



Administered by
UNIVERSITY OF MAINE SYSTEM
Office of Strategic Procurement

REQUEST FOR BIDS

HAIVISION VIDEO EQUIPMENT
University of Maine System

RFB # 24-10

ISSUE DATE:
March 24, 2010

BIDS MUST BE RECEIVED BY:
April 14, 2010, 2:00 pm

DELIVER BIDS TO:

University of Maine System
Office of Strategic Procurement
Attn: Hal Wells
16 Central Street
Bangor, ME 04401

SECTION ONE

1.0 GENERAL INFORMATION:

- 1.1 Purpose: The University of Maine System is seeking bids for HaiVision video equipment as described below.
- 1.2 The University of Maine System will hereinafter be referred to as the "University." Respondents to the RFB shall be referred to as "Bidder(s)" or "bidder(s)". The Bidder to whom the contract is awarded shall be referred to as the "Contractor."
- 1.3 Overview: The University will be upgrading its video network with new encoders, decoders and a management system. The core of this upgrade will use HaiVision equipment consisting of one (1) Video Furnace Server System, thirteen (13) Barracuda video encoders and 125 Hai Video Furnace Stingray set top boxes. Quantities of these base items may be slightly higher. The University is also requesting pricing for alternative equipment and optional equipment that may or may not be purchased, depending on cost and our budget.

The University will perform its own installation.

- 1.4 Evaluation Criteria: Award will be made to the low bidder provided that all other requirements are satisfactorily met. However, consideration will be given to delivery.
- 1.5 Award: The University intends to award this bid all to one bidder. The University reserves the right to conduct any tests it may deem advisable and to make all evaluations. The University reserves the right to reject any or all bids, in whole or in part and is not necessarily bound to accept the lowest bid if that bid is contrary to the best interests of the University. The University reserves the right to waive minor irregularities. Scholarships, donations, or gifts to the University will not be considered in the evaluation of bids. A bid may be rejected if it is in any way incomplete or irregular. When there are tie bids, there shall be a preference for "in-state bidders". When tie bids are in-state or out-of-state, the award will be made to the bid that arrives **first** at the Office of Strategic Procurement.
- 1.6 Award Protest: Bidders may appeal the award decision by submitting a written protest to the University of Maine System's Director of Strategic Procurement within five (5) business days of the date of the award notice, with a copy of the protest to the successful bidder. The protest must contain a statement of the basis for the challenge.
- 1.7 Communication with the University: It is the responsibility of the bidder to inquire about any requirement of this RFB that is not understood. Responses to inquiries, if they change or clarify the RFB in a substantial manner, will be forwarded by addenda to all parties that have received a copy of the RFB. Addenda will also be posted on our web site, www.maine.edu/strategic/upcoming_bids.php. The University will not be bound by oral responses to inquiries or written responses other than addenda.

Inquiries must be made to: Hal Wells
Office of Strategic Procurement
University of Maine System
16 Central Street
Bangor, Maine 04401
(207) 973-3302
hcwells@maine.edu

- 1.8 Submission: A **SIGNED** original and two (2) copies of the bid must be received at the Office of Strategic Procurement, University of Maine System, 16 Central Street, Bangor, Maine 04401, in a sealed envelope no later than **2:00 P.M. local time, Wednesday, April 14, 2010**, for a public opening. The bid must be date/time stamped by the Office of Strategic Procurement in order to be considered. Bidders are strongly encouraged to submit bids in advance of the due date/time to avoid the possibility of missing the 2:00 deadline due to unforeseen circumstances. Bidders assume the risk of the methods of dispatch chosen. The University assumes no responsibility for delays caused by any package or mail delivery service. A postmark on or before the due date WILL NOT substitute for receipt of bid. In the event of suspended University operations, the bid opening will be rescheduled for the next business day at the same time and location. Bidders may wish to call (207) 973-3298 to determine if University operations have been suspended. Bids received after the due date and time will be returned unopened. Additional time will not be granted to any single bidder, however, additional time may be granted to all bidders when the University determines that circumstances require it. **FAXED OR E-MAIL BIDS WILL NOT BE ACCEPTED.**

Where possible, all materials submitted should be fully recyclable. Submissions shall be on standard 8.5 x 11, letter-sized paper and be clipped together without binding.

- 1.9 Bid Envelope: The signed bid should be returned in an envelope or package, sealed and identified as follows:

From _____	April 14, 2010	2:00 PM	RFB #24-10
Name	Due Date	Time	Bid No.

- 1.10 Bid Understanding: By submitting a bid, the bidder agrees and assures that the specifications are adequate, and the bidder accepts the terms and conditions herein. Any exceptions should be noted in your response.
- 1.11 Costs of Preparation: Bidder assumes all costs of preparation of the bid and any presentations necessary to the bidding process.
- 1.12 Debarment: Submission of a signed bid in response to this solicitation is certification that your firm (or any subcontractor) is not currently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by any State or Federal department or agency. Submission is also agreement that the University will be notified of any change in this status.
- 1.13 Bid Validity: Unless specified otherwise, all bids shall be valid for ninety (90) days from the due date of the bid.
- 1.14 Errors: Bids may be withdrawn or amended by bidders at any time prior to the bid opening. After the bid opening, bids may not be amended. If a significant mistake has been made by an apparent low bidder, the bidder will be given the option of selling at the price given or withdrawing the bid. If an extension error has been made, the unit price will prevail.

END SECTION ONE

SECTION TWO

2.0 GENERAL TERMS AND CONDITIONS:

- 2.1 Contract Documents: If a separate contract is not written, the Contract entered into by the parties shall consist of the RFB, the signed bid submitted by the Contractor, the specifications including all modifications thereof, and a purchase order, all of which shall be referred to collectively as the Contract Documents.
- 2.2 Quantities: The quantities shown on the bid form are approximate only. The contract shall cover the actual needs of the University. The core of this upgrade will use HaiVision equipment consisting of one (1) Video Furnace Server System, thirteen (13) Barracuda video encoders and 125 Hai Video Furnace Stingray set top boxes. Quantities of these base items may be slightly higher. The University may purchase alternative equipment, as described below. The University may also purchase optional equipment described below.
- 2.3 Pricing: Quotations must be F.O.B. Destination. Prices quoted will be considered to include all charges for transportation, packaging, crates, containers, insurance, duty and brokerage charges, etc. necessary to complete delivery.
- 2.3 Contract Validity: In the event one or more clauses of the Contract are declared invalid, void, unenforceable or illegal, that shall not affect the validity of the remaining portions of the Contract.
- 2.4 Non-Waiver of Defaults: Any failure of the University to enforce or require the strict keeping and performance of any of the terms and conditions of this Contract shall not constitute a waiver of such terms, conditions, or rights.
- 2.5 Litigation: This Contract and the rights and obligations of the parties hereunder shall be governed by and construed in accordance with the laws of the State of Maine without reference to its conflicts of laws principles. The Contractor agrees that any litigation, action or proceeding arising out of this Contract, shall be instituted in a state court located in the State of Maine.
- 2.6 Assignment: Neither party of the Contract shall assign the Contract without the prior written consent of the other, nor shall the Contractor assign any money due or to become due without the prior written consent of the University.
- 2.7 Payments: Payment will be upon submittal of an invoice to the office shown on the Purchase Order(s) by the Contractor on a Net 30 basis unless discount terms are offered. Invoices must include a purchase order number. The University is using several, preferred methods of payment: PCard (Visa); Bank of America's ePayables and PayMode electronic payment systems. Please indicate your ability to accept payment via any or all of these methods.

END SECTION TWO

SECTION THREE

3.0 EQUIPMENT LIST:

Core Equipment

- 3.1 S-VFADV - Furnace Advanced System U/0/0 - InStream Portal Server. Unlimited Live, 0 Playback, 0 Mbps VOD capacity. (1U Server, 250 GB RAID.). INITIAL QUANTITIY - 1
- 3.2 Advanced Support for S-VFADV - Furnace Advanced System U/0/0
- 3.3 S-280E-SDI - BARRACUDA Encoder Appliance - SD H.264 IP Video Encoder - SDI, Composite, S-Video, and Audio input; 150 kbps to 8 Mbps; 10/100/1000 Ethernet; 5VDC w/ 90-240 VAC External Power with Locking Connector. INITIAL QUANTITY - 13
- 3.4 Advanced Support for S-280E-SDI - BARRACUDA Encoder Appliance.
- 3.5 S-VF-STB100 - Furnace STINGRAY Set Top Box (100+) - MPEG 1/2/4 & H.264 SD, HD, & WXGA. InStream Viewer and Program Guide Support. Composite, S-Video, and Component (optional cable required) Outputs. INITIAL QUANTITY - 125
- 3.6 Advanced Support for S-VF-STB100 - Furnace STINGRAY Set Top Box (100+)

Alternate Equipment

- 3.7 S-VFADV-50 Furnace Advanced System with Playback & VOD U/10/50 - InStream Portal Server, Playback Manager, Media Server (50Mbps). Unlimited Live, 10 Playback, 50 Mbps VOD capacity. (Dual Server (1U & 2U), 5 TB RAID)
- 3.8 Advanced Support for S-VFADV-50 Furnace Advanced System with Playback & VOD U/10/50

Optional Equipment

- 3.9 S-VFO-BRTX - Furnace Bridge Transmit Module - Convert multicast to unicast for WAN traversal. Transmit software. Single channel. For Base and Advanced Systems
- 3.10 Advanced Support for S-VFO-BRTX - Furnace Bridge Transmit Module
- 3.11 S-VFO-CA - Furnace Conditional Access Module - Support of User Authentication and Conditional Access through integration with LDAP, Active Directory, or RDBMS. For Advanced Systems Only
- 3.12 Advanced Support for S-VFO-CA - Furnace Conditional Access Module
- 3.13 S-290E-DVI - MAKITO Encoder Appliance - HD/SD H.264 IP Video Encoder – Component Analog (Y,Pb,Pr/RGBHV) and Digital Video (DVI) input over DVI-I; up to 1080p60 HD Video or 1280x1024 60Hz Computer; 150 kbps to 15 Mbps; 2ch. analog audio input; 10/100/1000 Ethernet; 5VDC w/ 90-240 VAC External Power with Locking Connector
- 3.14 Advanced Support for S-290E-DVI - MAKITO Encoder Appliance
- 3.15 S-290E-HDSI - MAKITO SDI Encoder Appliance - HD/SD H.264 IP Video Encoder – 3GSDI, HDSI, SDI, Composite, S-Video input; up to 1080p60 HD Video; 150 kbps to 15 Mbps; 2ch. embedded AES digital or analog audio input; 10/100/1000 Ethernet; 5VDC w/ 90-240 VAC External Power with Locking Connector

- 3.16 Advanced Support for S-290E-HDSDI - MAKITO SDI Encoder Appliance
- 3.17 S-VF-STB - Furnace STINGRAY 2 Set Top Box - Furnace STINGRAY 2 Set Top Box (Small Form Factor) - MPEG 1/2/4 and H.264 SD, HD, & XGA. InStream Viewer and Program Guide Support. HDMI, Component, Composite Outputs, dual network cards for WAN.
- 3.18 Advanced Support for S-VF-STB - Furnace STINGRAY 2 Set Top Box.

END SECTION THREE

SECTION FOUR

4.0 SUBMISSION REQUIREMENTS:

Bidders shall ensure that all information required herein is submitted with the bid. Failure to provide all information, inaccuracy or misstatement may be sufficient cause for rejection of the bid or rescission of an award. Responses to each requirement below should be in order and clearly marked with the section number to which they respond.

IF BIDDERS WOULD BENEFIT FROM AN ELECTRONIC VERSION OF THIS DOCUMENT TO FACILITATE THEIR RESPONSE, PLEASE CONTACT HAL WELLS AT hcwells@maine.edu

RESPONSES TO THE RFB SHALL BE HARD COPY PAPER DOCUMENTS AS DESCRIBED IN PARAGRAPH 1.8 ABOVE

- 4.1 Pricing: Provide pricing for each item (entry) in Section Three above. Prices quoted must be F.O.B. Destination and shall be considered to include all charges for transportation, packaging, crates, containers, insurance, duty and brokerage charges, etc. necessary to complete delivery.
- 4.2 Delivery Time: For each item (entry) in Section Three above provide delivery time after-receipt-of-order (ARO) for the equipment and the (initial) quantities identified.
- 4.3 Advanced Support: describe the terms and price of advanced support.
- 4.4 Advanced Support: describe what is provided with advanced support and whether support will be provided by the reseller or HaiVision Network Video.
- 4.5 Licensing, Service, and Maintenance: describe whether these are included, or optional. If optional, what are the costs?
- 4.6 Duration of Bid Pricing: Paragraph 1.13 states that all bids shall be valid for ninety (90) days from the due date of the bid. This includes bid pricing. Bidders shall state if their pricing is valid for a longer or shorter period.
- 4.7 Pricing for an additional single Furnace STINGRAY Set Top Box:
 - 4.7.1 Provide pricing for a single Furnace STINGRAY Set Top Box ordered after an initial order of at least 125 units and within the bid price availability timeframe.
 - 4.7.2 If bid pricing is not extended to single Furnace STINGRAY Set Top Box orders, then bidder shall include the pricing and advanced maintenance price for a single S-VF-STB under optional equipment.

END SECTION FOUR

SIGNATURE PAGE

COMPANY NAME: _____

By: _____
(Signature)

(Print Name)

(Title)

(Phone)

(Cell Phone)

(E-mail Address)

(Date)