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**REQUEST FOR PROPOSALS #36-13
Video Conferencing Equipment
University of Maine System
ADDENDUM #1**

This addendum reflects responses vendor inquiries:

The University of Maine

Q1. Do you require multi site capability for each solution?

University of Maine
at Augusta

A1. No, however if multi-site capability is available as an option for the equipment proposed for a room template it should be noted and the appropriate price provided in the options list for that equipment.

University of Maine
at Farmington

Q2. Do the larger classroom or smaller presentation venue areas have built in sound systems? Is there a DSP with echo cancellation in place?

University of Maine
at Fort Kent

A2. It is not possible to determine the specific locations where equipment purchased under this RFP will be deployed or to predict the capabilities present at any location. The use of room templates to solicit vendor recommendations for equipment, options, and accessories for each template was necessitated by the lack of information regarding the specific locations in which the equipment will be deployed. Per Section 1.3 of the RFP "No engineering of specific locations...is required." Vendors are welcome to recommend a sound system as an accessory. Vendors are welcome to recommend a DSP with echo cancellation as an accessory.

University of Maine
at Machias

University of Maine
at Presque Isle

Q3. Are the current systems in place SIP enabled or are there older codecs that will need to be tied in?

A3. The University operates a mixed environment of video-conferencing systems. Per Section 1.3.1.3 "All proposed equipment must be standards-compliant (e.g., H.323/SIP) and interoperable with current equipment manufactured by Polycom and Cisco (Tandberg)." Per Section 1.3 of the RFP "No engineering of specific locations, system integrations, or management systems is required."

Q4. What are the multi-point capabilities for each room, i.e. will the rooms be able to receive more than one conference call?

A4. If multi-site capability is available as an option for the equipment proposed for a room template it should be noted and the appropriate price provided in the options list for that equipment.

- Q5. Does the University have MCU or bridging capabilities currently?
- A5. Yes, the University has adequate MCU capabilities.
- Q6. The rooms are listed with a basic number of seats. Do you have rough room dimensions, especially ceiling height for proper mics?
- A6. No, the exact rooms have not been identified.
- Q7. Does the University want to see labor included with quotes or listed as options with each room?
- A7. No.
- Q8. Would you prefer one year or three year maintenance options for video conferencing units?
- A8. An option for one year of maintenance would be preferred.
- Q9. What types of support/maintenance options are preferred from the vendor in support of the equipment?
- A9. An option for one year of maintenance would be preferred.
- Q10. What type of connections are requested for providing content: VGA, HDMI, display port?
- A10. At 1.3.1.3 the RFP reads: "All proposed equipment must be standards-compliant (e.g. H.323/SIP) and interoperable with current equipment manufactured by Polycom and Cisco (Tandberg)."
- Q11. What level of interoperability with the existing platform is the University expecting?
- A11. The University is expecting interoperability as far as videoconferencing standards are concerned; i.e., video and audio algorithms, firewall, signaling, call set up, graphics capabilities (H.239). The University does not expect interoperability between unlike manufacturer's equipment for manufacturer specific propriety features.
- Q12. Are all calls P2P or does the University have a MCU with the existing infrastructure to support multi-way video calling?
- A12. The University operates and maintains a mixed manufacturer environment for endpoints and has several MCUs; video calls may be point-to-point or bridged as necessary. The existing infrastructure supports multipoint calls, and also supports the manufacturer specific "MultiWay" call feature.
- Q13. If a MCU is leveraged what is the make and model number?
- A13. The University currently operates multiple MCUs including the Codian 8500, 4500, and 2000 series, and the Polycom MGC100.
- Q14. How many ports are on the existing MCU?
- A14. The University currently operates multiple MCUs including the Codian 8500, 4500, and 2000 series, and the Polycom MGC100. The number of ports and configurations on each MCU varies, and the University is presently reorganizing this videoconferencing infrastructure.
- Q15. What are the make and model numbers of the existing endpoints?

- A15. The University currently maintains and operates Polycom ViewStationFX, VS4000, VSX, QDX, and HDX codecs, and Tandberg MXP and C series codecs.
- Q16. Does the University have recording and streaming in the environment today?
- A16. The University has several recording/streaming applications and appliances (Codian VCR, Polycom RSS, etc.) as part of its videoconferencing infrastructure.
- Q17. The RFP specifies the "University" will purchase qty-18 rooms this year. What is the total number of rooms needed?
- A17. The University plans to add eighteen videoconferencing rooms to its existing complement of videoconferencing locations through the purchase of eighteen videoconferencing codecs with varying features/accessories based on the size and needs of individual locations.
- Q18. Is this being priced as a "box sale" or are you asking for integration as well?
- A18. Box sale. Refer to section 1.3 that states "this RFP is intended to provide the University with the means for purchasing video conferencing equipment and accessories for a variety of designs, applications, and locations. No engineering of specific locations, system integrations, or management systems is required."
- Q19. I think the RFP does not want the respondents to include monitors, is that correct?
- A19. Monitors should be addressed however the University will purchase monitors from an existing contract if that contract offers better pricing.



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