

Town of Islesboro Broadband RFP Scope B  
Questions and Answers

**Q1:** Islesboro, for scope B, the RFP has some general paragraphs about warranty like the one below. For bidders reselling our equipment, the “minimum” warranty will be provided and will pass thru the bidder/contractor onto the Town. For Scope B with the OLT equipment this minimum warranty is 5 years. Many customers elect to purchase additional warranty coverage (years 6-10) at the time of purchase. The extended price now is less than it will be in 5 years. Our quotes provided to bidders show the optional, extended coverage price. Will you be providing guidance to the bidders as to how to show or describe, or include pricing for the extended warranty?

On a similar note, we have also shown as an optional price item, advanced warranty return. This is an expedited product warranty replacement process, different than our normal process which is .... “Replacement products are shipped via standard delivery within 10 business days of the receipt of the product being returned for Calix products and within 20 business days of receipt of the product being returned for third-party products that Calix resells. Charges associated with shipping products back to Calix are the customer's responsibility.” Will you be providing guidance to the bidders as to how to show or describe, or include pricing for the advanced warranty return?

**A1:** Please list these as additional Add-on items in your bid packet. A bid submission breakdown is provided below in **A3**.

**Q2:** Is it possible for Islesboro to issue a pricing sheet so as to make uniform pricing units for all bidders?

**A2:** Both Calix and Ciena have pricing sheets available with the same pricing for all bidders.

**Q3:** How does Islesboro want the bidders to break down the bid price including things like extended warranty, expedited return, labor, etc.?

**A3:** A bid submission breakdown should be provided as follows:

Calix items:	\$
Ciena items:	\$
Other BOM items:	\$
<u>Additional costs:</u>	<u>\$</u>
Total Bid:	\$
Additional Add-on items:	\$

For “Other BOM items” please include a list of items you determine are missing from the BOM. “Additional Add-on items” includes extended warranty, advanced warranty return and other project enhancements you recommend for Scope B.

**Q4:** Will the Ciena equipment on the bill of materials be furnished by the bidder and then installed, tested and turned up by the Network Operator? Or, will it be the responsibility of the bidder to furnish and install the Ciena equipment in the racking and then the Network Operator will test and turn it up?

**A4:** Scope B bidder furnishes, installs, turns up and tests to the extent possible, recognizing there may not be continuity to the far-end location (Network Operator). Once Scope B bidder has completed their installation and acceptance has been received, operation and continuity testing to far end will be the responsibility of the Network Operator.