

State Fair

Bidders' Conference – Internet RFP

March 25, 2009
Updated April 13, 2009

Attendees:

Department of Agriculture & Markets:

Bob Haggerty 1st Dep. Comm.
Dave Phelan Director of IS
Cindy Itzo Asst. Dir, FM
Sean Paterek IS
Ray Weston IS

State Fair:

Dan O'Hara Director, State Fair
Jeff Damon Director of Finance
Bill Fredericks Property Manager
Gary Kerr Events Manager
Mike Ryan Property Supervisor
Barb Godfrey Special Assistant

Vendors:

Sheila Gibson	AT&T	Michael Connors	Broadview Networks
Lael Beckwith	Time Warner Cable	Kristin Hoblock	tw telecom
Patrick Buckley	Time Warner Cable	Molly Savage	tw telecom
Jeff Moore	Time Warner Cable	Ken Sterritt	CNC Microtek
Alisa Leo	Time Warner Cable	Chris Swatt	Paetec
Marc Orlando	Time Warner Cable	John Knight	Paetec
Stan Smith	Time Warner Cable		

Dan O'Hara opens the pre-bid conference.

1. Q. Kirsten Hoblock/tw telecom: Is the State Fair network the same thing as the NYE Net?

A. No. By "State Network" we mean the State Fair's network.

2. Q. Molly Sawyer/tw telecom: And you're seeking a 10 megabit (minimum) internet connection?

A. Yes.

3. Q. Mike Connors/Broadview Networks: Do we have information on the current Internet usage?

A. We are in the process of obtaining this information from the current provider but we may not be able to have it to give to you prior to the April 6, 2009 (now moved to April 10, 2009), proposal deadline. The Empire Expo hosts between 250 and 275 events a year, including shows, meetings, and training sessions. These events bring between 7,600 and 7,800 vendors to the Expo each year, excluding the horse shows. The horse shows bring between 350 and 400 horses to the Expo. This does not represent the number of owners or vendors at the horse show, as owners may bring multiple horses to the show.

4. Q. Mike Connors/Broadview Networks: How many full-time employees are at the State Fair?

A. There are 60 to 65 full-time employees.

5. Q. Alisa Leo/Time Warner Cable/TWC: Can we have a second visit?

A. If needed, we will arrange a site visit.

6. Q. Mike Connors/Broadview Networks: We would also like a site visit.

7. Q. Marc Orlando/Time Warner Cable: We would like a full day to inspect all locations.

A. We will propose a couple of dates to allow the vendors to select one day for a day-long site visit. We will post the dates on our website and e-mail you as well.

8. Q. Pat Buckley/Time Warner Cable: Is conduit available on the Fairgrounds?

A. We intend to lay conduit according to the successful proposer's plan.

9. Q. Mike Connors/Broadview Networks: When will conduit be laid?

A. As soon as we have a plan from the successful proposer.

10. Q. Alisa Leo/Time Warner Cable: Is April 6th the drop dead date for proposals?

A. The proposal deadline has been moved to 3:00 PM on Friday, April 10, 2009, but the implementation deadline remains the same.

11. Q. Pat Buckley/Time Warner Cable: Is July 31st the drop dead date for completion?

A. Yes. In time for the 2009 State Fair, which begins on August 27, 2009.

12. Q. Marc Orlando/Time Warner Cable: Who runs the conduit indoors?

A. The State Fair does.

13. Q. Pat Buckley/Time Warner Cable: Where is the Infirmary on the map provided by the State Fair?

A. It's on the southeast corner of the property, behind the Horticulture Building. It's also used for emergency training and exercises.

14. Q. Pat Buckley/Time Warner Cable: Where are the Pink and Brown parking lots?

A. The Pink and Brown parking lots run the extent of the north side of the Fairgrounds, between Tonowanda Street and I-690.

15. Q. Jeff Moore/Time Warner Cable: Does the Fair have a wiring blueprint for the Administration Building? Where do we want the connections?

A. We just want a demarcation point. We will identify where we want the demarcation point.

16. Q. Kirsten Hoblock/tw telecom: Does the successful provider have to provide both wired and wireless access?

A. Yes.

17. Q. Marc Orlando/Time Warner Cable: When is the Infirmery open, and in need of high speed access?

A. We just need the successful proposer to provide wired access to buildings. The interior access is the State Fair's responsibility.

18. Q. Jeff Moore/Time Warner Cable: Regarding the wireless network, would customers need to be directed to the State Fair website?

A. No, customers should be directed to the Internet provider for payment; however, there should be a link to the State Fair web page.

19. Q. Jeff Moore/Time Warner Cable: Does the State Fair require Internet addresses (IP addresses) for Internet access from the successful proposer?

A. Yes, the State Fair required 6 valid internet addresses from the successful proposer.

20. Q. Alisa Leo/Time Warner Cable: What about the Right of Entry – do we need easements? Would it be done in Syracuse or Albany?

A. If easements are needed, the State Fair will take care of that here in Syracuse.

21. Q. Kirsten Hoblock/tw telecom: Do we need OFT approval?

A. No.

22. Q. Marc Orlando/Time Warner Cable.: Will financial reports be required?

A. Yes.

23. Q. Mike Connors/Broadview Networks: Can customers request a hard wire?

A. Yes, we would expect the provider to respond to a request for a hard wire. We would try to give as much notice as possible.

24. Q. Mike Connors/Broadview Networks: Would it make sense to pre-set some locations and steer those customers who want connectivity to those sites?

A. That strategy may not work. The show organizer may not want to relocate a customer.

25. Q. Mike Connors/Broadview Networks: Would an on-site presence be needed for every event?

A. Possibly. We will provide the proposers with a list of customers who are come on-site.

26. Q. Mike Connors/Broadview Networks: Would this be an additional cost to the successful proposer?

A. Yes.

Administration Building - Tour of the wire room.

27. Q. Marc Orlando/Time Warner Cable: Is the successful proposer responsible for testing the existing fiber?

A. Yes.

28. Q. Marc Orlando/Time Warner Cable: Who owns the fiber?

A. The State Fair owns the fiber. We will provide a map that will identify the existing fiber and whether it is single-mode or multi-mode.

29. Q. Marc Orlando/Time Warner Cable.: Is it up to the successful proposer to determine which is which?

A. Yes. We are working on documenting the location and utility of the existing fiber. However, we may not be able to provide you with that information prior to the proposal deadline.

30. Q. Pat Buckley/Time Warner Cable: Do you have closets in every building?

A. No, but we hope to by July.

Center Of Progress - This is a large open expo area. There is more than one potential location for the switch for this building. The successful proposer can determine where the switch should be located.

31. Q. Jeff Moore/Time Warner Cable: Doesn't it get hot in here in the summer?

A. I don't know. Probably.

32. Q. Marc Orlando/Time Warner Cable.: Are there three switches here?

A. Yes.

33. Q. Marc Orlando/Time Warner Cable Fiber comes to other side of building?

A. Yes.

34. Q. Marc Orlando/Time Warner Cable : This is the State Fair fiber?

A. Yes.

35. Q. Pat Buckley/Time Warner Cable: Restaurant Row needs access?

A. Yes.

36. Q. Pat Buckley/Time Warner Cable : Is the access required to be wired or wireless?

A. That is up to the successful proposer, but the existing conduit is probably overfilled and drenched. There is virtually no wired capability past the horse barns.

37. Q. Pat Buckley/Time Warner Cable: Who owns the poles? Who do we have to license through?

A. The Fair owns nearly all the utility poles on the Fairgrounds, including the parking lots. Even for those utility poles owned by Solvay Electric, no license is required.

38. Q. Marc Orlando/Time Warner Cable: Where does fiber enter the Center of Progress building?

A. It enters on the northeast corner, aerially.

39. Q. Pat Buckley/Time Warner Cable.: If a vendor wanted a hard-wired connection, can you place that vendor against the wall?

A. No.

40. Q. Pat Buckley/Time Warner Cable.: How do you assure there is not trip hazard?

A. We will run the wire overhead.

41. Q. Pat Buckley/Time Warner Cable.: Will upcoming events interfere with the installation of the network?

A. We'll make be able to work around upcoming events.

42. Q. Marc Orlando/Time Warner Cable.: Can we provide a camera to secure equipment?

A. You may provide a security camera.

43. Q. Pat Buckley/Time Warner Cable.: Does the State Fair have a UPS for that?

A. No. It's your responsibility to insure uninterrupted service to your equipment.

44. Q. Kirsten H.: Who pays the power?

A. We do.

45. Q. Marc Orlando/Time Warner Cable.: What about power for parking lots?

A. The orange lot will be successful proposer's cost, separately metered, and owned by Solvay Electric. We will get power to the pink and brown parking lots.

46. Q. Pat Buckley/Time Warner Cable.: 120v?

A. Yes.

47. Q. Pat Buckley/Time Warner Cable.: Do we need wired access to Chevy Court?

A. Yes, we have it now. Wired or wireless. The acts appearing at Chevy Court require it.

Youth Building – This building contains two access points owned by Oswego County for emergency; two wireless hubs and fiber. The building also has a computer lab.

48. Q. Marc Orlando/Time Warner Cable.: What is this room called?

A. The Mechanical room. There is access to this room directly from outside as well.

49. Q. Marc Orlando/Time Warner Cable.: How do we get access?

A. State Fair Security will let you in, 24/7.

50. Q. Pat Buckley/Time Warner Cable: The successful proposer would take the Oswego County equipment off the State Fair network and put it on successful proposer's?

A. No. The Oswego County emergency equipment is to remain on the state network, and is only for the use by Oswego County. There are drops in the building that will permit the successful proposer to connect their own equipment.

51. Q. Marc Orlando/Time Warner Cable.: Can we move the equipment?

A. Probably.

52. Q. Pat Buckley/Time Warner Cable.: Can we change the equipment?

A. Yes.

53. Q. Marc Orlando/Time Warner Cable: Are we responsible for connecting all the buildings and bringing them to a hub?

A. Yes. We plan to have new fiber to the gates.

54. Q. Pat Buckley/Time Warner Cable.: Define "all buildings."

A. The buildings to which we require wired Internet access are:

Horticulture Building	Horse Barns (Main Horse Barn & DVM Barn)
Art & Home Building	AG Press (Media Center)
New York State Park Visitor Center	Youth Building
Pepsi International Building	New York State Department of Transportation (Fairtime – near Maintenance Building)
Center of Progress Building	Talent Showcase
Dairy Products Building	Beef Barn
DEC Log Cabin	Stables
Science & Industry Building	4-H Arena
Chevy Court Backstage	State Police Building
Pride of New York Building	Midway
Wiles Center	Belle Isle Parking Lot
Toyota Exhibit Center	Grandstand
Coca Cola Coliseum	Grandstand – Backstage

55. Q. Pat Buckley/Time Warner Cable.: The conduit comes in through the basement?

A. Yes. The basement is wet.

56. Q. Pat Buckley/Time Warner Cable.: What buildings comprise the emergency network? Where does wired internet access demarcate in those buildings?

A. The Emergency Network is part of the State Fair network. We will show you the demarcation points during the walk-through, at a date to be determined.

Grandstand Infield - The Grandstand Infield restaurant has no Internet access. More acts being located in this area, and they may need Internet access.

57. Q. Marc Orlando/Time Warner Cable.: What do you call this room?

A. The Grandstand mechanical room.

58. Q. Pat Buckley/Time Warner Cable.: Does the Grandstand Internet access need to be wired or wireless?

A. We need both wired and wireless access at the Grandstand.

59. Q. Marc Orlando/Time Warner Cable: Is the stage production manager on the State Fair network or the successful proposer's network?

A. All non-State staff will be on the Expo network.

Horse Barn – Used to stable horses during the State Fair and horse shows, the building also houses offices for the horse show manager. The electrical room is in the southwest corner of the building

60. Q. Pat Buckley/Time Warner Cable.: Is doing road cuts a big deal?

A. No problem.

61. Q. Pat Buckley/Time Warner Cable.: Can we drill?

A. Yes.

62. Q. Marc Orlando/Time Warner Cable.: Does the State Fair need Internet access at the horse barn?

A. Yes. Wireless access is needed from April to October. There are multiple events here, including Dirt, ICE, Classic Cars, and the Syracuse Nationals.

Restaurant Row – This is a series of eight food concession stands, immediately adjacent to the Horse Barn. Many of the vendors who occupy these restaurants have requested Internet access.

Coliseum – This facility hosts hockey play in the winter and horse shows in the summer. There are two sales vendors in the building, a restaurant and a store. Also, the horse show operators may want Internet access.

A two-part question was asked on Monday, April 13, 2009 by Alisa Leo/Time Warner Cable:

Based on the total events that were provided from your database spreadsheet, what has been historically the number of vendors who attend the events? Also, out of those number of vendors how many would you say requested Internet access?

Answer:

As stated in the Answer to Question # 3 of the Internet RFP Q&A, between 7,600 and 7,800 vendors visit the Fairgrounds each year. We do not have numbers regarding how many of these vendors have sought Internet access at the Fairgrounds in the past.

Question:

Lael Beckwith/Time Warner Cable: Will this job need to be paid under the prevailing wage guidelines?

Answer:

The prevailing wage – Labor Law Article 8, sec. 220 – applies where a public agency is a party to a contract involving the employment of laborers, workmen or mechanics on a public works project. While the Department will be a party to the ‘internet’ contract, we do not think the prevailing wage applies because the contract does not involve public work, nor does it involve the expenditure of any public funds and the Department will have no ownership of the installed equipment.

Public works are usually a project constructed by government, acting in its governmental capacity, which benefit the public in general. Here, the Department is not spending any public money, is not doing the construction, nor is it taking any risk or having any involvement in the Expo Network. Also, use of that Network is a private matter between the provider and the users.