



Roanoke Valley

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Broadband Authority

**Request for Quote**

## 1. Statement of Purpose

- 1.1 The Roanoke Valley Broadband Authority (RVBA) is a partnership of the City of Roanoke, County of Roanoke, City of Salem and County of Botetourt in Virginia. It exists to serve the Roanoke Valley. The RVBA is a political subdivision of the Commonwealth of Virginia.
- 1.2 This RFQ seeks pricing for Electronics listed in Section 8. The RVBA is the billing entity associated with this RFQ.

## 2. Project Correspondence and Questions

- 2.1 All project correspondence and questions shall be by email to:

RFQ Administrator:  
Roanoke Valley  
Broadband Authority  
601 S. Jefferson Street  
SW Suite 110, Roanoke,  
VA 24011  
Email: [jbandy@highspeedroanoke.net](mailto:jbandy@highspeedroanoke.net)

## 3. Schedule

- 3.1 An electronic copy (Microsoft Word or Portable Document Format) of the proposal shall be received by 1 p.m. Eastern Time on or before October 18<sup>th</sup>, 2022 day.
- 3.2 Proposals shall be submitted to RFP Administrator, RVBA, by email at [jbandy@highspeedroanoke.net](mailto:jbandy@highspeedroanoke.net)
- 3.3 Please indicate "RFQ-2122 Proposal" on the email subject line.

## 4. Instructions to Responding Vendors

- 4.1 All proposals shall be in email form with attachments.
- 4.2 Responding Vendors should submit any questions, noted errors, discrepancies, ambiguities, exceptions, or deficiencies they have concerning this RFQ by emailing such requests, with "RVBA RFQ Inquiry" in the subject line, to RFP Subject Matter Expert (SME), RVBA at [jbandy@highspeedroanoke.net](mailto:jbandy@highspeedroanoke.net) on or before October 14, 2022, following the posting of this RFQ. Answers to all questions will be distributed to all respondents.
- 4.3 No contract will be awarded except to responsible vendors capable of performing the work requested. Responding Vendor's employees shall be trained and qualified to perform the work and install all required equipment. Before the award of the Contract, any Responding Vendor may be required to show that they have the necessary facilities, experience, ability and financial resources to perform the work in a satisfactory manner.
- 4.4 All proposals submitted with warranty shall be valid for one year, or until the contract is signed, whichever comes first.
- 4.5 Negligence on the part of the Responding Vendor in preparing the proposal confers no right of withdrawal after the time fixed for the receipt of the proposals.
- 4.6 RVBA reserves the right to require Responding Vendors to demonstrate a proof of concept of their offering.
- 4.7 It is the responsibility of the Responding Vendors to review, evaluate and request clarification prior to submittal of a proposal.

- 4.8 Responding Vendors are encouraged to provide professional references from similar projects.
- 4.9 RVBA reserves the right to seek clarification of each Proposal or to make an award without further discussion of the Proposals received. Therefore, it is important that each Proposal be organized and submitted in a clear and complete manner.
- 4.10 The Responding Vendor shall comply with all local, state, and federal laws and regulations related to the performance of the contract to the extent that the same may be applicable.
- 4.11 All materials submitted in response to the RFP become the property of RVBA. If there is any concern about confidentiality, mark the appropriate pages of your response "Confidential." RVBA will attempt to honor all reasonable requests for vendor confidentiality.
- 4.12 By responding, the Responding Vendor states that the Proposal is not made in connection with any competing Responding Vendor submitting a separate response to the RFP and is, in all aspects, fair and without collusion or fraud.
- 4.13 Any and all information provided to vendors by RVBA or its sites, is considered to be proprietary information and must be used solely for the purpose of preparing the proposal and is not to be released outside the Responding Vendor organization without written permission from RVBA or its sites.

## **5. Responding Vendors Responsibility for Proposal Costs**

- 5.1 The Responding Vendor shall be fully responsible for all proposal development and submittal costs. RVBA assumes no contractual or financial obligation as a result of issuance of this RFQ.

## **6. Compliance with Laws, Permits, Rules**

- 6.1 The Successful Vendor shall comply with all rules, regulations, ordinances, codes and laws relating to the work or the conduct thereof and shall secure and pay for any permits and licenses necessary for the execution of the work.
- 6.2 The Successful Vendor shall be subject to the safety department's workplace rules at a given site.

## **7. Insurance**

- 7.1 The Successful Vendor shall agree to maintain General Liability Insurance, Worker's Compensation and Employer's Liability Insurance, where applicable, to cover all its personnel engaged in the performance of the services herein described as well as damages arising as a result of the performance of such services.
- 7.2 The Successful Vendor further agrees to require its subcontractor(s), if any, to maintain General Liability Insurance, Worker's Compensation and Employer's Liability Insurance, where applicable. The amounts of such coverage shall be as reasonably determined by Successful Vendor.
- 7.3 Proof of policies shall be provided to RVBA with proposal.

## 8. Network Equipment Requested

8.1 RVBA is seeking the following network equipment or equivalent:

Product Family Description	Item Code	Total Customer Qty
<b>3924</b>		
<b>Core</b>		
3924,(4)100M/1G SFP,(4)10/1G SFP+,SAOS 10.X,DUAL AC POWER,REQ. POWER CABLE	170-3924-905	17
<b>Cables (Core)</b>		
AC POWER CORD, IEC C13, NORTH AMERICA,TYPE B	CABL-PW01NA	58
<b>Software Licenses - SAOS 10.X</b>		
SAOS 10G SOFTWARE LICENSE FOR 3924, PERPETUAL	S75-LIC-392410GS-P	17
SAOS BASE OS, ETHERNET & OAM SOFTWARE LICENSE FOR 3924, PERPETUAL	S75-LIC-3924EO-P	17
SAOS ROUTING/MPLS SOFTWARE LICENSE FOR 3924, PERPETUAL	S75-LIC-3924MPLS-P	17
SAOS SECURITY SOFTWARE LICENSE FOR 3924, PERPETUAL	S75-LIC-3924SEC-P	17
<b>SFP+</b>		
10 GIG,SM SFP+,LC CONNECTOR,10 KM,1310NM,EXTENDED TEMPERATURE	XCVR-S10V31	58
10 GIG,SM SFP+,LC CONNECTOR,40 KM,1550NM,EXTENDED TEMPERATURE	XCVR-S40V55	32
<b>3984</b>		
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3984,(6)25G/10G/1G SFP/SFP+,SAOS 10.X,SYNC,EXT. TEMP,DUAL AC POWER,REQ. POWER	170-3984-901	12
SAOS BASE OS, ETHERNET & OAM SOFTWARE LICENSE FOR 3984, PERPETUAL	S75-LIC-3984EO-P	12
SAOS ROUTING/MPLS SOFTWARE LICENSE FOR 3984, PERPETUAL	S75-LIC-3984MPLS-P	12
SAOS SECURITY SOFTWARE LICENSE FOR 3984, PERPETUAL	S75-LIC-3984SEC-P	12
<b>5130</b>		
<b>Core</b>		
5130,(12)25/10/1G SFP28,(2)100G QSFP28, EXT. TEMP,DUAL AC POWER	170-5130-901	1
<b>Cables (Core)</b>		
AC POWER CORD, IEC C13, NORTH AMERICA,TYPE B	CABL-PW01NA	2
<b>Software Licenses</b>		
SAOS BASE OS, ETHERNET & OAM, FLEXE, SOFTWARE LICENSE FOR 5130, PERPETUAL	S75-LIC-5130EO-P	1
SAOS ROUTING AND MPLS SOFTWARE LICENSE FOR 5130, PERPETUAL	S75-LIC-5130MPLS-P	1
SAOS SECURITY SOFTWARE LICENSE FOR 5130, PERPETUAL	S75-LIC-5130SEC-P	1
<b>8114</b>		
<b>Core</b>		
8110/8114,DC PLUGGABLE POWER SUPPLY 48V	170-0336-900	14
8114,(6)100G QSFP28,(48)25G/10G/1G SFP28,(2)SLOTS 800G MOD,EXT. TEMP,(2)SLOTS A	170-8114-900	7
<b>Software Licenses</b>		
SAOS BASE OS, ETHERNET & OAM SOFTWARE LICENSE FOR 8114, PERPETUAL	S75-LIC-8114EO-P	7
SAOS ROUTING AND MPLS SOFTWARE LICENSE FOR 8114, PERPETUAL	S75-LIC-8114MPLS-P	7
SAOS SECURITY SOFTWARE LICENSE FOR 8114, PERPETUAL	S75-LIC-8114SEC-P	7
<b>Traffic Modules</b>		
8110/8114 FILLER COVER	170-0338-900	14
<b>SFP</b>		
100M/1GIG, SM SFP OPTIC, LC CONNECTOR, 10 KM, 1310 NM,EXTENDED TEMPERATURE	XCVR-A10Y31	24
<b>SFP+</b>		
10 GIG,SM SFP+,LC CONNECTOR,10 KM,1310NM,EXTENDED TEMPERATURE	XCVR-S10V31	63
10 GIG,SM SFP+,LC CONNECTOR,40 KM,1550NM,EXTENDED TEMPERATURE	XCVR-S40V55	16
<b>QSFP28</b>		
100G,SM QSFP28 4WDM-40 OPTIC,40KM,1310 NM, EXTENDED TEMPERATURE	XCVR-Q40V31	14
<b>MCP</b>		
<b>Base Licenses</b>		
MCP BASE SW PERPETUAL LICENSE REL 6.X	S16-LIC-MCPBA0600	1
<b>Base RTUs</b>		
MCP BASE SW PERPETUAL SCALE VIRTUAL RTU	S16-RTU-MCPBA	1
<b>DEPLOYMENT SERVICES POC</b>		
CIENA RSP PREMIUM - NA INITIAL 39XX PER SITE - AC	8NO-RSPU-3900F-PRM	27
CIENA RSP PREMIUM - NA INITIAL 51XX PER SITE - AC	8NO-RSPU-5100F-PRM	1
CIENA RSP PREMIUM - NA INITIAL 81XX PER SITE - AC	8NO-RSPU-8100F-PRM	6
CIENA RSP C&P UPLIFT - NA - TRANSPORT CARRIER ETH (L2, Q-IN-Q, G.8032) - UP TO 10	8NO-RSPU-DG1	4
CIENA RSP C&P UPLIFT - NA - OAM CFM - UP TO 10 DEVICES	8NO-RSPU-DI1	4
CIENA RSP C&P UPLIFT - NA - TRANSPORT CARRIER ETH ADD RING PER DEVICE - UP TO 18	8NO-RSPU-SG1	11
INTERNAL 15M BIRTH CERTIFICAT TEST - UPLIFT	8NO-ULFT-BCT	37
WAVESERVER DC UPLIFT (IN FRAME POWER)	8NO-ULFT-WSD1	12
<b>DESIGN AUDIT &amp; OPER SVC POC</b>		
MCP NMS INSTALL WITH REMOTE DELIVERY - SINGLE SERVER VM	80P-NMS0-MCP-V	1
MCP 1 DAY ONBOARDING WITH REMOTE DELIVERY	80P-NMS1-MCP	1
CIENA RSP SOLUTION DESIGN - NA - TRANSPORT CARRIER ETH (L2, Q-IN-Q, G.8032) - 21	8NP-RSPU-DG13	1
CIENA RSP SOLUTION DESIGN - NA - OAM CFM - 21-50 DEVICES	8NP-RSPU-DI13	1
CIENA RSP SOLUTION DESIGN - NA - QOS ENGINEERING - 8 HOURS	8NP-RSPU-GQ1	5
CIENA RSP SOLUTION DESIGN - NA - TRANSPORT CARRIER ETH ADD RING PER DEVICE - 2	8NP-RSPU-SG13	1
CIENA RSP SOLUTION DESIGN - NA - TRANSPORT CARRIER ETH ADD RING PER DEVICE - 5	8NP-RSPU-SG14	1
<b>MAINTAIN SERVICES</b>		
1 YEAR GLOBAL 3924 NEXT BUSINESS DAY SHIP MANAGED SPARES	80M-3924-NBS	1
1 YEAR GLOBAL 3924 COMPREHENSIVE SUPPORT	80M-3924-SSP-COM	1
1 YEAR GLOBAL 3984 NEXT BUSINESS DAY SHIP MANAGED SPARES	80M-3984-NBS	1
1 YEAR GLOBAL 3984 COMPREHENSIVE SUPPORT	80M-3984-SSP-COM	1
1 YEAR GLOBAL 5130 PACKET NEXT BUSINESS DAY SHIP MANAGED SPARES	80M-5130P-NBS	1
1 YEAR GLOBAL 5130 PACKET COMPREHENSIVE SUPPORT	80M-5130P-SSP-COM	1
1 YEAR GLOBAL 8114 NEXT BUSINESS DAY SHIP MANAGED SPARES	80M-8114-NBS	1
1 YEAR GLOBAL 8114 COMPREHENSIVE SUPPORT	80M-8114-SSP-COM	1
1 YEAR MCP BASE SW, COMPREHENSIVE SUPPORT	80M-MCPBA-COM	1

## 9. Evaluation and Selection Criteria

- 9.1 RVBA will select the most cost effective vendor. Each Responding Vendor is encouraged to provide detailed responses to demonstrate its experience and expertise in supporting quoted equipment. The selection will be based on all factors listed and may not go to the lowest price proposal if price is outweighed by a combination of other features and factors in the winning Responding Vendor's proposal.
- 9.2 RVBA reserves the right to select proposals that, in the sole judgment of RVBA, most nearly conform to the specifications set forth herein, will best serve the needs of RVBA and its participants, and provides the most cost-effective means of producing those results.
- 9.3 RVBA is not obligated to accept or select any proposal received in response to this RFQ. In particular, RVBA may select proposals in whole or in part, or it may disqualify any and all proposals received.
- 9.4 Changes in applicable laws and rules may affect the award process or any resulting contracts. Responding Vendors are responsible for determining legal requirements and restrictions that may apply.
- 9.5 The selection decisions made by RVBA are final.
- 9.6 RVBA will evaluate proposals and select vendors based on the following criteria:

Criteria	Scoring Weight
Costs	20%
Ease of Implementation and delivery date	20%
Experience with Vendor	20%
Technical Merit of Proposal	20%
Compliance with HCF Payment Process and Rules	20%

- 9.6.1 Costs may include, among other things, 1 year support, installation assistance and engineering support.
- 9.6.2 In evaluating Ease of Implementation, RVBA will consider, among other things, the time to install, the disruption of existing

services, the complexity of the installation, RVBA requirements proposed by the vendor.

- 9.6.3 Technical Merit of Proposal scores will be assigned based on how well the proposed solution meets the current needs of RVBA. This may include, among other things, service level agreement language, technology description, technical support capabilities, local or regional support, and future network capabilities.

## **10. Rejection/Negotiation Rights**

- 10.1 RVBA reserves the right to disqualify any proposals for substantial non-compliance with the terms of this RFQ. RVBA reserves the right to accept or negotiate the contractual terms of any proposal(s) in response to the RFQ



