AMENDMENT # 2

DATE: July 10, 2013

TO: All Bidders of Record

FROM: Gil Rivera, Buyer

SUBJECT: Amendment #2 to P-341, “VDI Software Virtualization Consulting Services”

This amendment becomes part of the Contract Documents and modifies the original bidding documents as noted below:

**Bidders are required to acknowledge receipt of this Amendment in the space provided in Section E.**

1. **QUESTION:** Within the RFP, are Vendors to propose Server / Storage Hardware? If answer is “no” what current server and storage resources will be available for POC?

   **ANSWER:** No hardware is required. A 32TB NetApp disk shelf and a Dell 810 Server will be used for the POC. Additional accelerator technology may be used during the POC. But many technology providers have agreed to 180 evaluations during the POC period.

2. **QUESTION:** What are the proposed dates for RFP / planned implementation for Phases 2 and 3?

   **ANSWER:** This is to be determined; however, CNM estimates Phase 2 implementation January 2014, and Phase 3 to occur July 2014.

3. **QUESTION:** What is the desired length of the Proof of Concept?

   **ANSWER:** 120 to 180 days after implementation of POC environment.

4. **QUESTION:** Is the Desk Top team part of ITS? If not will members of Desk Top support be available for the POC?

   **ANSWER:** Yes they will be a part of the POC and members will be available. As well as auto agent deployment with Altiris will assist in Assessment tool agent deployment to the desktop.
5. QUESTION: On item 48, page 8, it says that the vendor guarantee will be one year from date of acceptance or installation, which could be some time after delivery. We normally pass on the manufacturer’s warranty, which usually begin on the day the product is shipped. While this may not be an issue for Phase 1, with no hardware being procured, we wanted to clarify this for the future Phases.

ANSWER: CNM may or may not purchase hardware and/or software from the Awarded Vendor on this RFP; however, any differences in the proposed product warranty should be stated in the Offeror’s response.

6. QUESTION: Item 49, page 8, says to include a vendor schedule for completion of work, including an itemized breakdown of all items and projects, including test dates. We don’t believe it is possible to create a schedule for the completion of work before an assessment has even been done. Can this requirement be clarified or removed?

ANSWER: CNM suggests that this be addressed as outlined in the requirements to give general estimates of each milestone of the 1st phase:

- Approximate implementation start date
- Time Estimate of the assessment
- Length of time (number of days) to collect data
- Length of time to compile the report and assess the data
- Total time to complete the Assessment
- Timeline estimate to implement POC for 50 to 60 client stations
- Identify approximate time frame in the project can POC planning can begin
- Preliminary estimated timeline for POC

7. QUESTION: In doing projects of this nature for many other customers previously, we have found in doing an assessment, that the current network or storage infrastructure is not sufficient to efficiently support the POC or the full deployment of the VDI Desktop. Should that become the case in this instance, it is important that CNM understand and agree that the cost to be borne by a possible upgrade to this infrastructure shall not be included in the costs quoted in this proposal. This is another good reason to break this request in two separate projects, one for the assessment, after which the status of the infrastructure will be discovered and fully known, and then separately for the POC, which at that point, could be fully scheduled and priced out with a not to exceed price, including the cost of any infrastructure upgrades. Please clarify this understanding.

ANSWER: We fully understand and we also understand the requirements for the POC. CNM is prepared to make additional purchases as deemed necessary to meet the hardware requirements for the POC.

8. QUESTION: The RFP says to limit our response to 50 pages. What does this include? Does it include things the Table of Contents? We normally print the questions before each response to make things easy to read, but this may put us over the limit. Should we only print the answers in this case? Also, we have an attachment describing our methodology for this type of project, which would be very good to include, but it is 24 pages on its own. Can we include it as an attachment, without it counting towards the 50 page limit?
ANSWER: CNM does not desire responses with fancy binders, binding, or sales literature. As stated in the RFP, responses **should** be limited to 50 pages. The intent of this **suggested** limit is to receive concise responses. Required forms including Section E, Section F, Section G, Section H and Exhibit B, resumes, and New Mexico Preference Certificate are not included in the requested 50 page limit. We prefer that pages be single sided. A scanned copy of the awarded vendor’s proposal is typically sent by email when CNM issues the resultant Price Agreement so we do not wish to receive any unnecessary materials or information that was not specifically requested or difficult to scan or transmit via email.

9. QUESTION: The pricing sheet asks for quantities on the items listed in order to get a not to exceed price for the project. However, until we do a full assessment, using Lakeside, we will not be able to tell for sure what the quantities needed will be? We also will not be able to tell which accelerator and how many, if any will be needed, nor will we be able to accurately estimate how many labor hours will be required to do the POC. Can we just use quantity 1 pricing in our response?

ANSWER: Yes if that is how you wish to respond; however, you may wish to consider estimating the assessment separately from the POC implementation. Price only part of the evaluation criteria which will be used to score your response, but it’s important to give CNM a good outline and estimate of this phase of the project.

10. QUESTION: Do we need to provide an electronic search capable price list with our proposal, or only a statement that we will provide one if we win the contract? This would seem not to be important until Phase II. Please clarify.

ANSWER: CNM will request the electronic search capable price list(s) only from the Awarded vendor. Offerors should provide a statement confirming that the price list(s) shall be provided to CNM upon request, if awarded.

11. QUESTION: The RFP asks for the minimum discount offered on hardware and software products that may be used in Phases I, II, or III, which might be for VMware, Cisco, and NetApp products to name a few. There was recently a different contract awarded for the procurement of these three products. Can we assume that there is the possibility that these products might also be ordered through a contract resulting from this RFP, when the application is for virtualization or VDI purposes? Please clarify.

ANSWER: CNM may or may not purchase additional hardware and software from the Awarded vendor on this RFP. CNM may purchase these items based on any awarded Price Agreement(s), other existing contracts, or based on a future procurement; whatever is in the best interest of CNM.

12. QUESTION: It is really important to perform a complete assessment before the POC can be fully planned and executed. After the assessment is completed, it will be possible to accurately predict what the not to exceed price will be for the POC. Is it possible to break this project up into two phases and two RFPs, one for the assessment, and then, one for the POC?

ANSWER: No, your best estimate should include only time and labor estimates to implement a POC.
13. QUESTION: It is not clear whether the POC will encompass all 5 campuses or just the main campus, since it is limited to only 3 labs. It is also important to know if the POC will be operating across the WAN for all campuses or just on the LAN for the main campus? Please clarify.

ANSWER: The POC will only be in three Labs on the main campus not across the WAN.

14. QUESTION: Does CNM hold a Microsoft campus agreement?

ANSWER: Yes, Agreement # S3895206

15. QUESTION: Are solution providers required to respond to this RFP with one of the VDI platforms such as Microsoft, Citrix or VMW are or is the platform decision expected to be made during Phase 1?

ANSWER: The decision will be made during Phase 1.

16. QUESTION: Alternatively to question 15 above, does CNM want to implement the POC utilizing each of the three platforms for comparison and product selection purposes?

ANSWER: No the assessment should be able to draw out the best overall solution for CNM VDI needs.

17. QUESTION: We understand CNM will contact EACH of our performance references via email. In the interest of being able to prepare our clients, could you give us an idea as to the types of question that this email contact would contain?

ANSWER: No.

Bidders are required to acknowledge receipt of this Amendment in the space provided in Section E. All other specifications, terms and conditions remain unchanged. This amendment may also be downloaded from CNM’s website http://www.cnm.edu/purchasing/proposals.php. The due date and time of Wednesday, July 19, 2013 at 4PM MDT remains unchanged.