

## Facility & Support Services

### Purchasing Division

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To: Interested Vendors

From: Scott County Purchasing

Subject: Bid Requests for Voice over Internet Protocol Based Telephone System Hardware

Scott County of Iowa is seeking vendors interested in providing bids for Cisco Voice over Internet Protocol (VoIP) equipment, software, and licensing that is listed in the VoIP equipment lists (Addendum A1, A2, B1, & B2). Please contact Sam Samara with Scott County Information Technology by phone at 563-328-3271 or by e-mail at [ssamara@scottcountyiowa.com](mailto:ssamara@scottcountyiowa.com) to address any questions concerning this request for VoIP solutions. Following is a brief description of the associated deployment project.

Scott County of Iowa is a medium size local government agency with approximately twenty agencies serviced by the Scott County Information Technology Department. Scott County Information Technology (SCIT) currently maintains a fifteen to twenty year old Nortel Option 61C telephone switch environment based primarily on PRI, TDM and analog telephone technology, with some VoIP capabilities. The existing VoIP capability is used to supply telephone presence to remote locations within Scott County. Based upon age, parts availability, and lack of expandability the decision has been made to replace this older system with a new one that supports greater expandability and flexibility.

From this bid request, Scott County expects to purchase new equipment to replace much of the above mentioned telephony infrastructure. The intent is to build a new telephony infrastructure that will provide solid functionality and capabilities for the next ten to fifteen years. We have standardized on four different end-user telephone models for our initial purchase. We have also selected additional equipment such as conference phones, line expansion modules, and voice gateways that will augment the final deployment. This equipment will be deployed on a newly acquired Cisco IP based network infrastructure that consists of 1GB connectivity for most end user devices, 10GB connectivity to core devices and edge switching, and 100GB+ capability within our network core.

This project also involves an expansion of our existing telephony infrastructure to include the new Scott Emergency Communications Center (SECC) and existing Medic EMS facility. The SECC facility is a new state of the art 911 dispatching facility that will also serve as a disaster recovery/business continuity target for Scott County and other associated governmental agencies. Medic EMS will be co-locating part of their operations at the SECC facility, requiring intercommunications between SECC and their existing facility. This telephony solution will be interfaced with the Positron Viper 911 switch to further enhance emergency communications between the SECC facility and other governmental entities.

Scott County is asking for two responses to our request, one showing a complete replacement of all telephony equipment (Addendums A1 & A2), and another response showing a total replacement of back-end systems, along with provisions to support a number of existing analog telephone devices (Addendum B1 & B2). Much of the new equipment will replace existing equipment on a one-for-one basis. Exceptions to this rule involve some cases of elimination, expansion, or swapping of existing telephony gear, along with the addition of all new equipment for the newly constructed SECC facility.

The *initial purchase* will consist of 100% of the back-end systems and 33% of the telephony hardware, end user devices, and licensing (Addendum A1 or B1). Scott County commits to purchase the remaining 66% of products and licensing in two phases after the initial purchase agreement is signed (Addendum A2 or B2). These purchases phases will occur at approximately the six month mark, and again at the one year mark. Scott County also intends to renew maintenance contracts from the initial purchase at the one year mark.

Please be aware that the items in the “Telephone Hardware” category of Addendums A2 and B2 must be flexible. We are only listing sample numbers, but expect there will be some fluctuation in phone device quantities as the deployment proceeds. We are primarily providing these numbers in Addendums A2 and B2 so that Scott County can achieve the best discount rate for the whole project and arrive at a “Not to Exceed” budgetary number. You should provide a firm number for Addendums A1 and B1, and good faith estimates for Addendums A2 and B2.

Scott County commits to a final port license count exceeding one thousand (1000) licenses, but makes no commitment to the exact port license types that constitute the project at its conclusion. Scott County reserves the right to purchase additional telephony devices, and associated licensing at the established purchase agreement discount rate during the purchase period of the project, which is defined as one (1) year from the date that the “initial purchase” contract is signed. Scott County will select only response A or response B, not both responses. This decision will be based upon total cost compared to available project funding. Scott County will only fund the “initial purchase” at time of contract execution; the remaining phases of the project will be funded in a phased time frame that is outlined above.

Please provide an itemized response to the telephony equipment lists (Addendums A1, A2, B1, & B2). Add items as you see necessary, but be aware that considerable time and effort has been invested in this design, and as such appropriate support documents should be included for any deviations from the telephony equipment lists (Addendums A1, A2, B1, & B2) if you wish them to be considered.

Respondents can supply quotes based on the Cisco UCS C Series platform providing that they have already supplied a comparable response based on the Cisco MCS platform. Responses should be provided in an electronic spreadsheet format via e-mail to purchasing. Scott County reserves the right to accept or reject any bid responses, part or whole, as necessary. While equipment cost is an important factor in the selection process, it is not the only criteria that will be used in the selection process.