

ADDENDUM

VIDEO CONFERENCING AND STREAMING RFP #06-2012

LAMAR CONSOLIDATED ISD

TO: All Vendors

FROM: Lamar Consolidated ISD, Purchasing Dept.

DATE: January 12, 2012

RE: Addendum #1, RFP #06-2012

**RFP #06-2012 Video Conferencing and Streaming**

The following question and answer response addendum is a compilation of clarification items and questions submitted via email.

Questions:

- 1. Please clarify the intent of the RFP. Are all the video end-points being replaced? Please explain the actions needed for each section further.**

Answer:

Please replace Section 3.1 General and 3.2 Goods and Services with the following sections text to augment the information within the RFP to clarify and answer the question above.

**3.1 General**

This RFP request Erate eligible components and services as identified in the Eligible Services List Schools and Libraries Support Mechanism.

This RFP request hardware, software, maintenance and software for IP video related equipment including video conferencing, web conferencing, video conferencing infrastructure, video streaming and video recording.

LCISD began using two way video conferencing with broadcast quality conferencing over single mode fiber in 1994 in all of the district High Schools and then were early adopters of H.323 video conferencing. The District also implemented multicast video streaming with MPEG 1 encoding for cable television and campus broadcasting before 2000. LCISD has been a leader in video conferencing for speech therapy (teletherapy) and Video on Demand (VOD).

It is the intent of the District to replace legacy video equipment, refresh, standardize and update existing equipment throughout the district. In addition, web conferencing and H.323 recording will be added to the district Enterprise video services.

### 3.2 Goods and Services

The vendor should proposed products for each section based on the product functionality and the action requested by the district in regards to update, upgrade, refresh, replace and add. The definition of each action for this RFP will be:

- update – generally referring to updating the system software to current versions and providing training and implementation of software features and functionality.
- upgrade – referring to hardware enhancement that can be added to the system to provide additional capacity or functionality and to remain current and compatible.
- refresh - replace existing equipment due to age (over 5 years) with comparable equipment.
- replace - replace existing equipment with new equipment with additional or different functionality.
- delete – functionality no longer needed.
- add - implement new system).

It is the intent of LCISD to maintain up-to-date video services for the district and provide additional functionality, management and services.

The vendor may propose alternative actions, for example, replace verses update or upgrade, to add additional functionality, to standardize on solutions that are more integrated, to reduce ongoing cost, or to provide a more current platform.

A three (3) year maintenance solution should be provided with all proposed products with either a yearly maintenance contract or a 3 year maintenance package.

Client/Server solutions that are VMware comparable and provide an option of virtualization will be given additional evaluation points.

Questions:

#### **2. Clarify the tables included in each section.**

Answer:

The tables included in each section describe EXISTING equipment including the part number of existing equipment, the description of existing equipment and the Quantity of existing equipment. The ACTION column in the table describes the action, defined in Section 3.2, to the existing required within the RFP.

Further text has been added to each section to further describe the actions requested.

#### **3.2.1 Firewall Traversal**

The vendor will provide a complete firewall and NAT traversal solution that enables secure standard and Full HD (1080p30) video calls within and across networks. The solution will be a standards-based H.460 and SIP firewall/NAT traversal solution. A Telecommunication or Internet based service will also be considered under this requested item.

<b>PART</b>	<b>FIREWALL TRAVERSAL</b>	<b>Qty</b>	<b>ACTION</b>
STNS BE100	Direct Packet STNS Back-End Controller - 100 End Point Registrations, 30 Traversal Calls, 100 Concurrent	1	REPLACE
STNS FE10	Direct Packet STNS Front-End Controller 10 Back-End Registrations, 50 CC Calls, 10BE Registrations	1	REPLACE

### 3.2.2 Management System

Management Solution must support inventory, scheduling and like functionality to TMS. Management System must support all existing and new endpoints.

<b>PART</b>	<b>MANAGEMENT SYSTEM</b>	<b>Qty</b>	<b>ACTION</b>
112160	TANDBERG Management Suite server license - Including Scheduler and 10 systems (Maintenance Contract Required)	1	UPDATE OR REFRESH
113612S100	TANDBERG Management Suite - Additional 100 systems (Maintenance Contract Required)	1	UPDATE OR REFRESH
116904	TANDBERG Certified TMS Specialization (TCTMSS)	1	UPDATE OR REFRESH

### 3.2.3 H.323/H.264 MCU/Bridge

Update or replace the existing MCU with a H.323/H.264 Bridge MCU for up to a 16 party call. The Bridge will support HD Video on all supported calls.

A Telecommunication or Internet based service will also be considered under this requested item.

<b>PART</b>	<b>MCU</b>	<b>Qty</b>	<b>ACTION</b>
194220	TANDBERG CODIAN MCU-4220 40 Port Enterprise MCU	1	UPDATE OR REPLACE
193210	ISDNGW-3210 1 PRI ISDN H.320 to H.323 Gateway	1	DELETE -

### 3.2.4 NEW Video Conferencing Recording, Storing and Streaming Solution.

Provide a network based recording and broadcaster for H.323/H.264 Video conferences. The solution will record and H.323 video conferencing in standard or HD (native) quality, stream, record and auto-publish the content. The system will provide live and on-demand videos that are easily accessible for universal video collaboration from any location and windows, Mac and mobile devices including the iPhone®, iPad® and iPod®.

A Telecommunication or Internet based service will also be considered under this requested item.

### 3.2.5 Video Conferencing End Points.

Update the current VSX 7000 series units within the District to the newest code and provide the cost for a yearly software maintenance and hardware repair contract. Additional cost for year 2 and 3 maintenance cost should be identified. Respondent may provide the option to trade-in and Replace the units and provide the standard HD platform used for the ViewStation FX replacement. The optional proposal should provide endpoints with one year maintenance and the additional cost of maintenance for year 2 and 3.

Replace the existing thirteen (13) Polycom ViewStation 4000 with six (6) HD devices for room systems. The systems will integrate into existing rooms with projector, multiple cameras and document camera, and microphones. The overall solution should support teachers providing instruction from this unit to other H.323 end points inside and outside the district AND also to the web based conferencing units provided within this RFP.

Replace the existing twenty-two (22) Polycom FX systems with twenty-eight (28) mobile cart solutions. The district has existing carts with peripherals (document cameras) and mics. The overall solution should support teachers providing instruction from this unit to other H.323 end points inside and outside the district AND also to the web based conferencing units provided within this RFP.

Update the Special Program Tandberg Units with current software and provide an option for software and hardware maintenance contract.

All endpoints should be registered into a Directory system for extension/alias based dialing. All endpoints should be included in the management system for maintenance, scheduling and inventory. All endpoints should have access to MCU for leading or attending a multi-party call.

#### **Video Conferencing ENDPOINT Equipment Summary:**

<b>Polycom VSX 7000 SYSTEMS</b>	<b>Qty</b>	<b>ACTION</b>
Polycom VSX 7000As: includes VSX 7000s, 1 microphone array	16	Update OR Replace*
Polycom VSX 7000	3	Update OR Replace**
Polycom VSX 7000e	1	Update OR Replace**
Polycom VSX 7000 HDX	1	Update OR Replace**
<b>PROVIDE ROOM BASED SYSTEM</b>	<b>6</b>	
Polycom ViewStation 4000	13	Replace with 6
<b>PROVIDE MOBILE CART BASED SYSTEM</b>	<b>28</b>	
Polycom ViewStation FX	22	Replace with 28
<b>SPECIAL PROGRAM TANBERG UNITS</b>		
TANDBERG 150MXP	22	Update
Tandberg 1700HD	3	Update
TANDBERG 1700MXP	1	Update

TANDBERG 880MXP	1	Update
Tandberg Edge 95	4	Update
TANDBERG Edge 95MXP	12	Update
Tandberg T150	3	Update

### 3.2.6 ADD – New Desktop and Mobile Video Conferencing Solution

Provide the District a Client/Server Video Conferencing Solution with Windows, MacOS, Android and Osi Client Support. The system should provide a base of 100 Simultaneous Connections scalable to 2500. The response should provide a minimum base client cost with the cost to add additional connections. The solution must also be able to connect to H.323/SIP endpoints. A Telecommunication or Internet based service will also be considered under this requested item.

### 3.2.7 H.264 MPEG-4 Part 10 Video Encoder Solutions

Upgrade or Replace the thirty-two (32) Windows Media encoders with thirty-five (35) H.264 MPEG4 Part 10 Single Encoders with an option for HD. These encoders are used at the campuses (1 per campus) on a mobile cart for IP based broadcast.

Upgrade or Replace the one (1) MPEG-4 Part 2 encoder with one (1) H.264 MPEG4 Part 10 HD Single Encoders.

Upgrade or Replace the thirty-one (31) MPEG-4 Part 2 encoders with twenty-four (24) H.264 MPEG4 Part 10 Dual Encoders with an option for HD. These encoders are used at the District Cable TV Head-end. An option for a chassis based solution will be considered.

<b>EXISTING</b>	<b>EXISTING</b>		
<b>PART</b>	<b>Video Streaming Equipment</b>	<b>Qty</b>	<b>ACTION</b>
VEMS	VBRICK'S Enterprise Media System		
WME 9190-4200-000	VBrick Windows Media Single Channel Encoder Appliance with Cable Kit, Remote Control, 1 Year Hardware Warranty, 90 Day Software	32	Upgrade or Replace to H.264 Single Encoders with HD Option.
			Add 3 - H.264 Single Encoder with HD Option.
WME 9190-4200-100 HD	HD Windows Media Encoder	1	Upgrade or Replace to H.264 HD Single Encoders.
MG4 9140-4200	MPEG-4 Encoder	31	Upgrade or Replace to 24 H.264 Dual Encoder with HD Option.

**3.2.1 Video On Demand Infrastructure.**

Provide the licensing for the existing VBricks VEMS Viewing Portal to support three (3) additional NON-VBRICK VOD Servers.

Expand the existing Network Video Recorder from 10 seats to 40 seats.

Upgrade or Replace the existing VOD Server from 125 Mbps capacity to support up to 1000 users.

EXISTING PART	EXISTING DESCRIPTION	QTY	ACTION
VEMS Portal	VEMS Viewing Portal -		Expand to support 3 additional non VBRICK VOD servers
NVR – 10 8000-0174E	VEMS Network Video Recorder 10 Seats	10 seats	Upgrade to 40 seat system
8000-0074 MPEG VOD Streaming Server	VOD-W 125 Mbps Video On-Demand Server	125W	Upgrade to VOD to support up to 1000 Users.

**NOTE:**  
Please acknowledge receipt of this addendum by signing and dating this page and include a copy with your proposals.

Signature\_\_\_\_\_Date: \_\_\_\_\_