

MAILING ADDRESS:

Columbia SC 29208

1600 Hampton Street, Suite 606

University of South Carolina – Purchasing Department

# Request for Proposals Amendment 1

Solicitation Number: USC-RFP-3677-KM

University of South Carolina – Purchasing Department

Date Issued: 02/18/2021

Procurement Officer: Kristen Moss, NIGP-CPP, CPPO, CPPB

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Mailing Address 1600 Hampton Street; Ste 606

Columbia, SC 29208

## **DESCRIPTION:** Streaming and Traditional Cable Television Services USING GOVERNMENTAL UNIT: Columbia Campus

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

The Term "Offer" Means Your "Bid" or "Proposal". Your offer must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior. See "Submitting Your Paper Offer or Modification" provision.

SUBMIT OFFER BY (Opening Date/Time): March 16, 2021 at 11:00 AM Local Time (See "Deadline For Submission Of Offer" provision)

QUESTIONS MUST BE RECEIVED BY: February 26, 2021 at 5:00 PM Local Time (See "Questions From Offerors" provision)

NUMBER OF COPIES TO BE SUBMITTED: 1 (one) each Original Hard Copy of the Technical Proposal;

PHYSICAL ADDRESS:

Columbia SC 29208

1 (one) each Original Hard Copy of the Price Proposal;

1600 Hampton Street, Suite 606

6 (six) Digital copies of the Technical Proposal (each on its own USB drive); 1 (one) Digital copy of Price Proposal on USB Drive; and 1 (one) each Digital copy of Redacted Technical & Price proposal on USB Drive							
CONFERENCE TYPE: Pre- DATE & TIME: 01/22/ (As appropriate, see "Conferences - Pre-B	2021 at 10:00 AM Local Time		LOCATION: Conference Call Phone Number: 1-800-753-1965 Access Code: 7775253				
AWARD & AMENDMENTS	Award will be posted on 04/16/2021. The award, this solicitation, any amendments, and any related notices will be posted at the following web address: <a href="https://sc.edu/about/offices_and_divisions/purchasing/index.php">https://sc.edu/about/offices_and_divisions/purchasing/index.php</a>						
			ree to be bound by the terms of the Solicitation. You he Opening Date. (See "Signing Your Offer" provision.)				
NAME OF OFFEROR  (full legal name of business submitting the	offer)	Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.					
AUTHORIZED SIGNATURE			DATE SIGNED				
(Person must be authorized to submit bindin	g offer to contract on behalf of Offeror.)						
TITLE		STAT	E VENDOR NO.				
(business title of person signing above)		(Register	to Obtain S.C. Vendor No. at www.procurement.sc.gov)				
PRINTED NAME			STATE OF INCORPORATION				
(printed name of person signing above)		(If you ar	e a corporation, identify the state of incorporation.)				
OFFEROR'S TYPE OF ENTI	ΓΥ: (Check one)	(See "Signing Your Offer" provision.)					
Sole Proprietorship	Partnership	Ot	ther				
Corporate entity (not tax-exe	17 1	Go	overnment entity (federal, state, or local)				
COVER PAGE – PAPER ON	ILY (MAR. 2015)						

### PAGE TWO (Return Page Two with Your Offer)

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HOME OFFICE ADDRESS (Address for Offeror's home office / principal place of business)				NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent.) (See "Notice" clause)							
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#### Amendment 1

#### AMENDMENTS TO SOLICITATION (MODIFIED)

(a) The Solicitation may be amended at any time prior to opening. All actual and prospective Offerors should monitor the web site for the issuance of Amendments: (b) Offerors shall acknowledge receipt of any amendment to this solicitation (1) by signing and returning the amendment, (2) by identifying the amendment number and date in the space provided for this purpose on Page Two, (3) by letter, or (4) by submitting a bid that indicates in some way that the bidder received the amendment. (c) If this solicitation is amended, then all terms and conditions which are not modified remain unchanged.

#### **QUESTIONS FROM OFFERORS - AMENDMENT (JUN 2017)**

The solicitation is amended as provided herein. Information or changes resulting from questions will be shown in a question-and-answer format. All questions received have been reprinted below. The "State's response" should be read without reference to the questions. The questions are included solely to provide a cross-reference to the potential offeror that submitted the question. Questions do not form a part of the contract; the "state's response" does. Any restatement of part or all of an existing provision of the solicitation in an answer does not modify the original provision except as follows: Underlined text is added to the original provision. Stricken text is deleted. [02-2A097-1]

#### The following Revised Bid Schedule shall hereby replace the original Bid Schedule:

#### REVISED BID SCHEDULE Lines 1 – 5 are for Price Evaluation Total of Estimated Price per Year Monthly Est. Qty Item Description (Monthly Price multiplied by 12 multiplied by Qty **Unit Price** Months) the Monthly **Unit Price Regular Use Cable Jacks for Athletics and Sports** 1 \$ 490 Venues: For twelve (12) months, this price shall be per month each per \$ shown as a monthly unit price and an annual price. per month This shall be billed to the University monthly. Outlet **Limited Use Cable Jacks for Athletics and Sports** 2 \$ 1,220 **Venues:** For twelve (12) months, this price shall be month per \$ each per shown as a unit price and annual price. This shall be per month billed to the University monthly. Outlet 3 Cable Jacks for NAC: For twelve (12) months, this 350 price shall be shown as a unit price and annual price. per month each per \$ This shall be billed to the University monthly. per month endpoint 4 Maintenance of Headend Equipment - Main per month per month \$ for entire list for Main 5 **Maintenance of Headend Equipment - NAC** per month \$ per month for NAC

### **Revised Bid Schedule Continued:**

Information Only Line Items							
Item	Description	Est. Qty	Monthly Unit Price	Total Estimated Qty multiplied by Monthly Unit Price			
6	HBO/MAX Cable service for NAC: If this line is awarded, it will be billed to the University monthly over the twelve (12) months per year covered. This Line item will not be used in the price evaluation. This line item is for information only to ensure that the NAC is aware of pricing if the NAC chooses to order HBO/MAX service.	350 each per month	\$per month per endpoint	\$			
7	Wiring Technician - Please provide an hourly rate for this position. The number of hours identified for this position is estimated at 1000 Hours (over the five (5) year total potential contract) to maintain the cable TV infrastructure.	200 hours per year	\$ per Hr	s			
8	<b>Lead Engineer</b> - Please provide an hourly cost for this position. The number of hours identified for this position is estimated at 500 Hours (over the five (5) year total potential contract) to maintain the cable TV infrastructure.	100 hours per year	\$/Hr	\$			

#### The following questions and answers are hereby incorporated:

**Question 1.** RE: SECTION III - SCOPE OF WORK/SPECIFICATIONS, Technical Requirements: A series of streaming/OS platforms are listed which the proposed system must support.

A. What is the intention for Apple TV, Roku 2.0 and Amazon Fire?

Answer: If the solution offered requires an over the top app, the app should be supported on the listed streaming devices.

B. What functions or features are these platforms to provide other than their respective content streams?

Answer: An over the top app for these platforms should provide the same streaming content that will be provided by the selected solution, not including NAC and Athletics inserted content.

Question 2. How many streaming users are intended to use this service?

Answer: The RFP includes current counts. Any of these numbers may make use of the streaming service. Students are not included in this RFP. The University reserves the right to increase or reduce the number of users.

**Question 3.** Of that number how many are expected to be pulling from a mobile device/tablet?

Answer: Estimate 30% of users.

**Question 4.** RE: SECTION VIII – BID SCHEDULE/PRICE PROPOSAL: The Bid Schedule refers to "Cable Jacks". IPTV is network based. Are the "service drops" meant to be referenced as Cable Jacks or should this be Network Jacks/Ports?

Answer: Athletics and NAC locations will require the ability to deliver services via traditional delivery and IPTV. All administrative locations will be IPTV via existing network jacks/ports.

**Question 5.** Of the 1,220 limited users in athletic facilities, are there any endpoints included of this number that will be used for Digital Signage? If so, how many?

Answer: Approximately 40, subject to change as any TV can become a digital sign.

**Question 6.** Of the 20 hours of storage required for each user/service instance, are these 20 hours of storage set aside for each individual user, or is a portion comprised of shared University channels or shared content meant for multiple simultaneous users?

Answer: Per user.

**Question 7.** How many users are anticipated to record content simultaneously?

Answer: Approximately 5-10%.

**Question 8.** Who is the best Point of Contact for our Site Surveys?

Answer: Ruth Abercrombie, 803-777-9912

**Question 9.** What is the address of the cable headend?

Answer: The NAC headend is located at 1620 Pendleton St. Columbia SC 29208. The Main headend is at 514 Main St., Columbia SC 29208

**Question 10.** Under the Cable & Internet section of the University Housing webpage, there is a statement that cable services will be discontinued for Fall 2021 (see screenshot below). For University Housing students only, does this RFP intend to provide them with a Streaming TV service?

Answer: This RFP does not include students.

Question 11. Is the Streaming TV option missing from the Pricing Table?

Answer: All service is required to be streaming, with ability to also deliver via existing, traditional CATV infrastructure.

**Question 12.** Will you please provide a list of the Common Areas where TV Services are needed and the quantity of the TVs in each location?

Answer: UofSC reserves the right to present content in any common areas should we choose to do that.

Question 13. What do you mean by "Digital Signage"?

Answer: UofSC maintains a separate enterprise digital signage solution. Integration with that system is not required. All smart TVs can be used as digital signage to present wayfinding or UofSC controlled content. Ability to inject channels is a must, as defined in RFP

**Question 14.** What are the official addresses of the University Athletics Venues listed in the RFP (the Cockaboose Corporation, Cock's Corner & the Touchdown Zone)?

Answer: Cockaboose: 1006 Bluff Road, Columbia SC.

Cock's Corner: 1001 George Rogers Blvd, Columbia SC.

Touchdown Zone: exact address not available. Entrance is off Key Road, Columbia SC (near Cockaboose).

**Question 15.** Since USC already has the "Carolina Alert" system in place where all students and faculty already get important communication alerts via Text Messages and Email, is the custom Emergency Alert Service (EAS) an absolute requirement for all video services provided?

Answer: Integration with EAS system is required.

**Question 16.** Do all of the University Channels, Athletic Channels and National Advocacy Center Channels to be Inserted, need to be on both the Streaming service as well as the traditional service?

Answer: Channel insertion capability must be provided for Athletics and NAC, with the ability for inserted and other content to be delivered via traditional CATV delivery or streaming. Also, inserted channels should be restricted to Athletics and NAC for their respective content.

Question 17. How many total residential students are living on-campus during the 9-month school year?

Answer: Students are not included in this RFP.

**Question 18.** Please confirm, the current bulk delivered 125 channel service is received from DirecTV and local insertion through the contract with Apogee?

Answer: Confirmed.

**Question 19.** Please provide a copy of the complete channel listings for both the Residential service, as well as the Athletics and NAC.

Answer: RFP contains list of inserted channels.

**Question 20.** Are the local network channels (ABC, NBC, FOX, CBS...) currently received via satellite or Over-the-Air UHF/VHF?

Answer: OTA

**Question 21.** Do the additional 751 units within the University's sporting venues currently receive the bulk delivered 125 channels via the same Dish head end as the residence halls? If not, please describe the separate system supporting the sporting venues and provide exactly which channels or programming packages that they are currently receiving.

Answer: Yes

Question 22. Are the 751 units in the sporting venue's considered "private" or "public" viewing areas?

Answer: These are considered private viewing areas and are only available to premium suites. These units are inside a controlled environment for a specific intended audience.

**Question 23.** Please list all USC Off-Campus Facilities that would potentially require RF television services. For each facility, please provide the number of TV drops needing service. Will any of these off-campus facilities require IPTV service as well?

Answer: Service locations have been identified in the RFP. UofSC reserves the right to add or delete locations. Off campus locations would require RF.

**Question 24.** Does the University currently own an Emergency Alert System (EAS) that is incorporated into the DirecTV head end to interrupt all channels? If so, how old is it and what is the make and model. Please indicate if it works with CAP.

Answer: UofSc currently owns Trilithic EASyPLUS and EASyCAP. This system does work with CAP.

**Question 25.** Please provide an exact channel listing for the NAC inclusive of the 24 inserted modulated internal channels. Are these channels currently fed from the same residential head end?

Answer: NAC channels are ingested at the NAC (on prem) and they remove the university channels. Only the NAC use the NAC channels.

Question 26. RFP indicates "approximately" 3425 active units within the residence halls. For clarification, please define the current most accurate number of residential living units fully occupied during the academic school year including the hotel. A residential living unit is defined as the front door to a residential room, apartment, or suite no matter how many "cable TV coax drops" are behind it. Whether a single, double, triple, quad or more occupancy, we count the front door off the main hallway as one living unit. For example, per the below image, each of the three (3) doors in the foreground are counted as one living unit.



Please provide a list of all residential buildings and any other buildings included in the main campus count, with the associated number of required units per building.

Answer: Residence Halls are not included in this RFP. Service may be required in any UofSC building.

**Question 27.** Is the University able to provide the selected vendor with an Internet connection (1 port) at the head end location for equipment monitoring purposes?

Answer: Yes

**Question 28.** For maintenance of the existing HFC distribution system to the outlet, can you describe the overall age and operating condition?

Answer: Nearly all building distribution has been upgraded in the last 20 years and the RG drop cables have been upgraded to RG 6 quad shield.

Question 29. Have there been any operational issues lately?

Answer: There have been three partial outages affecting specific channels due to failure of swm units.

**Question 30.** On average, how many service calls related to the Apogee TV service are generated by students each month during the 9-month school year?

Answer: Students are not included in this RFP.

Question 31. Do you have any prints of the existing HFC distribution system you could share with us?

Answer: See Attachment 1 to this Amendment

**Question 32.** How many major service outages on average do you experience each year as relates to existing HFC distribution system equipment failures?

Answer: There have been three partial outages affecting specific channels due to failure of swm units.

**Question 33.** What is the exact units the University is asking vendors to bid on?

Answer: Quantity is outlined in Section VIII: Bid Schedule/Price Proposal

**Question 34.** On the housing website it says cable services will be discontinued in Fall 2021 – however the RFP states the service must be continued to be broadcast over RF. https://sc.edu/about/offices\_and\_divisions/housing/for-residents/community\_resources/cable-and-internet/index.php

Can you clarify?

Answer: Residence Halls are not included in this RFP.

**Question 35.** The RFP asks for "EAS Interface" – does the University have their own Emergency Alert System in place and if so, what is the make and model? If the University does not have its own Emergency Alert System, would the University want the vendor to include this in their pricing?

Answer: UofSC currently owns Trilithic EASyPLUS and EASyCAP.

**Question 36.** The Channel lineup on pages 14-16 differ from the channel lineup that can be found on both Zap2It.com and the University's Housing site: https://scprod.service-now.com/sp?id=kb article&sys id=09c971da132372803f0f50782244b020

Can the University confirm which lineup Vendors should be base their proposal on?

Answer: Proposals should be based on the channel lineup included in this RFP.

**Question 37.** The National Advocacy Center receives a different channel lineup than the rest of the school. Can you provide this lineup as the RFP only states "Channels above 73.4 are removed by internally control filters? The NAC inserts 24 internal channels beginning at 85.1 through 100.2." Since the channel lineup is not numbered in the RFP, it is difficult to plan the channel mapping for this location.

Answer: Content above channels 73.4 are removed regardless of content.

**Question 38.** University Athletics Sporting Venues and University Athletic Venues are listed. Are these locations broadcasting on the current television lineup and if so, how?

Answer: University Athletics venues and sporting venues currently broadcast available content and injected channels.

**Question 39.** Are any of the athletic venues receiving television programming and if so, are they registered as a commercial DirecTV account?

Answer: Athletic venues receive their content through the current UofSC contract, not as separate accounts.

**Question 40.** Are any of the food & beverage locations on campus receiving television programming and if so, are they registered a commercial DirecTV account?

Answer: We do not know if food and beverage locations are registered as separate commercial DirecTV accounts. UofSC provides service to UofSC entities and not to private vendors on campus.

Question 41. How will the University be passing off all the inserted channels on pages 15 and 16 to the current provider?

Answer: Channel insertion is managed by the NAC and Athletics respectively at the headend.

Question 42. Can the University provide the dimensions of the head location?

Answer: Main headend at 514 Main St is approximately 100sqft and consists of 9 cabinet racks. NAC location is approximately 24 sqft and consists of 2 racks.

**Question 43.** In Section 8, pricing is broken into 4 separate fields (two for residence halls and athletic venues, two for NAC). Does the University require the successful vendor to bill the University and the NAC separately?

Answer: Residence Halls are not included in this RFP. Only Athletics and NAC location counts are included. UofSC reserves the right to provide service to other administrative locations on campus.

**Question 44.** Referencing VIII. Bid Schedule / Price Proposal (page 35) Please include pricing chart line item for RF CATV service to the Residence Hall units.

Answer: Residence Halls are not included in this RFP.

**Question 45.** Referencing VIII. Bid Schedule / Price Proposal (page 35) Please include pricing chart line item for IPTV streaming option.

Answer: All locations in the Bid Schedule/Price Proposal should be capable of receiving content via streaming or existing traditional CATV delivery.

**Question 46.** Referencing III. Scope of Work/Specifications (page 12, Is the University able to provide detailed CATV distribution maps?

Answer: Headend drawings are provided in the Attachments to this Amendment.

**Question 47.** Referencing III. Scope of Work/Specifications (page 12), Is the University able to provide an active distribution hardware list?

Answer: Please see Attachment 3 to this Amendment.

**Question 48.** Referencing III. Scope of Work/Specifications (page 12), Please provide a detailed explanation of the distribution plant support required.

Answer: Installation of new and maintenance of existing service drops and upkeep of coaxial and fiber optic plant will not be required by the Contractor.

**Question 49.** Referencing III. Scope of Work/Specifications Customer Service and Maintenance, Page 13: "All other routine tasks shall be addressed during one of the three weekly scheduled service days."

A. Please provide detail on the required or expected tasks by the technician requested to be on campus 3 times per week.

Answer: This statement does not require a technician on site for those three weekly scheduled service days. UofSC will work with selected vendor to ensure there are standard, scheduled maintenance windows as required. All maintenance schedules must be approved by UofSC.

B. Please provide clarification on the responsibility of the Contractor to support the existing fiber and coaxial distribution plant, for example: equipment replacement/repair, maintenance of service drops, installation of new service drops.

Answer: Installation of new service drops not included. Maintenance of end user devices not included.

**Question 50.** To provide an accurate price for the project, we would need to know the composition of the existing IPTV and distributed RF system. Please provide a list of the existing equipment that is to be maintained within the RFP.

Answer: There is no existing IPTV. Current distributed RF system is complete. Please see Attachment 3 to this Amendment for the list of equipment.

**Question 51.** Are there any existing pieces of equipment currently under a manufacturer's warranty that needs to be managed under the terms of the RFP contract?

Answer: All headend equipment is out of warranty.

**Question 52.** Are there other pieces of equipment installed in the headend, outside of this RFP, that share rack space or have some combined functionality that is not covered in this RFP? If, please describe this equipment.

Answer: No.

**Question 53.** Are there drawings that could be reviewed to understand the existing installation and cabling of the system? If so, please provide these drawings.

Answer: Please see Attachments 1 and 2 to this Amendment.

**Question 54.** In Section III. SCOPE OF WORK/SPECIFICATIONS there is this statement: *The purpose of this solicitation is to establish a service provider to provide the installation and all head-end equipment necessary for delivery of all channels in HD for existing programming via Internet Protocol television (IPTV) over the University of South Carolina campus data network and the ability to make use of the pre-existing RF infrastructure.* 

A. Are there plans to install any new equipment over the five years of this contract? If so, please describe this additional equipment.

Answer: Not at this time. The Contractor shall provide functional service to include necessary maintenance, repair and potential replacement of existing equipment.

B. Is the existing HFC infrastructure currently 100% complete such that it provides the capabilities as described in the RFP? Capabilities such as the cable TV provided channels, Electronic Programming Guide, any campus originated channels, and connections to the various dormitories, athletic venues, and administrations areas within the campus?

Answer: The existing infrastructure is complete as of present date. UofSC reserves the right to expand.

C. Are there any portions of these services that are incomplete and will need to be provided and installed?

Answer: All existing infrastructure is complete as of present date. IPTV service does not currently exist on campus.

D. Are there plans in place to make changes in the existing infrastructure of the system for any additional features outside of what is mentioned in the RFP?

Answer: Not at this time. The Contractor shall provide functional service to include necessary maintenance, repair, and potential replacement of existing equipment.

**Question 55.** The Price Proposal Bid Schedule shows costs associated with the cable TV connections, the HBO services plus the wiring and engineering fees. There are no sections for the maintenance of the TV headend equipment. Please provide detailed sections for these additional services.

Answer: Please see Attachments 1-3 to this Amendment. As for headend equipment, there are two headend locations that require scheduled maintenance per vendor best practices to provide uninterrupted service. A line item has been added to the revised Bid Schedule included in this Amendment.

**Question 56.** Would it be possible to tour the existing facility prior to submitting a proposal?

Answer: Yes. Please contact Ruth Abercrombie at 803-777-9912 to set up an appointment. Please note that Ms. Abercrombie will not answer any questions during the site visit.

ALL OTHER TERMS, CONDITIONS, BIDDING INSTRUCTIONS, AND SPECIFICATIONS REMAIN UNCHANGED. IF THERE ARE ANY QUESTIONS OR IF ANY CONFUSION OR UNCERTAINTY ARISES AS A RESULT OF THIS AMENDMENT, IT IS THE SOLE RESPONSIBILITY OF THE OFFEROR TO CONTACT THE PROCUREMENT OFFICER FOR CLARIFICATION. CONTACT INFORMATION CAN BE FOUND IN THE TOP RIGHT HAND CORNER OF THE COVER PAGE OF THIS AMENDMENT. REFERENCE THE "DUTY TO INQUIRE" CLAUSE IN THE ORIGINAL INVITATION FOR BID.