

What year licenses would the customer like? 1YR 3YR 5YR and would they like essential or advantage?

Answer:

3 year licensing. Thank you.

I see this is for MIBS. Does the customer already own this equipment and want it managed or will they be wanting new equipment with managed solutions?

Answer:

We are leasing the equipment. We do not own the equipment.

With the customer currently leasing the equipment are they wanting proposals for a new lease with new equipment? ie quoting the leased equipment plus managed services to support OR just the managed services keeping the existing equipment? MS125s are end of sale so I am assuming they would like new equipment but want to verify Thank you!

Answer:

Please quote the leased equipment and the management services. Newer models for those end of life is fine.

What is your current internet speed?

Answer:

393.27 mb/s

The RFP says 7 entities, does that mean 7 locations/schools? Reason I ask is, there is a single firewall requested which would be fine for a single location, but if there are multiple locations, we may need to enter a note as to a design issue/change.

Answer:

E-rate rules require us to list all recipients of service, including instructional facilities like the Field House. We are fine with one firewall.