Questions & Answers

RFP 23-014

1. Who are the current Pre-Qualified Vendors on the State contract?

    Answer: Current vendors under contract w/ ICN:
             Anixter (WESCO)
             Call One
             Embark IT
             Garden State Liquidators
             Graybar Electric
             IT Asset Recovery
             Liberty Communications
             Millennium (aka Kyle Enterprises)
             SKC Communications
             Walker Group

2. What is the historical annual average usage, dollar amount?

    Answer: it depends on the vendor and what ICN is purchasing or looking for? Between $.01 – $50K. Over $50k would be bid out to vendors for the specific items ICN would be purchasing for a project.

3. Will the State accept the manufacturer listing (pages 30-37) in an excel format?

    Answer: Yes, ICN will accept manufacturer listing in an excel format.

4. Where a manufacturer does NOT have "List Pricing" but does have "Trade Service (TSEC)" pricing, will the State accept TSEC pricing format?

    Answer: Yes

5. We wanted to ask if a listing of what products were purchased over the last two years by ICN on existing similar contract/from incumbent prime vendor, or ad hoc, could be provided including MFR and MFR part#s

    Answer: It depends on the project that ICN would be working – mostly Fiber cable (12, 24, 36, 48 strand), Fiber jumpers (all lengths) networking cards, switches (juniper, ciena, adtran), phone accessories for Prisons.

6. Are you looking for traditional routing/switching equipment to address the LAN/WAN as referenced in section 3.1?

    Answer: Yes

7. When providing discounts that vary by product category from the manufacturer how would like to see those discounts reflected separately?
    a. For example: Hardware vs Software vs Licensing vs Support

    Answer: Separately would be fine – Hardware vs Software vs Licensing vs Support