

Exhibit A - Questions and Answers

Question 1:

Is this a "winner take all" RFP?

Answer 1:

No, it is expected that there will be multiple awardees and awards can be made for as little as a single circuit.

Question 2:

What if we already have one or more circuits under contract with CENIC?

Answer 2:

CENIC will evaluate all quotes received to determine if it is more cost-effective to keep the existing contract in place or to sign a new contract for a replacement circuit and accept any applicable early termination fees in the existing contract.

Question 3:

Regarding formatting, is it required that we use the format specified in the RFP?

Answer 3:

Yes, to the degree possible, we are asking for consistent formatting of circuit information and bidders are asked to respond using the form(s) provided as Exhibits H and I. Bidders are encouraged to use the volume pricing.

Question 4:

Where should we put "special construction costs"?

Answer 4:

Special construction costs may be included under one-time installation costs in the table. Alternately, an added column to reflect special construction charges may be added.

Question 5:

What is the response deadline?

Answer 5:

In order to comply with federal e-rate requirements for circuits serving the K12 community, there is a full 28-day open period for submission of proposals or responses to this RFP. Because of the size and scope of this RFP, we are using a response deadline of 5:00 PM Pacific Time on Friday, November 30, 2012.

Question 6:

Can a Bidder submit pricing for both managed services and for a dark fiber option?

Answer 6:

Yes.

Question 7:

Will CENIC consider alternate proposals for wireless services?

Answer 7:

No. Only terrestrial circuits will be considered.

Question 8:

If we already have equipment collocated in CENIC space, do we still have to pay the annual fee and become a CENIC Collocated Service Provider?

Answer 8:

Yes.

Question 9:

Will CENIC consider a substitute hub site for any of the circuits that terminate in Level3 Soledad?

Answer 9:

Many of the circuit A and Z locations are specified to meet the requirements for a robust network design. While CENIC will consider alternate proposals with a different Z location, bidders are strongly encouraged to include quotes for the circuit segments listed.

Question 10:

If we currently provide a circuit from Loc A to Loc Z, would CENIC (a) want a quote for a separate circuit or (b) only for a speed up (higher speed).

Answer 10:

If the pricing is the same as the existing circuit, indicate such and where we have requested higher speed circuits, indicate the new or upgraded price.

Question 11:

We understand your requirements to be 1Gb and 10Gb with Ethernet hand-off. Please confirm.

Answer 11:

Yes, correct.

Question 12:

Do you require circuits to be protected or unprotected on the service provider backbone (the WAN). If yes, please provide specific requirements on your definition of protected.

Answer 12:

Unprotected.

Question 13:

Do you require circuits to be protected at the customer premise interface (customer facing).

Answer 13:

No.

Question 14:

What is the general topology of the network from the hub site(s). Are you looking for point-to-point circuits from the hub to all tail locations or a mesh at the hub – a point to multipoint topology.

Answer 14:

Point-to-point.

Question 15:

In the 10Gb circuit instances, are you planning to use each 10Gb circuit at full capacity, meaning will you send the full 10Gb? What is the expected utilization of each 10Gb?

Answer 15:

We expect to use the full capacity of the circuit and we especially do NOT want an oversubscribed service.