

Fannindel E-rate Q&A Compilation

(I will update this Q&A daily until bidding closes if I have anything new to add.)

1.) I was looking at your form 470 and saw that you were looking to get 12 access points. I know it lists that you prefer Aerohive but I was wondering if you would be open to other vendors.

My main attraction to Aerohive is the fact that $\frac{3}{4}$ of the school districts that were at the last Tech Directors meeting are happy with Aerohive (Good Product Endorsement) and if we went with Aerohive I would have all of that knowledge base available.

I would be open to different brands. The important thing is to have a contract that guarantees it works.

2.) Is a site visit required to bid.

A site visit will be necessary for a vendor to make a qualified assessment of what is required before a bid can be submitted for the Internal Connections. Please email dchildress@fannindel.net to request an appointment.

3.) Do the campuses you wish to have the PTP between have line of site. Looking at giving you a quote on a Ubiquiti Airbiber 2Gbps link.

I would invite any providers asking this to do an on-site visit to make their own determination. Some people interpret line of site differently

4,) On the WAP, can I quote you the new Ubiquiti Unifi AC product. It's about 1/5 the price of Aerohive, same specs if not better, and no license fees or controller fees. Both are free

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5.) On the switches can I quote the Cisco 3560E 48 Port POE switch with ten gig ports, that can be split into one gig SFP's also. Gives plenty of growth opportunity on your switch backplane. Through the Cisco grey market these are running about 1499 and comes with full Cisco warranty and support. I tend to shy away from Cisco. They are great products if you know Cisco really well. They are also very proprietary and more difficult for many to configure. A lot of providers like to sell them because small schools like yourself have to rely on them and pay them more money in the future to make any configuration changes.

Although Cisco is known industry wide for their quality and innovation, they are also known for demanding a certain level of Cisco specific expertise to properly utilize them. I am looking for products that I will be able to manage easily.

6.) On the voip lines, are you wanting a PBX quote? I see in the service request you are requesting 47 users, but in the narrative only requesting 4 local and 4 long distance lines. Through SIP we can get both with all services for less than 500 per month for up to 30 numbers then if you want a PBX we can quote that as well.

I am trying to get a good answer from my administration on this one.
I know they are currently looking at a replacement system for our old 4 line system which is having lots of problems and they are also looking at VOIP options for the first time as a replacement. I would say that bids for both types of systems would be welcome at this point. I will update this Q&A daily until bidding closes if I have anything new to add.

7.) What is the max throughput from the provider? 100Mbps

8.) How many user sitting behind the firewall? 200

9.) Were the base line specs based on the decrypting and inspection of encrypted traffic? No

10.) Is the environment mission critical and in need of HA failover solution? No

11.) Is reporting needed for government compliance? No- but wish to do content filtering on device

12.) Are installation services required to bid? Not for the firewall or switches- for the wireless devices, yes

13.) The Dell SonicPoints are only available with support skus bundled with the hardware; are we able to bid them on an E-Rate request? Yes, but I have peer recommendations steering me towards Aerohive over sonicpoints.

14.) We would like to know if a Hardware only bid would be acceptable for this request? Yes- for the switches. No for everything else.

15.) Are you looking for services to configure and deploy all requested Hardware or only the highlighted: (I will post an answer to this ASAP)

- Four (4) Managed Switches

- One (1) Dell Sonic Wall

- Twelve (12) Aerohive WAPs with Antennas and Connectors as required

- One (1) Wireless Controller

- Pull cable for 13 cable drops

16.) - Has a Heat Map been done for WAP location placement or will the customer provide the location where the WAPs will be placed? No

17.) - Do you know if this is at one school building? One main building, AG shop (near main building), and Gym (Is across the street and includes offices, locker rooms, lobby and a large classroom. Site visit is required to bid on wireless.