendor today selected to appear in all five categories of the Magic Quadrant, and is one of three vendors recognized across all Gartner UC Magic Quadrant reports. It has maintained its Leader position in UC for the second consecutive year due to the completeness of its vision and its ability to execute.

A global leader in business communications, Mitel (NASDAQ: MITL) (TSX: MNW) helps companies connect to, collaborate with and care for their customers anywhere, at any time, and over any device.

With the industry's broadest portfolio of business phone systems and collaboration and contact center solutions, Mitel is trusted by more than 60 million customers around the world including Coca Cola, Make-a-Wish Foundation, Louvre-Lens Museum (France), Philadelphia Phillies, and the Rock and Roll Hall of Fame. Today its more than 2,500 partners choose Mitel's applications and mobility options to build solutions that optimize businesses and make companies more productive.

Mitel's innovative solutions help customers keep up with leading technology trends including bring-your-own-device (BYOD), cloud-enablement, and multi-channel communication. Although Mitel designs for the future, its solutions create a foundation for today that is both scalable and upgradable for tomorrow. While Mitel is an innovative company, technology does not dictate its decisions; rather, its solutions are designed based on customer business objectives and challenges.

Mitel's Solutions have a freedom Architecture, Meaning the Software can be deployed in Purpose built Appliances, Industry Standard Servers, or in a Virtual Environment IE: VMware / Hyper-V. Mitel Solutions have many type of Redundant Options along with Network Resiliency. The Mitel Solution is capable of growing up to a 65,000 IP Phones.

Attached, you will find additional product information and specification. Please let me know if you require any additional information. I appreciate your consideration and look forward to hearing from you.

Best regards,

Johna

Use Additional Sheet If More Space Is Required

Accepted: X

Rejected:

See Addendum #

Explanation:

RHODE ISLAND PUBLIC TRANSIT AUTHORITY
Request for Proposals Number 16-25

VI. REQUEST FOR APPROVED EQUAL FORM

This form must be submitted electronically IN MICROSOFT WORD FORMAT TO RIPTA CONTRACTS MANAGER

REQUEST FOR APPROVAL EQUAL QUALIFICATION OR CLARIFICATION

Page: 85; Eligible Systems and Solutions

**Ref: RFP NO. 16-25
Project No. _____**

To: Rhode Island Public Transit Authority

**From: NEC Corporation of America
Drew Sickler, National Account Manager
drew.sickler@necam.com
(631) 755-0749 – Office
(516) 368-5344 – Mobile**

Page & Reference:

This is a request for vendor approval for a VoIP solution that is an equal qualification or clarification of the manufacturer (NEC). [Scope of Work: Section XXXVIII, Paragraph B]

Request Description:

NEC Corporation of America is asking for consideration for the upcoming bid for the Rhode Island Transit Authority. NEC Corporation of America is a wholly-owned subsidiary of NEC Corporation, a global technology leader with a presence in 160 countries and \$25 billion in revenues. NEC Corp. has been in business for over 115 years, and NEC Corp. of America has been in business in the United States for last 50 years. In addition to state of the art communication solutions, NEC also offers a wide portfolio of IT solutions ranging from servers, storage, and Software Defined Networking (SDN). NEC is also a global leader in the biometric and transportation solutions, and offers many other complementary technologies, this allows our customers a convenient one stop shop for many of their needs. To meet and exceed the Rhode Island Transit Authority NEC would like to propose the NEC UNIVERGE 3C solution. Based on the RFP, we believe this to be the best fit.

The NEC UNIVERGE 3C Solution is a highly scalable Voice and Unified Communication and Collaboration (UC&C) solution capable of growing to over 30,000 ports per system across any number of locations, with the added capability of being able to grow one user at a time. The UNIVERGE 3C system is based on a distributed software application which operates on industry standard servers all the way up to NEC's award winning Fault Tolerant Servers. This distributed architecture offers load sharing, scalability and high availability in an N+M model where all servers are peers offering UC services to devices and users, and each server can take up the load of another to address loss of capacity or service conditions. UNIVERGE 3C servers may be deployed at any point within your network environment to optimize performance

and high availability. NEC UNIVERGE 3C platforms is the only 100% software base Voice and Unified Communication and Collaboration platform to be Certified as a Local Session Controller (LSC) by the Department of Defense. This certification allows the system to be installed in top secret locations and military command and control environments. The main reason for the LSC certification was the unprecedented level of security, survivability and high availability within the Univerge 3C platform. The NEC UNIVERGE 3C system was also designed to integrate with the Microsoft Active Directory (AD) and Exchange platforms at the core level. Due to the 3C's close integration with AD it actually doesn't have its own directory; it uses AD as its main user repository. This allows for seamless user management and does not require any additional LDAP type integration.

Each UNIVERGE 3C server offers the full complement of user services including voice and video call control, presence, messaging, voicemail, auto-attendant and other media services. In the event of an outage, any server can be specified to automatically take over for another. In addition, services can be load balanced independently. For instance, call control and media services offer automated load sharing independently from other services. Finally the UNIVERGE 3C system offers database replication and real-time database change notifications. This ensures that if a given server is "isolated" from the rest of the system for some reason, it can continue to service the users and devices it is responsible for without disruption. NEC also provides, free of charge, a software developer's kit (SDK) for the UNIVERGE 3C platform. It includes a full wealth of web services, WSDLs, and APIs for application integration and customization allowing customers to utilize and leverage previous investments in tools and training.

Use Additional Sheet If More Space Is Required

Accepted: X **Rejected:** **See Addendum #**

Explanation:

RHODE ISLAND PUBLIC TRANSIT AUTHORITY
Request for Proposals Number 16-25

REQUEST FOR APPROVED EQUAL FORM

This form must be submitted electronically IN MICROSOFT WORD
FORMAT TO RIPTA CONTRACTS MANAGER

REQUEST FOR APPROVAL EQUAL QUALIFICATION OR CLARIFICATION

Page: 1

Ref: RFP NO. 16-25
Project No. _____

To: Rhode Island Public Transit Authority

From: Mark Giacomuzzi Senior Account Executive NWN Corp

Page & Reference: _____

Request Description

NWN can deliver all of these service requested through NWNComm, our Hosted Collaboration Solution that will meet and exceed your requirements as outlined in the RFP. NWNComm provide a Unified Collaboration system via a hosted, flexible, pay-by-the-device model. NWNComm will provide your organization the same user experience, flexibility, and collaboration tools as an On Premise Architecture, without having to make a significant investment in your own equipment or management services.

NWN is seeking Approval to provide a “Hosted” Response.

Use Additional Sheet If More Space Is Required

Accepted: _____ Rejected: X See Addendum # _____

Explanation: A hosted solution is not equivalent to the requirement for an on-
premises solution.

COST PROPOSAL FORMAT

Cost Proposals must use the following format and include both the Cost Proposal Summary and the Cost Proposal Details. Costs within each category must be itemized and described, including a formula for the cost calculation. If costs include an individual's time, the individual's name and title must be entered under "Item" and their role and activities under "Description". The basis for payment, such as All assumptions driving the costs provided must be listed on the Assumptions tab.

General principles of cost determination

- Recurring costs should represent the incremental cost increase for maintaining the
- Shipping and handling or freight costs should be noted when included in a per unit cost or cost of equipment. Separate shipping and handling should be entered as its own line item immediately
- Annual maintenance fees should include the cost of updates and upgrades. If hardware upgrades would be necessary to implement software upgrades, that must be noted and priced. If discounts are available for multi-year support agreements, provide this information regarding the
- Any required third-party software must be covered by the annual maintenance fee. The Proposer will be expected to keep third-party licenses and features updated.
- Hardware required for the project. *Note: RIPTA generally purchases all computers and peripherals from its own vendor, but costs proposals must include details about and estimated costs*
- Estimated implementation and ongoing costs, for both hardware and software, should represent the best market price available for non-profit/governmental organizations. These costs must reflect any peripheral devices and software necessary to operate and maintain the application.
- In the event that there is a conflict between the drawings and the specifications, or within the specifications, the most stringent requirements with the highest cost and value shall be carried in the proposal. Upon award of the contract, the contractor shall ask for a review of the conflict for a
- No attempt has been made to show all nuts, bolts, screws, etc., required for the project. The contractor shall provide all hardware, lugs, connectors, hangers, miscellaneous equipment and
- The Contractor shall be responsible for the completion of work, and the associated costs, that should have been foreseeable based on the provided scope of work and other information in this
- For the Maintenance contract, detail time and material costs. Define business hours and provide rates for standard business hours and after hours. Provide pricing for emergency response in case of
- Provide cost per foot pricing plus labor for the installation of Cat5 cabling.

Additions - REVISED

1. For updates, upgrades, and other maintenance activities, any time, material, or other costs associated with an activity that are not included in the maintenance contract must be described and priced.
2. If the Proposer offers multiple models for a phone type, the base model should be included in the cost proposal, with other models included as options. A description/datasheet should be provided for each model
3. Travel expenses including time are not allowable.

COST PROPOSAL FORMAT

Cost Proposals must use the following format and include both the Cost Proposal Summary and the Cost Proposal Details. Costs within each category must be itemized and described, including a formula for the cost calculation. If costs include an individual's time, the individual's name and title must be entered under "Item" and their role and activities under "Description". The basis for payment, such as All assumptions driving the costs provided must be listed on the Assumptions tab.

General principles of cost determination

- Recurring costs should represent the incremental cost increase for maintaining the
- Shipping and handling or freight costs should be noted when included in a per unit cost or cost of equipment. Separate shipping and handling should be entered as its own line item immediately
- Annual maintenance fees should include the cost of updates and upgrades. If hardware upgrades would be necessary to implement software upgrades, that must be noted and priced. If discounts are available for multi-year support agreements, provide this information regarding the
- Any required third-party software must be covered by the annual maintenance fee. The Proposer will be expected to keep third-party licenses and features updated.
- Hardware required for the project. *Note: RIPTA generally purchases all computers and peripherals from its own vendor, but costs proposals must include details about and estimated costs*
- Estimated implementation and ongoing costs, for both hardware and software, should represent the best market price available for non-profit/governmental organizations. These costs must reflect any peripheral devices and software necessary to operate and maintain the application.
- In the event that there is a conflict between the drawings and the specifications, or within the specifications, the most stringent requirements with the highest cost and value shall be carried in the proposal. Upon award of the contract, the contractor shall ask for a review of the conflict for a
- No attempt has been made to show all nuts, bolts, screws, etc., required for the project. The contractor shall provide all hardware, lugs, connectors, hangers, miscellaneous equipment and
- The Contractor shall be responsible for the completion of work, and the associated costs, that should have been foreseeable based on the provided scope of work and other information in this
- For the Maintenance contract, detail time and material costs. Define business hours and provide rates for standard business hours and after hours. Provide pricing for emergency response in case of
- Provide cost per foot pricing plus labor for the installation of Cat5 cabling.

Additions

1. For updates, upgrades, and other maintenance activities, any time, material, or other costs associated with an activity that are not included in the maintenance contract must be described and priced.
2. If travel is required for implementation or ongoing support, define what is included in travel expenses. The
3. If the Proposer offers multiple models for a phone type, the base model should be included in the cost proposal, with other models included as options. A description/datasheet should be provided for each model