

State Fair

Bidders' Conference – Internet RFP

April 29, 2009

Attendees:

Department of Agriculture & Markets:

Dave Phelan     Director of IS  
Cindy Itzo       Asst. Dir, FM  
Ray Weston      IS

State Fair:

Dan O'Hara     Director, State Fair  
Jeff Damon     Director of Finance

Vendors:

Ken Sterritt     CNC Microtech  
Marc Orlando   Time Warner Cable  
Richard Kuebler Verizon Business

Dan O'Hara opens the pre-bid conference.

1. Q.        Marc Orlando/Time Warner Cable: Do you have any information on the Internet usage by vendors and visitors?

A.        We have some information, which has not been compiled, and upon review appears to understate the traffic. We will compile the data and make it available on our website. It should be considered the minimum amount of traffic you can expect for the future. Proposers should set their pricing accordingly.

2. Q.        Richard Kuebler/Verizon Business: Who was the prior Internet service provider?

A.        Progressive Expert Consulting, also known as PEC.

3. Q.        Richard Kuebler/Verizon Business: The information on Internet usage is critical to their pricing strategy. We don't want to offer pricing based on anticipated revenues and find, a year into the contract that those revenues aren't going to be realized. Is there any way we can get better information?

A.        We will share what information we have. However, our advice is to set your pricing based on the information we have. We will not be able to re-negotiate pricing mid-contract. The successful proposer may expect at most a cost of living increase annually, at a rate stated by the U.S. Department of Labor, for the northeastern United States.

It should be noted that the proposer's pricing strategy should not include a lump sum to be paid up front by the State Fair, or a discount in trade for sponsorship rights. Deviating from the pricing structure set up in the RFP could result in the disqualification of your proposal.

4. Q.        Richard Kuebler/Verizon Business: Will you re-post the Questions and Answers from the previous RFP?

A.        Yes, we will re-post them.

5. Q. Ken Sterritt/CNC Microtech: Can we use existing fiber?

A. Yes, the unused fiber is available for your use, but we cannot attest to its reliability.

6. Q. Ken Sterritt/CNC Microtech: Is the Fair applying for a grant?

A. Yes, we are discussing the possibility of applying for available grants; however, we don't anticipate that any grants the State Fair may receive will impact the Internet project in any way.

7. Q. Marc Orlando/Time Warner Cable: Is it one cost for everything, the entire Fairgrounds?

A. Yes.

8. Q. Marc Orlando /Time Warner Cable: Including the parking lots? That could get expensive.

A. Yes, the proposal must include the entire Fairgrounds. We will offer some dates for the engineers to tour the Fairgrounds.

9. Q. Ken Sterritt/CNC Microtech: Is the deadline for the completion of the project still July 31, 2009?

A. Yes.

10. Q. Ken Sterritt/CNC Microtech: A big factor in the success of the project will be whether and how much of the existing fiber can be re-used.

A. There are some fiber pairs available, but we don't know the quality of the fiber. It must be tested. Some of the existing fiber is being used or is reserved for the State network. Proposer's should set their pricing accordingly.

11. Q. Richard Kuebler/Verizon Business: Who installed the fiber?

A. A combination of the State Fair staff and PEC.

12. Q. Richard Kuebler/Verizon Business: Who owns the fiber?

A. The State Fair does or will own the fiber shortly.

13. Q. Richard Kuebler/Verizon Business: Under this RFP, the revenue sharing begins immediately, not after recouping costs?

A. Yes, that is correct.

14. Q. Marc Orlando/Time Warner Cable: Is that map any different than the one you provided at the last pre-bid conference?

A. No, it's the same map.

Dan O'Hara asked the vendors to direct any further questions to Cindy Itzo.