

OPA Procurement Appeal
OPA-PA-12-018
EXHIBITS

- PDS18-A PDS Technical Proposal Section divider from GSA-064-11 submission
- PDS18-B GTA Bid Form 11
- PDS18-C PDS Bid Form 11
- PDS18-D GSA request to confirm GSA-064-11 prices
- PDS18-E PDS response to GSA Request to confirm GSA-064-11 prices
- PDS18-F GSA request to confirm GSA-064-11 Bid 11 prices
- PDS18-G PDS response to confirm GSA-064-11 Bid 11 prices
- PDS18-H GSA memo re GTA failure to confirm GSA-064-11 pricing
- PDS18-I GTA Questions of Jul 14, 2001
- PDS18-J GSA Response to Questions for Teleguam dated Nov 1, 2001

TABA

**Section 3
TECHNICAL BID**

SUBMITTED UNDER SEPARATE ENVELOPE

PDS has labeled these sections of the PDS Bid Response as Confidential per 2 G.A.R. Section 3109(l)(2) and 2 G.A.R. Section 3109(l)(3). These sections have been separated from our main bid submission in order to comply with this Procurement Regulation regarding the treatment and handling of confidential information.



Invitation for Bid

**GENERAL SERVICES AGENCY
GOVERNMENT OF GUAM**

GSA-064-11

**Telecommunications Services etc.
for All Government of Guam to include Autonomous Agencies**

**Section 3
TECHNICAL BID**

SUBMITTED UNDER SEPARATE ENVELOPE

PDS has labeled these sections of the PDS Bid Response as Confidential per 2 G.A.R. Section 3109(l)(2) and 2 G.A.R. Section 3109(l)(3). These sections have been separated from our main bid submission in order to comply with this Procurement Regulation regarding the treatment and handling of confidential information.

**December 9, 2011
10 a.m.**

Prepared By

PDS
Pacific Data Systems

Celebrating 40 Years On Guam!

PDS COPY

Bid Form 11 - GovGuam Wide Area Network (1 and 10 Gbps)

BIDDER NAME: Teleguam Holdings LLC and its wholly owned subsidiaries GTA Telecom LLC, GTA Services LLC and Pulse Mobile LLC		USAC SPIN: 43002715 (GTA Telecom LLC) and/or 143016481 (Pulse Mobile LLC)		EVALUATION	
The Bidder shall provide the price for a fiber DWDM based Wide Area Network (WAN) Network to connect GovGuam agencies. The service is a dedicated GovGuam wide service and must provide a 100% CIR between two GovGuam locations configured on the ring. The Bidder shall provide an LC interface for interface to high capacity switches/routers.				Based on Number of Services with Cost of the Period of Months	
Internet Access in Mbps	Installation (Per Node)	Per Node Monthly Recurring Cost (MRC) including all Surcharges	# of Services	# of Months	Total (60 Months + Installation)
1,000 Mbps or 1 Gbps Dedicated for GovGuam (100% CIR, Ring Topology, NMS)	waived	\$ 750.00	18	24	\$ 324,000.00
10,000 Mbps or 10 Gbps Dedicated for GovGuam (100% CIR, Ring Topology, NMS)	\$ 48,832.00	\$ 9,400.00	18	24	\$ 4,939,776.00

The Bidder shall insert the Installation and MRC for the 1 and 10 Gbps Dedicated Ethernet Network.

TAB C

Government of Guam
 Invitation for Bid for Telecommunication Services

Bid Form 11 - GovGuam Wide Area Network (1 and 10 Gbps)

BIDDER NAME: PACIFIC DATA SYSTEMS		USAC SPIN: 143026234		EVALUATION	
The Bidder shall provide the price for a fiber DWDM based Wide Area Network (WAN) Network to connect GovGuam agencies. The service is a dedicated GovGuam wide service and must provide a 100% CIR between two GovGuam locations configured on the ring. The Bidder shall provide an LC interface for interface to high capacity switches/routers.				Based on Number of Services with Cost of the Period of Months	
Internet Access in Mbps	Installation (Per Node)	Per Node Monthly Recurring Cost (MRC) including all Surcharges	# of Services	# of Months	Total (60 Months + Installation)
1,000 Mbps or 1 Gbps Dedicated for GovGuam (100% CIR, Ring Topology, NMS)	\$ -	\$ 870.00	18	24	\$ 375,840.00
10,000 Mbps or 10 Gbps Dedicated for GovGuam (100% CIR, Ring Topology, NMS)	\$ -	\$ 1,500.00	18	24	\$ 648,000.00

The Bidder shall insert the installation and MRC for the 1 and 10 Gbps Dedicated Ethernet Network.

Clarification by GovGuam 09.17.11 Page 3

a. The GovGuam Wide Area Network telecommunication connections are for point-to-point telecommunication services within Guam. The service is an intrastate digital private line service that will originate and terminate telecommunications to customer designated premises in Guam.

Response to Question 11.1.11 Page 1 #b.1
 Question: Does GovGuam warrant, represent and guarantee that less than 10% of data services provided on this network will be internet in nature and will the GovGuam submit proof that the services provisioned for the point-to-point contain less than 10% internet traffic?
 Answer: The GovGuam is requiring an intrastate data communication service.

b. The GovGuam Wide Area network shall not require separate additional wavelengths for independent government agencies that have 10 or less nodes. The Bureau of Information Technology of the Government of Guam shall authorize whether an independent agency may interconnect to the GovGuam WAN established through this IFB. An independent agency with 10 or more nodes may establish its own private network using this contract agreement arising from this IFB and the Bidder shall provide a separate wavelength or network for those users.

TAB D

Eddie Baza Calvo
Governor



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)
Department of Administration

Ray Tenorio
Lieutenant Governor

Benita A. Mangiona
Director

148 Route 1 Marine Drive, Piti, Guam 96915
Tel: (671) 475-1707 Fax Nos: (671) 475-1727 / 475-1716
October 4, 2012

Anthony C. Blaz
Deputy Director

Mr. John Day
President/CEO
Pacific Data Systems
185 Llipog Drive, Suite 204A
Tamuning, Guam 96913

Dear Mr. Day:

Re: GSA Bid Number 064-11

Please have your company reconfirm the bid prices offered in GSA Bid Number 064-11. We would appreciate your response by Friday, October 5, 2012 at 2pm so that we take the next steps. You may either send the reconfirmation by fax at 472-4217 or at our office located in Piti, Guam.

If we do not receive a response by this time, we will assume that you are reconfirming your pricing and will act accordingly.

Robert H. Kono
ROBERT H. KONO
Acting Chief Procurement Officer

Please Print
ACKNOWLEDGEMENT COPY (Re-fax to GSA)

Received BY: *[Signature]*

Date: 10-4-12

Vendor Name: Pacific Data Systems

Fax #'s: 472-4217 / 475-1727 / 1716

SIGN HERE

TAB E



October 5, 2012

delivered via fax
475-1727

Mr. Robert H. Kono
Acting Chief Procurement Officer
General Services Agency
148 Route 1 Marine Drive
Piti, GU 96915

Dear Mr. Kono:

As requested, Pacific Data Systems reconfirms the bid prices offered in GSA Bid Number 064-11.

If you have any further questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'John Day', is written over a faint, larger version of the signature.

John Day
President/COO

Eddie Baza Calvo
Governor

GENERAL SERVICES AGENCY
Government of Guam
148 Route 1 Marine Drive Corp
Piti, Guam 96915

Ray Tenorio
Lt. Governor



Benita Manglona
Director, Dept. of Admin.

Anthony C. Blaz
Deputy Director

TeleGuam Holdings, LLC
Attn: Jennifer Sgambelluri
624 North Marine Corps Drive
Tamuning, Guam 96913
Tel: 644-0116 / Fax: 644-0103

April 24, 2012

Re: Telecommunication Services -- GSA-064-11

Dear Ms. Sgambelluri,

Bucnas yan Hafa Adai! Clarification is being requested in regards to "Bid Form 11 - GovGuam Wide Area Network (1 and 10 Gbps) verification is requested on pricing submitted for the above bid.

Bid Form 11 - GovGuam Wide Area Network (1 and 10 Gbps)

BIDDER NAME: TELEGUAM HOLDINGS LLC		USAC SPIN: 43002715		EVALUATION		
The Bidder shall provide the price for a fiber DWDM based Wide Area Network (WAN) Network to connect GovGuam agencies. The service is a dedicated GovGuam wide service and must provide a 100% CIR between two GovGuam locations configured on the ring. The Bidder shall provide an LC interface for interface to high capacity switches/routers.				Based on Number of Services with Cost of the Period of Months		
Internet Access in Mbps	Installation (Per Node)	Per Node Monthly Recurring Cost (MRC) Including all Surcharges	# of Services	# of Months	Total (60 Months + Installation)	
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10,000 Mbps or 10 Gbps Dedicated for GovGuam (100% CIR, Ring Topology, NMS)	\$ 48,832.00	\$ 9,400.00	18	24	\$ 4,938,776.00	

The Bidder shall insert the installation and MRC for the 1 and 10 Gbps Dedicated Ethernet Network.

Thank you for your attention and a quick response is greatly appreciated as time is of the essence in regards to this bid.

Sincerely,


Pedro F. San Nicolas
Chief Procurement Officer (Acting)

Please Print
ACKNOWLEDGEMENT COPY (Re-fax to GSA)

Received BY: 

Date: 4/24/2012

Vendor Name: TeleGuam Hefengille

Fax #'s: 472-4217 / 475-1727 / 1716

Eddie Baza Calvo
Governor



Benita Manglona
Director, Dept. of Admin.

GENERAL SERVICES AGENCY
Government of Guam
148 Route 1 Marine Drive Corp
Piti, Guam 96915

Ray Tenorio
Lt. Governor

Anthony C. Blaz
Deputy Director

April 24, 2012

Pacific Data Systems
Attn: John Day, President/COO
185 Llipog Drive, Suite 204A
Tamuning, Guam 96913
Tel: 300-0229 / Fax: 300-0265

Re: Telecommunication Services – GSA-064-11

Dear Mr. Day,

Buenas yan Hafa Adai! Clarification is being requested in regards to "Bid Form 11 – GovGuam Wide Area Network (1 and 10 Gbps) verification is requested on pricing submitted for the above bid.

Bid Form 11 - GovGuam Wide Area Network (1 and 10 Gbps)

BIDDER NAME: PACIFIC DATA SYSTEMS		USAC SP#: 14302234		EVALUATION		
The Bidder shall provide the price for a fiber DWDM based Wide Area Network (WAN) Network to connect GovGuam agencies. The service is a dedicated GovGuam wide service and must provide a 100% CIR between two GovGuam locations configured on the ring. The Bidder shall provide an LC interface for interface to high capacity switches/routers.				Based on Number of Services with Cost of the Period of Months		
Internet Access in Mbps	Installation (Per Node)	Per Node Monthly Recurring Cost (MRC) including all Surcharges	# of Services	# of Months	Total (60 Months + Installation)	
1,000 Mbps or 1 Gbps Dedicated for GovGuam (100% CIR, Ring Topology, NMS)	\$ -	\$ 870.00	18	24	\$ 375,840.00	
10,000 Mbps or 10 Gbps Dedicated for GovGuam (100% CIR, Ring Topology, NMS)	\$ -	\$ 1,500.00	18	24	\$ 648,000.00	

The Bidder shall insert the installation and MRC for the 1 and 10 Gbps Dedicated Ethernet Network.

Thank you for your attention and a quick response is greatly appreciated as time is of the essence in regards to this bid.

Sincerely,


Pedro F. San Nicolas
Chief Procurement Officer (Acting)

Please Print

ACKNOWLEDGEMENT COPY (Re-fax to GSA)

Received BY: J. Chong

Date: 4/25-12

Vendor Name: Pacific Data Systems

Fax #'s: 472-4217 / 475-1727 / 1716



April 26, 2012

via Fax to 472-4217
Page 1 of 1

Mr. Pedro San Nicolas
Chief Procurement Officer (Acting)
General Services Agency
148 Route 1 Marine Drive
Piti, Guam 96925

Re: GSA request of April 24, 2012 reference IFB GSA-064-11

Dear Mr. San Nicolas:

PDS received your fax dated April 24, 2012 requesting verification of the pricing that PDS submitted for Bid Form 11 – GovGuam Wide Area Network (1 and 10 Gbps) in the above referenced procurement. This letter is to confirm that this pricing is still valid and is confirmed by PDS.

As GSA reviews pricing for this procurement, PDS takes this opportunity to remind GSA that PDS did submit an application for Local Procurement Preference reference Bid General Terms and Conditions #5 and Section 5008 of the Guam Procurement Act. As noted at the public opening, PDS was the only bidder that made an application for Local Procurement Preference.

Please feel free to contact me regarding any other questions you may have reference this procurement.

Sincerely,

John Day
President

xc: Bill Mann – Attorney for PDS

Pacific Data Systems

185 Ilipog Drive, HBC Suite 204A, Tamuning, GU 96913
Main: (671) 300-0200 | Fax: (671) 300-0265 | www.pdsguam.com

TAB H

Eddie Baza Calvo
Governor



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)
Department of Administration

Ray Tenorio
Lieutenant Governor

Benita A. Manglona
Director

148 Route 1 Marine Drive, Piti, Guam 96915
Tel: (671) 475-1707 Fax Nos: (671) 475-1727 / 475-1716

Anthony C. Blaz
Deputy Director

October 5, 2012

Attachment #19

Ref: GSA 064-11

Memo to file as to why we have no Acknowledgement Copy from GTA.

The attached was originally faxed on 10/4/12 at 4:31pm. The following are phone calls made requesting for a faxed copy of signed receipt of said letter.

Date	GTA
10/4/12	5PM – Spoke with Jennifer Sgambelluri – She confirms receipt of fax. Said will not be able to have Mr. John Kim sign till their legal counsel reviews it.
10/5/12	8AM – Spoke with Jennifer Sgambelluri – She confirms still with legal and will fax asap. 10:16AM – Spoke with Jennifer Sgambelluri – She confirms still with legal and will fax. 11:33AM – Spoke with John Kim. He said he had yet to receive a copy and to fax to 644-1649. 11:53AM – Spoke with John Kim. He said he confirms receipt of fax, but will not sign till legal confirms ok to sign off on. 1:00PM- Left voice message on Mr. Kim's machine. 1:49PM – Left voice message on Mr. Kim's machine. 2:10PM – Spoke with Jennifer Sgambelluri – She states no acknowledgement or letter will be forthcoming.

Note:

In regards to the above letter. GSA only received replies from three (3) vendors: Pacific Data Systems, Docomo, and IT&E. GTA and Guam Telecom LLC did not send a letter or reply.

Regards,
Marie Villanueva



624 North Marine Corps Drive
Tamuning, Guam 96913
Tel: 671.644.0116
Fax: 671.644.0103
Email: jsgamby@gta.net

TAB I

July 14, 2011

Email: Claudia.acfalle@gsa.guam.gov

Mrs. Claudia Acfalle
Chief Procurement Office
General Services Agency of Guam
148 Marine Corps Drive
Piti, Guam 96915

Ref: Bid Invitation Number GSA 064-11 Telephone Communications

Dear Mrs. Acfalle:

Teleguam Holdings, LLC is submitting the following questions for the above reference bid:

1. Page 2 Bid Guarantee (15% of Bid Amount)

Question: Is this 15% based on the annual cost or the 5 years cost?

Question: Is this applicable to Page 27, Part I-Routers, Switches and Network Equipment?

2. Page 25 – Release of customer proprietary information pursuant to Section 222 of the Telecommunication Act of 1996.

Question: Is BIT to be defined here as a "customer" or does this mandate agencies to designate and approve BIT to receive this proprietary information in their written request?

3. Page 25 – Best Customer provision.

Question: Will change orders be required to implement price changes per this provision and if so should the change order box on page 21 be check-marked?

4. Page 25 - 10% penalty in addition to the price difference for the period of time another customer that is smaller than or equal to the size of GovGuam receives a larger discount for tariff services provided for under this IFB.

Question: How was the 10% penalty determined?

5. Page 26 – B. Part B – Non-Centrex Cable or Wireless Telephone Services. The estimate of at least 10 offices and possibly more creates difficulty in quantifying rates.

Question: Can this be clarified?

6. Page 26 C. Part C. Mobile Telephone Services. An optional data plan will also be required as part of this IFB.



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Question: What is the optional Plan?

7. Page 26. D. Integrated Services Digital Networking (ISDN) Primary Rate Interface (PRI) and Page 27 J. Part J. Direct Inward Dialing (DID) Numbers Block.

Question: How is a PRI to be awarded to a single vendor and DID to another vendor?

8. Page 27 – Part G-Digital Subscriber Line...

Question: Is the 10 to 70 MBPS per location or in the aggregate?

9. Page 28 – No. 7. Individual Case Basis (ICB)Tariff. Certain information submitted to the PUC is financial proprietary and not disclose able pursuant to the PUC's own rules of confidentiality.

Question: Is this provision applicable only to GTA?

Question: Does the "cost" requested include bidder's initial or "wholesale" cost, or the ICB cost approved by the PUC? Please clarify.

Question: How was the \$1000 penalty determined? It seems arbitrary and unreasonable.

10. Page 30 – Regarding release of customer information to BIT. Section 222 requires an affirmative written request from the "Customer".

Question: Is BIT the "Customer" as defined in Section 222?

Question: Will BIT or each participating agency submit such a written request?

11. Page 31 – P. Service Level Requirements and Liquidated Damages.

Question: Is 99.999% uptime realistic?

Does this include downtime due to power failures and other causes beyond the control of the bidder?

Question: How was the penalty (1/4 of 1% per day) determined?

12. Page 31 – Bidder Qualifications. Resumes of key technical and operations personnel

Question: Does this include top to bottom employees?

Question: What is the evaluation criteria based on employee qualifications?

Question: If the award is to be based on technical qualifications instead, provide evaluation criteria?

13. Page 33 – Access to Records.

Question: Will the bidder be given reasonable time to respond to a request for records?

Question: How are exceptions for proprietary records and information to be handled?

Question: How was the \$250 per day penalty determined?



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14. Page 36-56 Item Nos. 1.1 through 10.1 required Bidding On/Comments that somewhat duplicated in what is required on Page 28 "the IFB requires a Point-by-Point response which is provided in a spreadsheet form Part A (Bid Form 1) , B, (Bid Form 4) and Part C (Bid Form 7).

Question: Which one is to be used to provide comments/responsive as both are not consistent on the contents but are on the same subject matter?

15. Page 36 – 1.1 Central Office Centrex Telephone Services. Bidder shall provision sufficient digital transmission capacity for the advanced voice services and shall not mix the voice traffic with any data services.

Question: What is meant by digital transmission capacity?

Question: Is digital transmission synonymous with IP Telephony?

16. Page 37 – In summary, all analog basic and feature set lines must be 100% line powered with 15% of all digital sets line powered. The rest of the 85% of the digital lines must be powered for a minimum 12 hour period when power to a site is unavailable.

Question: Is this 15% of an individual government site or 15% of all of the government's digital sets?

17. Page 36 - All other digital lines shall be capable of power for 12 hours following a power outage.

Question: Is 12 hours standby or continuous use?

18. Page 37 - The voice network of the bidder shall be completely separate from the data network of the GovGuam.

Question: Can this be clarified?

19. Page 37 – Bidder shall be responsible for inside wire maintenance and shall reflect the charge for any inside wire in line charge.

Also on Page 37 Should new Inside Wire (IW) be required for new phone service, the bidder shall be required to provide for the new Inside Wire at no additional charge.

Question:

Clarify Inside wiring requirements?

20. Page 39 - SMDR Data due 5 working days. Page 46 states SMDR is due in 7 calendar days.

Question: Can this be clarified?

21. Page 43 – Charges. Monthly lease of telephones for a term of (4) years to include maintenance.

Question: Is this applicable to all types of telephones/Handsets? Who will execute the contract terms and conditions BIT or the departments?



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Fax: 671.644.0103
Email: jsgamby@gta.net

22. Page 45 – Bidder must provide a corporate plan that includes the following: Base of 1,000 pooled minutes off-net. Minute per subscribed with pooling of minutes for GovGuam Subscribers.

Question: How many users will be on the shared Pool plan to share pooling minutes?

23. Page 47. – ISDN PRI/BRI SIP. Bidder shall be responsible for providing the ISDN Channel service units at the GovGuam Site

Question: What type of ISDN channel units are required?

24. Page 47 - Bidder must pass Long Distance ISDN calls to the service provider designated by GovGuam.

Question Do all Long Distance providers on Guam have to be interconnected and have capabilities to pass traffic?

25. Page 48. Dedicated GWWAN. Each site must be connected to the next site with a minimum of 3 strands of fiber.

Question: Is it 3 strands or 3 pairs of fiber?

26. Page 48 Bidder must not require use of the wavelength or require any data to be passed through any router or other equipment of the bidder.

Question: Can this be clarified?

27. Page 48 - Bidder must provide the GovGuam have a Network Management Capability that enables the GovGuam to monitor the network nodes and status. The Bidder must provide the Network Management system to monitor all network ports from a central location.

Question: Will Nagios suffice

28. Page 48 - The NMS must be able to monitor and measure fiber losses between points on the node.

Question: Can node be defined?

29. Page 48 – Services shall be provisioned via fiber optics.

Question: Do all communication facilities interconnecting the nodes on the core network be buried and interconnect in a self healing ring topology and survive a single break of failure in the ring?

30. Page 48 – Shall be a ring topology

Question: Does the Bidder have to provide a hardened core digital transmission network in order to survive power outages or extreme weather conditions/hazards (Typhoons, Earthquake, etc.)? Does the core of the network supporting all locations be able to operate at a minimum time?



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Fax: 671.644.0103
Email: jsgamby@gta.net

31. Page 49 - Broadband Internet Service. Bidder must provide and guarantees Service Level Agreement (SLA) that guarantees latency of less than 125 milliseconds

Question: The Latency of 125 milliseconds tested from which point?

32. Bidder must have packet shaping technology that will ensure that GovGuam receives the capacity subscribed for.

Question: Please define "packet shaping technology".

33. Page 49 - Bidder must provide a web-based, real-time, on-line monitoring tool to monitor the SLA and the overall capacity of the ISP. The tool must be equal in capability and functionality to the PRTG

Question: Will MRTG suffice?

34. Page 50 - Bidder must provide 40 static IP address for each 10 Mbps of Internet Access capacity ordered.

Question: Can the Bidder provide IP v6?

35. Page 51 &.1 DSL, cable or Wireless Internet for small offices.

Question: What is considered a small offices?

36. Page 51 - Bidder must provide 5 and 8 static IP addresses.

Question: Is this in addition to the 600 ips address requested on Page 50?

37. Page 52 - Bidder must provide the following channels if it is offered as part of the Bidder's television package offering.

Question: Are alternative channels an option to be offered?

38. Page 52 - The Government of Guam requires Television services for selected government offices.

Question: What are the "selected" government offices?

Question: Government to provide a complete list of the offices with physical addresses?

39. Page 53 - Note: Premium movie channels are not required.

Question: In the channel lineup provided on page 52 to Page 53, there are channels that are premium channels, will these be excluded and can those be identified?

40. Page 54 Routers- Bidder shall also provide a Single % Price for the Annual Maintenance of the Equipment.



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Fax: 671.644.0103
Email: jsgamby@gta.net

Question: Provide an inventory of current cisco equipment by department?

Question: Include what is the latest software version is currently being utilized?

41. GTA is requesting to be provided a transcription of questions and responses at GSA Pre-Bid conference held at GSA on July 7, 2011.

42. Will the contract awarded under this IFB supersede all previously existing and pending contracts awarded under IFBs, RFQs or RFPs for similar services?

43. The deadline to submit questions is July 14, 2011 at 5pm
Question: When will responses be provided?

44. There is no Section V, VI in the content of the bid, please provide?

Regards,

A handwritten signature in black ink, appearing to read "Jennifer Sgambelluri", is written over a faint, illegible typed name.

Jennifer Sgambelluri
Sr. Acct. Manager

CC: Regulatory

Eddie Baza Calvo
Governor

GENERAL SERVICES AGENCY

Ray Tenorio
Lt. Governor

TAB



Government of Guam
Route 1 Marine Drive Corp
Piti, Guam 96915
(T) 475-1710/13 (F) 475-1716/27

Benita Manglona
Director, Dept. of Admin. (Acting)

George A. Santos
Deputy Director

November 1, 2011

Bid Invitation No. GSA-064-11

Telecommunication (Telephone) Services; Mobile Telephone Services; Integrated Services Digital Networking (ISDN) Primary Rate Interface (PRI), Basic Rate Interface (BRI), and Session Initiation Protocol (SIP); GGWAN Data Communication Services; Broadband Internet Axis; DSL/Cable or Wireless Internet Services; Television Services; Routers, Managed Switches, and Network Equipment and Direct Inward Dialing (DIG) Numbers.

QUESTIONS FROM TELEGUAM (GTA) - Section 1-Telecommunications Services (October 20, 2011)

GovGuam Response to Questions Lodged by Prospective Bidders dated September 17, 2011.

a) Page 2, Part A - Centrex Phones -For location where GovGuam Centrex phones services are currently interconnected at pedestals rather than terminal blocks of a Main Distribution Frame on GovGuam premises, the Bidder/Contractor awarded the contract shall terminate the inside wiring to a Main Distribution Frame (MDF) block that shall become the property of the Government of Guam and then install a separate Bidder/Contractor terminal block where the Bidder/Contractor shall cross-connect to the MDF block within the building. The location for where the MDF is located shall be designed by the agency representative and the Bureau of Information Technology. All bidders shall complete the establishment of MDFs within 90 days of the contract award. This requirement applies to all Bidders, including the incumbent carrier.

Question 1: Who will be responsible for cross-connecting Centrex phone services from pedestals to new GovGuam MDF? At which point in the telecommunications network will the cross-connect take place from the pedestal to the GovGuam MDF? Will GovGuam pay for new GovGuam MDF and assume maintenance and liability? Which specifications does GovGuam have for new GovGuam MDF? Will Bidder/Contractor terminal block be the exclusive ownership and use of Bidder/Contractor?

Response: 47 C.F.R. Part 68 and the GPUC rules which cross-references and incorporates the provides the guidance of the Rural Utilities Commission (RUS) of the U.S. Department of Agriculture on the provisioning of a network interface device (NID) by the telecommunications carrier. The incumbent carrier is expected to provide a network interface device (NID) at the point of demarcation in accordance with above rules. The NID needs to be established by the carrier. Clarification will be sought from the Wireline Competition Bureau of the Federal Communications Commission to resolve any issues that may arise. At the demarcation point, the Bidder shall interconnect the inside wire to the network.

b) Page 3, 4. Part E -Wide Area Network Connection. Subsection (a) provides: The GovGuam Wide Area Network telecommunications connection are for point-to-point telecommunication services within Guam. The service is an intrastate digital provide line service that will originate and terminate telecommunications to customers designated premises in Guam.

Question 1: Does GovGuam warrant, represent and guarantee that less than 10% of data services provided on this network will be Internet in nature and will the GovGuam submit proof that the services provisioned for the point-to-point contain less than 10% internet traffic?

Response: The GovGuam is requiring an intrastate data communication service.

c) Page 13. Part V.B.7b. GovGuam response to PDS question provides: "The Government of Guam Wide Area Network will use high-speed telecommunication services with customer designated premises within Guam. These are intrastate telecommunication services. There shall be no Universal Service Fund surcharges since these are intrastate circuits.

Question 1: Will there be any Internet traffic at any point in or on the Guam Wide Area Network?

Response: The WAN is not an Internet service but an intrastate data communication service. There will be a separate network interface for Internet access at one or more locations.

Question 2: Does GovGuam warrant, represent and guarantee that less than 10% of the high-speed telecommunication will be Internet or interstate in jurisdiction or nature?

Response: The GovGuam WAN will enable a cross-connection for Internet access at one or more specific points to be designated by GovGuam and provided by the Bidder awarded the Internet service contract.

Question 3: Will GovGuam submit proof for audit purposes with USAC and other federal agencies that the services provision for high-speed contains less than 10% Internet or Interstate traffic?

Response: Should the USAC request that such a study be conducted, then, the GovGuam will review the request by the USAC and respond accordingly.

d) Page 15 Part V.C.I. Other Bid Form Questions provides: "No bid form has been included to document available discounts off of service provider's Local Exchange Tariffs ..." GovGuam response states: "The GSA elects not to do this at this time since not all competitors have tariffs."

Question 1: Is GovGuam authorizing competitors to offer telecommunication services for this bid that are not compliant with 12 GCA 12106?

Response: No.

Question 2: Does GovGuam have a list of services that it feels are competitive and no Local Exchange Tariff is required?

Response: No list of services is provided. However, GovGuam notes that certain services do not require a Local Exchange Tariff. For example, a Local Exchange tariff is not required by the GPUC for Internet services since they are exempt as information services by the U.S. Telecommunications Act of 1996 and the rules of the Federal Communications Commission. Other data communication services which are being bid do not need a Local Exchange tariff if the service is awarded to a non-dominant Competitive Carrier since the CLECs have been granted forbearance by the GPUC. The dominant, incumbent carrier is required by GPUC to file tariff and/or ICBS. As such, there are no tariffs for certain data services which may be needed. Other services are not regulated by the GPUC but by the FCC because they are interstate, international, and/or information services, or exempt from regulation based on the Communications Act of 1934, as amended.

Question 3: Is this provision applicable to competitive local exchange carriers or all telecommunication carriers?

Response: Yes, all carriers, including the ILEC.

Question 4: Under what authority is GovGuam authorizing provisioning of telecommunication services without compliance of 12 GCA 12106?

Response: GovGuam is not authorizing services without compliance with 12 GCA 12106. Please refer to the Guam Public Utilities Commission rules, regulations, decisions, and orders on intrastate telecommunication services.

2. Bid Forms.

Bid Form 4 Point by Point Response for Non Centrex Telephone Services. Part B. Special Condition 5 provides: If the office is rented, then the bidder shall be responsible for the location of any equipment within the building for use of the MDF or IDF.

Question 1: Can this be clarified? What is being required here? Will the location of the MDF or IDF be within the agency's leased space? Bidder should not be responsible for negotiating space with the agency's landlord.

Response: The Bidder is responsible for locating any equipment that may be needed to provide service even in rented commercial buildings.

3. **GSA IFB 064-011 and Amendment No. 4.**

a) Page 26-27, III.F. Part F- Broadband Internet Access requires peering with all ISP's.

Question 1: What is consequence if one ISP does not want to peer?

Response: See attached Amendment No. 6

b) Page 27, HI. J. Part J- Direct Inward Dialing (DID) Numbers Blocks.

Question 1: DID's - clarification on number of DID's - 300 numbers being requesting or anywhere from three to ten 100 number blocks?

Response: 3 - 100 number blocks.

c) Page 28. IV. D.7. Individual Case Basis (ICB) Tariff. GTA Questions:

Question 1: References include the Guam Telecommunications Act of 2005, does GSA mean Guam Telecommunications Act of 2004?

Response: Yes. Guam Telecommunications Act of 2004

Question 2: Is this item applicable to all telecommunications companies that have ICB provisions in their tariff?

Response: All carriers that are required to file ICBs must file the ICB.

Question 3: Are all carriers that provide a competitive bid different from what is in their GPUC approved tariff required to comply with this item?

Response: Yes, if the GPUC requires a filing.

Question 4: The GovGuam does require that the ICB include: (a) a specific technical description of the service, and (b) a description how the service will be provisioned to meet the specifications of the IFB; and the cost.

A) Do the requirements listed above need to be filed at the time of the carrier's ICB tariff filing?

Response: No. The ICB may be filed after the award.

B) Has GovGuam received approval for new ICB tariff filing requirements with the GPUC? If so, please identify the appropriate docket number for this filing.

Response: The GovGuam is not a telecommunication service provider.

C) If so, will GovGuam please provide to all carriers copies of the petition requesting this filing requirement provision be approved by the GPUC?

Response: Not applicable. If the GPUC does not require such information, then, it will not be required. However, the GovGuam hopes that tariffs follow the FCC definition which does include the information as described by the GovGuam.

D) What does GovGuam mean by "cost" to be filed? Or does GovGuam mean "price" is to be filed with the ICB tariff filing?

Response: Yes, Price.

E) GTA requests a definition of the word "cost" be included in the IFB.

Response: The cost generally refers to the price to the GovGuam.

Question 5: Currently ICB process on file with the GPUC for GTA does not include cost but instead a LRIC model for associated separations and assumed cost.

A) Are all carriers required to provide their costs associated with provisioning the service?

Response: No. The GovGuam understands that LRIC information is confidential. The GPUC is responsible for determining whether the price provided to a customer is not predatory.

B) Under what authority does GovGuam have to require costs associated with provisioning services?

Response: See Above.

Question 6: How does the GovGuam intend to protect proprietary and confidential information for network connectivity and provisioning?

Response: The information provided to the GovGuam is governed by GovGuam laws and policies.

Question 7: The GovGuam also requires that any and all general terms, specification, and special conditions of the ICB be incorporated in the ICB Tariff or incorporated through a reference in the ICB Tariff.

A) Has GovGuam sought approval for this type of filing with the GPUC?

Response: GovGuam does not file ICBs. The ICBs are to provide standard prices, terms and conditions which are nondiscriminatory. The standard of the GPUC apply.

B) Is this provision applicable to TeleGuam Holdings only? Has GovGuam petition or made filing with the GPUC regarding additional filing requirements?

Response: No. If a CLEC is require to file an ICB or tariff by the GPUC, then, it must do so.

C) For all ICB tariff filings in which BIT or staff request cost information, will BIT, consultants and employees sign confidentiality agreements.

Response: Yes, if confidential cost information is requested, then, the BIT will execute a confidentiality agreement based on an opinion from the Attorney General to determine whether information received is to be treated as confidential.

D) Currently GTA is not required under Docket 05-3. Will this be required of all telecommunications carriers who offer prices different to the GovGuam than what is referenced in the carriers' Tariff.

Response: The GovGuam will defer to the Guam Public Utilities Commission.

d. Page 31. IV.D.P. Service Level Requirements and Liquidated Damages.

Question 1: How is the 99.999% uptime computed? Network wide or by station?

Response: The station link.

e. Page 32. Project Management, Project Management, Timetable, and Milestones- If required by the Special Terms and Conditions, the Bidder shall submit a project plan that includes all tasks, timetables, schedules and milestones to provide the telecommunication service.

Question 1: What is required format for submission?

Response: The project plan must be a Microsoft Project which includes all major activities, dates, predecessor tasks, and resource assigned.

f. Page 41. Item No. 1.1 Central Office Centrex Telephone Services. Specification - Music on hold.

Question 1: Is the bidder or government to provide equipment?

Response: Yes, GovGuam will provide the equipment.

g.* Page 48: Item No. 5.1 GGWAN. Specification requires "The network capacity must be configured to support DWDM connection speeds of 1 Gb/s or 10Gb/s to each agency of the GovGuam that selection participation in this network

Question 1: What sorts of interfaces are required from the fiber interface equipment installed at each agency to connect to GovGuam's CPE? Specifically, what types of media interconnection will be required (e.g. CAT-6, CAT-7, XFP, SFP+ ...etc.), and how many ports?

Response: GovGuam will require LC connectors.

Question 2: What types of CPE located in each agency of GovGuam will be connected to the fiber interface equipment?

Response: A Layer 3 Switch or Router will be provided by the GovGuam at 1 Gbps or 10 Gbps locations.

h. Page 48. Specification provides: "Each site must have capacity to route traffic to two sites and be interconnected in a ring network topology".

Question 1: Is physically diverse routing required for each GovGuam location, or can it be fed with a collapsed ring on the same fiber bundle?

Response: A collapsed ring on the same fiber bundle is acceptable.

Question 2: Is it GovGuam's requirement that all agencies are interconnected in one big ring, or are other topologies acceptable as well, as long as there are two separate optical routes present from each agency'?

Response: One big ring is not required as long as there are two separate optical routes from each agency to the carrier location and that the rings provide alternative paths for the data.

Question 3: Given GovGuam has yet to decide if the network is 1Gb/s or 10Gb/s, should all bidders provide equipment quotes for 20Gb/s and 2Gb/s non-blocking interconnections per agency?

Response: No.

Page 48: Specification provides: "No other non-GovGuam entity shall share the use of the DWDM wavelength",

Question 1: Can non-GovGuam traffic be carried on other DWDM wavelengths not allocated to GovGuam, or is it GovGuam's intent that all of their agencies have exclusive use of the fiber feeding them (i.e. dark fiber)?

Response: GovGuam traffic must be carried on separate wavelengths. The Bidder may offer use of the other wavelengths to other users.

j. Page 48. Specification provides: "Bidder must not require use of the wavelength or require any data to be passed through any router or other equipment of the bidder."

Question 1: Should this be modified to read "Bidder must not require use of any wavelengths allocated to GovGuam for any non-GovGuam traffic?"

Response: Yes.

Question 2: Can network management traffic be allowed to ride on these assigned wavelengths?

Response: Yes, in-band network management is acceptable. However, only network management (e.g. configuration, alarms) is acceptable. The Bidder shall not monitor any traffic or usage of the network.

Question 3: Given the physical separation of the various agencies, may the wavelengths allocated to GovGuam be transported in conjunction with other wavelengths in an existing core network (not broken out in a router), or is it GovGuam's intent to have dark fiber interconnected between all agencies?

Response: Yes, the GovGuam will accept a solution where the GovGuam wavelengths on a core network are not shared with other GovGuam users. Separate dedicate fibers are not required.

k. Page 48. Specifications provide: "The NMS must be able to monitor and measure fiber losses between the GovGuam nodal point of presence and the bidder location, or the next GovGuam location"

Question 1: Should this be path losses associated with the wavelength(s) allocated to GovGuam, or a nominal path loss of a specific monitor wavelength? If the latter, can GovGuam specify this wavelength?

Response: Either is acceptable. The Bidder should describe how the losses will be monitored and information provided to the GovGuam.

Question 2: What tolerances and accuracy is required for the fiber loss derivations?

Response: The fiber tolerance and losses will be based on industry standards and specifications.

l. Page 49. Item No. 6.1. Specification provides: "Bidder must provide and guarantees Service Level Agreement (SLA) that guarantees latency of less than 125 milliseconds ..."

Question 1: Clarification is needed on the number of hops, specifically from where to where is this measured?

Response: From the user site to the Tier 1 provider at One Wilshire.

m. Page 50. Specification provides: "Bidder must provide 40 static IP addresses...."

Question 1: Are these IP addresses to be public or private, and 1Pv4 or IPV6?

Response: Public IP addresses. IPV4 is acceptable.

n. Page 50. Specifications provide: "Bidder must provide a web based access to monitor the usage . . . and response times to the upstream provider in the continental United States."

Question 1: Need clarification on what this is asking for; who is the upstream provider and what is being requested to be measured?

Response: The upstream provider is the Tier 1 service provider.

n. Page 50. Special Conditions provides: "Bidder must provide information on the routes and capacity for general internet access ... to access sites in the United States".

Question 1: Specify what are access sites in the United States by address?

Response: The Tier 1 provider in the U.S.

o. Page 51. Item No. 7.1. Specifications provide: "Bidder shall provide virus protection through the network".

Question 1: Is the Government requesting for anti-virus device/appliance prior to handing off to GovGuam network?

Response: No. The Bidder shall describe whether the Bidder's Internet service provides any virus protection.

Questions submitted by IT&E on October 21, 2011

Question 1: On attachment C, is it possible to get the list of equipment on an excel spreadsheet

Response: Attachment C will be provide as an Excel File to the prospective bidders

Question 2: Do you require pricing for all Cisco equipment listed on all 1620+ pages of Attachment C "2010 Cisco price list" or do you want pricing on just the Cisco 3800 Router with LC ports as listed on Bid form 14?

Response: No. The Bidder is to provide a single discount price level which shall be applied to all equipment, software, and maintenance services. The 3800 router is used as an example to apply the discount level in the evaluation. Please note that there are other factors and discount levels.

Question 3: Are we able to use the existing inside copper wiring for any or all building?

Response: Yes. Please refer 47 C.F.R. Part 68 to obtain guidance regarding inside wiring and the provisioning of a network interface device (NID) by the telecommunications carrier. Please see the attached 47 CFR Part 68 and guidance provided by the Rural Utilities Service of the U.S. Department of Agriculture. For further information, please consult with your legal counsel for telecommunications. If there are any uncertainties regarding the demarcation point, clarification will be sought from the Wireline Competition Bureau of the Federal Communications Commission. You might search the Internet for FCC and inside wire for additional information.


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