

# Request for Qualifications No. 2021-02

## Addendum 01 – Q&A

This document is posted to capture the questions received, and agency answers provided, during the question and answer period of RFQ No. 2021-01, issued August 10, 2020.

All amendments, addenda, and notifications related to this procurement will be posted on the [OSPI website](#) and on the Washington Electronic Business Solution ([WEBS](#)) website.

Additional questions concerning this procurement must be submitted to [contracts@K12.wa.us](mailto:contracts@K12.wa.us). Communication directed to other parties will be considered unofficial and non-binding on OSPI and may result in disqualification of the Provider.

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### Pre-Bid Conference Q&A:

- Question:** Is there a requirement for CIPA compliance?

**Answer:** CIPA compliance covers devices, and is normally the responsibility of the school district. This RFQ covers services only.
- Question:** I understand that this program is for new customers—customers that don't currently have service—only. How is that established?

**Answer:** Providers will determine whether a family is connected with the provider. We recognize that providers may not be able to tell if a family has service elsewhere. It is not our intention to support families switching from one provider to another as a cost-saving move. Rather, this is intended for families who do not currently have broadband connectivity.
- Question:** Is the payment for services coming from the school or families?

**Answer:** If the provider already has a relationship with the school district for a program like this, we would encourage that to continue, and payment will be made by the school district to the provider. OSPI will then reimburse the school district. Alternatively, through this RFQ for eligible families without current service, OSPI will reimburse providers directly for services they provide.
- Question:** OSPI will pay the bill for the first year and then push it out to the families directly at the end?

**Answer:** Contracts resulting from this RFQ will be from September 2020, through June 2021, to cover the traditional school year. Unless additional state or federal funding is made available for this, OSPI's payment of the services will cease in June. Families may



choose to continue services, at which time, they would enter into an agreement with the provider directly.

5. **Question:** What is the quantity of students that you would expect to apply or qualify for this program?

**Answer:** We know there are approximately 475,000 students in the state who qualify for FRPL, but it is unknown how many currently don't have service or how many would take advantage of this program. Based on the capacity of our resources, we believe we could serve roughly 60,000 families if we could get everyone signed up.

6. **Question:** Most families have some form of internet connectivity between DSL, 4G, Cable, etc. Is this to replace that service or in addition to it? Is there a preference for a fixed service (like DSL/Cable) or portable (4G)?

**Answer:** Aside from the minimum qualification of 25Mbps (download)/3 Mbps (upload), there is no preference of service delivery or modality.

7. **Question:** How do we, as an ISP, verify free and reduced lunch qualification?

**Answer:** If the provider is working through an established program with the school district, district will encourage those families to apply. Provider would ask the customer if they are FRPL eligible and if they consent to having OSPI confirm their eligibility. If the customer consents, Provider will send that information to OSPI to confirm. OSPI will not identify eligible students/families to Providers without consent from families.

8. **Question:** Does the cost proposal need to be a separate file for submission?

**Answer:** We can accept single or multiple files.

9. **Question:** You asked for the first two months of service to be free. But this service would expire at the end of June—so, effectively, if you signed a contract now that would mean this would be 8 months of service guaranteed?

**Answer:** Service ends in June regardless of the sign-up date.

10. **Question:** Most families have cell phones. Does that constitute "currently served"?

**Answer:** If a family simply has cell phone service, they would not be deemed ineligible. However, if the cell phone has a hot spot that meets the connectivity requirements, they would be considered currently served.

11. **Question:** You are also asking for equipment be supplied at no charge, at the end of the term who will be responsible for reacquiring the equipment?

**Answer:** Neither OSPI nor school district will be responsible for equipment after contracts expire in June 2021. Families may choose to continue services, at which time, they would enter into an agreement with the provider directly.

12. **Question:** We provide service to remote areas that are not able to attain the minimum speed, does this disqualify those families? DSL some can get 6mbps or less.  
**Answer:** While our stated goal is to provide a minimum of 25/3 connectivity, if there are areas of the state where the fastest available connectivity does not meet this minimum (e.g., DSL is only available at a lower speed, and 4G cellular service is not an option to create a hotspot), we will accept and evaluate proposals for available options.
13. **Question:** What information will be published from contractor responses?  
**Answer:** OSPI will publish a list of providers and their areas of service. Entire proposals can be made publicly available through OSPI's Public Records Request process.
14. **Question:** Am I hearing that OSPI is going to attempt to evaluate the family to see if, even they are already connected to an ISP but struggling to pay because they are FRLP families and are impoverished, if they're currently scrapping together a payment to an ISP every month, they won't be qualified for this program? This program could provide relief for families who are connected but struggling to pay too.  
**Answer:** We recognize that there are families struggling to pay for broadband connectivity (both those who qualify for FRPL as well as those who do not). However, we do not have the capacity within this funding source to address these legitimate equity concerns. As a result, we have chosen to focus these funds strictly on those families who qualify for FRPL and do not currently have broadband connectivity. We will be encouraging efforts by the state and federal government to work towards affordable connectivity for all families.

#### **Additional Bidder Q&A:**

1. **Question:** Can a Microsoft PowerPoint file with multiple slides of our network coverage areas be used as an acceptable attachment per section C.1 Letter of Submittal/3. Description or map of coverage/service areas?  
**Answer:** Yes, Microsoft PowerPoint is an acceptable file.
2. **Question:** Exhibit B. Qualification Affirmations. Do we need to provide any other documentation or pricing proposal to confirm that we will provide services for the \$10.00 cost? Does this form constitute our full compliance with the \$10.00 pricing requirement, or do we need to state this somewhere else in our RFQ response?  
**Answer:** Signature on the Qualification Affirmations will suffice as confirmation that the bidder can provide services as the required cost.
3. **Question:** Do exhibits C,D,E need to be acknowledged (signed) or attached to the RFQ response?  
**Answer:** No, these exhibits do not need to be signed as part of the procurement process. They will, however, need to be signed if a bidder is offered a contract resulting from this procurement.