

COUNTY OF ROCKLAND  
Department of General Services  
Purchasing Division

# Contract Award Notification

Title: **Access Point Installation for Building L**

Contract Period: April 24, 2024 through October 24, 2024

Original Date of Issue: April 24, 2024

Date of Revision:

**RFP No:** **RFP-RC-2024-006**

**Catalog:** **Facilities**

**PRC #:** **2024000772 (Article 8)**

Authorized Users: Facilities

Address Inquiries To:

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**Description**

This contract is for Access Point Installation for Building L

Contract #	Vendor Number	Contractor & Address	Telephone No.
RFP 24-006	0000028787	Systec101 418 Broadway Albany, NY 12207 Contact: Murat Yildirim <a href="mailto:my@systec101.com">my@systec101.com</a>	970-646-2706



Edwin J. Day, County Executive

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**COST PROPOSAL TEMPLATE** Systec101

Program Component	Cost
Access Point Services Item #83833000001	\$ <b>3,600.00</b>
Cabling Services and Materials Item #83833000002	\$ <b>17,740.83</b>
Item #91705000001 Hourly Labor Rate for work that may be required outside the scope	\$ <b>100.00</b>
Item #83840000006 Percent Mark up for parts/equipment needed for installation. Percent Markup shall not exceed 10%.	% <b>10</b>
<b>Total</b>	\$ <b>21,340.83</b>

All cost billed from the time bidder's employee arrives at through to the time he departs from the Rockland County job site. The County of Rockland will not accept nor authorize payment for travel time or expenses of service personnel to any of the County of Rockland's facility locations. The only billable time will be for work performed.

Cost Proposals are to be uploaded as a separate attachment to your RFP response. Please refer to the separate attachment titled: Proposal Submittal Procedures for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as non-responsive.



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### SCOPE OF WORK

The Rockland County Department of Social Services located at 50 Sanatorium Road, Building L is looking to enter into a contract with a qualified contractor for the installation of:

1. Thirty-six (36) to forty (40) access points at standard height throughout four (4) floors in the building.
  - Basement: Six (6)
  - 1<sup>st</sup> Floor: Fifteen (15)
  - 2<sup>nd</sup> Floor: Eleven (11)
  - 3<sup>rd</sup> Floor: Four (4)
  - Up to 4 optional additional Access Point locations.
2. Mount, install, and label provided network equipment including but not limited to switches, routers, outdoor antenna, cables (uplink) and hardware.
3. Network equipment connectivity must be verified by a Fortinet Technician.
4. Contractor must provide any additional hardware such as RJ-45 inserts, cables, patch panels and accompanying hardware to mount the equipment into existing network closets if required.
5. One outdoor antenna installation will be required. Contractor must be knowledgeable and can decide the best antenna placement with a possibility of installing at lift height.
6. Project meeting kick off must be scheduled within 15 days of confirmed start date and a timeline must be provided.
7. There must be time designated for knowledge transfer from contractor to designated county representative.
8. All documentation must be delivered within 15 days after project completion.

### Equipment

The County of Rockland will have the following equipment available for installation:

Make	Model	Quantity
Fortinet	FortiSwitch 124F-FPOE L2+ managed POE switch with 24GE + 4SFP + 24port POE with max 370W limit and smart fan temperature control Part # FS-124F-FPOE	5
Fortinet	FortiSwitch 124F-FPOE 3 Year FortiCare Premium Support Part # FC-10-S124F-247-02-36	5
Fortinet	FortiExtender 511F Indoor Broadband Wireless WAN Router with 1 x "Dual SIM 5G Sub 6GHz M.2 Module" Part # FEX-511F	2
Fortinet	FortiExtender 511F 3 Yeara FortiCare Premium Support Part # FC-10-X511F-247-02-36	2
Fortinet	AC Power adapter with US plug for North America and Japan for use with FortiExtender FEX-101F Part # SP-FEX12V3A-PA-1US	2
Fortinet	Indoor Wireless Ap Tri radio (802.11 b/g/n/ax 2x2 MU MIMO 802.11 a/n/ac/ax 2x2 MU-MIMO and 1 x 802.11 a/b/g/ Part # FAP-231F-A	27
Fortinet	FortiAP-231F 3 Year FortiCare Premium Support Part # FC-10-PF231-247-02-36 Part # FC-10-PF231-247-02-36	2



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Fortinet	FortiAP-431F Indoor Wireless FortiAP Tri radio (2x 802.11 /b/g/n/ac/ax, 4x4 MIMO and 1x 802.11 a/b/n/ac Wave 2, 2x2 MU-MIMO) Internal antennas Part # FAP-431F-A	13
Fortinet	FortiAP-431F 3 Year FortiCare Premium Support Part # FC-10-F431F247-02-36	1

Wireless access points will require connectivity verified to Fortinet controller. Proper tags and sites must be set up in the wireless controller for each access point. All existing cabling needs to be terminated, and new cables (including uplink cables) are to be labeled and confirmed for connectivity with the included hardware.

### Documentation

Upon completion of the access point installation the contractor must provide documentation detailing at minimum:

1. Inventory of equipment installed and the current status.
2. MAC Address
3. Serial Numbers
4. Acknowledgement of device connectivity

### Installation Location

All equipment and wiring will be installed at 50 Sanatorium Road, Building L, Pomona, NY 10970. A County representative will ensure that the contractor has access to building(s) and room(s) required for successful completion of the installation.

Building drawings including the appropriate access point locations are included in attachments A through D. The following locations have been outlined.

- Building L- Basement 11x17- Network closet located in locked room 0-22
- Building L- First Floor- Network Closet locations
  - Outside of room 1-08
  - Outside of room 1-23
- Building L- Second Floor- Network Closet- room 2-24A Alcove
- Building L- Third Floor- Network Closet location- outside room 3-02- router and main switch will go in the 3<sup>rd</sup> floor closet. Each floor will link to the main switch.

Upon completion of the installation the contractor will provide photos of the completed installation and an excel spreadsheet including MAC, serial number, labels and associated access point names for inventory purposes. Installation must be certified by Fortinet technician before handoff.

The County of Rockland will ensure all equipment will be at the designated site prior to the contractor's arrival. The County will validate the site readiness prior to the dispatch of any personnel to perform the installation.

### Resources

The County and the Contractor will work collaboratively for the successful completion of the installation.

The Contractor will provide a Project Manager to oversee the project scope, schedule and budget. The project



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manager must provide status updates, resource management, risk management, and mitigation strategies throughout the project.

The contractor will provide a field technician that will be responsible for all aspects of the installation of the hardware.

The County will provide access to the workspace, building access, and general IT requests related to the effort of the completion of the installation. Requests must be made during kickoff meeting.

The County will assign project and resource coordination to support the effort as well as authority to make decisions and acceptance at the project completion.

The County ensures that they will perform a full working backup prior to the commencement of the services, and the contractor will not be responsible for any lost data.

## **PROPOSAL REQUIREMENTS AND COMPANY QUALIFICATIONS**

The Contractor must show that they have maintained an organization capable of performing the work specified herein, and that said organization has been in continuous operation for at least the past five (5) years. The Contractor shall submit the following information with proposal :

- Present address of the main operating office of his/her organization.
- a minimum of five (5) years of experience in the installation of access points for sites similar in size and scope to the work specified herein.
- A minimum of three (3) references in which similar installation services have been provided.
- Contractor shall have on staff personnel experienced in the installation as required under these specifications. Personnel shall have a minimum 3 years of experience.

## **USE OF PREMISES**

- On or about the premises and adjacent areas, the Contractor shall ensure that all apparatus, storage of materials, and activities of workmen be confined to the limits indicated by law, ordinances, permits and the direction of the authorized County of Rockland representative, and shall not encumber or permit the premises or adjacent areas to be encumbered with such materials or apparatus.
- The work site shall be kept in an orderly and safe fashion so as not to interfere with the progress of the work or the County facility.
- The Contractor shall be responsible for repairing and replacing anything damaged by his operations, within fifteen (15) days after notification by the authorized County of Rockland representative that damage has occurred.
- It shall be the responsibility of the Contractor to report, to the authorized County of Rockland representative, any damages found prior to any work at this site.

## **CLEAN UP**

- The Contractor shall at all times keep the premises and adjacent areas free from accumulations of waste material or rubbish. At the completion of the work, he/she shall remove, from and about the premises, including adjacent areas, all rubbish, tools and surplus materials used for work and shall have the area "Broom Clean" and ready for use. In case of a dispute, County of Rockland may remove rubbish and clean



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up, then may charge the Contractor either by deduction of amounts unpaid to the Contractor, or by other means as determined to be fair and equitable by the authorized County of Rockland representative.

#### SITE DAMAGE

- Any damage to buildings, equipment, utilities, finished surfaces, or the property of the County of Rockland resulting from the performance of this contract shall be repaired by the Contractor at the Contractor's expense at no cost to the County of Rockland. Completed repairs shall be accepted and approved by the authorized representative of the County of Rockland.

#### PRICING FOR LABOR AND MATERIAL

The Contractor shall be paid for each repair job as authorized by Rockland County upon submission of properly executed invoices. Invoices shall be submitted according to these requirements:

- Labor Charges:** Contractor shall submit an hourly labor price as per attached pricing schedule, for twenty-four hours, seven days a week service calls as may be required at all Rockland County government facilities. The invoice must list specifically the number of man-hours worked. The Contractor's labor charges must correspond to the rates, which he will supply with the bid.

Detailed description of all completed service work must accompany all invoices.

Contractor shall bid a labor rate in dollars per man-hour for a technician to make required repairs, replacements, and troubleshooting.

The bidder agrees and hereby certifies that all labor charges contained in the invoices and vouchers shall be only those that were required and necessary to complete the work.

Invoices for labor must be billed to the next quarter hour of actual time worked (example: 8:00 AM to 9:10 AM would be billed at 1 hour and 15 minutes). Invoices rounded to the next full hour will not be approved for payment.

The County of Rockland shall not pay for Lunch breaks and any additional company approved break times. The County will only pay for the time working on-site.

This is a Prevailing Wage solicitation. Awarded contractor shall provide certified payrolls with each invoice as per the NYS Department of Labor Prevailing Wage Law.

- Material Costs:** The invoice must list specifically all parts, which the Contractor has purchased from other sources and the cost to him/her for each. Receipts for all materials purchased which cost more than \$100.00 must be submitted with each invoice. The bidder agrees and hereby certifies that all parts and materials which he/she purchases shall be at the lowest price available at the time considering the prevailing conditions and circumstances for which it is required that the purchase be made. No invoices will be paid without this documentation.
- Markup:** The Contractor shall add a fixed percentage above described material charges to the invoice for payment. The percent markup must correspond to the figure entered in the proposal page of this bid. Mark-



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up not to exceed 10%. Bidder shall enter a % mark-up between 0%-10% on the proposal pages. There shall be no mark-up on freight.

- **Additional Items:** If the Contractor expects to incur any additional costs not specified in the above paragraphs, he/she must submit a list of those items and corresponding charges or schedule with his bid. There shall be no additional charge for delivery or mileage. No other costs except those placed in the bid proposal at the time the bid is submitted shall be evaluated, considered or deemed acceptable charges by the County of Rockland.

**Contractor shall receive a purchase order number from the Purchasing Department prior to commencing any work.**

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

Dr. Robert L. Yeager Health Center  
50 Sanatorium Rd, Building A  
Pomona, New York 10970  
Phone: (845) 364-3820 Fax: (845) 364-3809  
Email: purchasing@co.rockland.ny.us

**Paul Brennan, FNIGP, NIGP-CPP, CPPO**  
*Director of Purchasing*

**ADDENDUM # 1**

**RFP-RC-2024-006**  
**Access Point Installation**

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

Question # 1: Do you require the bidder/contractor to certify each data outlet and cable shall be tested and certified for permanent link compliance with TIA Category 6 568-C requirements.

Response #1: Yes, we would need certification and tested results that each cable run works as intended based on one of 3 standards ISO 11801, EN 501732 or TIA 568. We do not require compliance with all 3 standards.

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO**  
**DIRECTOR OF PURCHASING**

ADDENDUM

1/30/24



**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

Dr. Robert L. Yeager Health Center  
50 Sanatorium Rd, Building A  
Pomona, New York 10970  
Phone: (845) 364-3820 Fax: (845) 364-3809  
Email: purchasing@co.rockland.ny.us

**Paul Brennan, FNIGP, NIGP-CPP, CPPO**  
*Director of Purchasing*

**ADDENDUM # 3**

**RFP-RC-2024-006**  
**Access Point Installation**

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**Please note the closing date for this RFP will be extended to Thursday  
February 29<sup>th</sup>, 2024 at 3:00pm EST.**

**A pre-proposal meeting and walk through was held on Wednesday February 14, 2024 at 10:00am the following were in attendance and questions asked.**

**Sabrina Samuels-Rockland County Purchasing**  
**Mark Navarro- Rockland County Department of Social Services**  
**Murat Yildirim- Systec101**  
**Vick Chetoora- Vdtel**  
**Stuart Wells-Topline Comm**  
**Avener Alaluf-Procurity**  
**Mary Hackett- Coranet**  
**Arik Lev- SuperCybex**  
**Johnny Ku- Nest Wireless Global**

Question #1: Who will be responsible for configuration?

Response #1: The County will coordinate with a Fortinet technician for configuration.

Question #2: Are the cables in place?

Response #2: No, this will all be new cabling.

Question #3: Is there any cabling such as jumper cables that will be required?

Response #3: No jumper or cross over cables will be needed. Patch panels will be needed.

Question #4: Are cables needed for the switch to router?

Response #4: No, the County has cables for the switch to router.

Question #5: Does the technician need to run a signal for optimal location of the antenna?

Response #5: Attached are drawings with suggested locations, however the technician will need to determine the best position.

Question #6: Are there 36 or 40 access points?

Response #6: 36 Access points and 4 switches.

Question #7: Are optical or CAT6 uplinks required?

Response #7: At minimum, CAT6

Question #8: Are the technicians responsible for providing the patch panel to the switch?

Response #8: Yes

Question #9: How many AP's per closet

Response #9: 24 port switches

Question #10: Do you require before and after heat maps?

Response #10: No this is not required.

Question #11: What is the bandwidth on access points?

Response #11: 10GB compatible

Question #12: Is there any core drilling required?

Response #12: Holes are currently in place, and it may not require any drilling if existing holes can be used.

Question #13: How many cables per AP?

Response #13: One per AP.

Question #14: Is the technician responsible for opening ceiling tiles?

Response #14: Yes.

Question #15: Does each floor have a network closet?

Response #15: Yes

Question #16: Any cable color requirements?

Response #16: No, just labels as per RFP requirements.

Question #17: Are there existing racks in each network closet?

Response #17: Yes, including electrical outlets.

Question #18: Does the technician need to provide mounting hardware for the AP?

Response #18: No, these were ordered and in possession of the County.

Question #19: Is there a label scheme?

Response #19: No

Question #20: Are their risers between the floors?

Response #20: This question requires additional time for response.

Question #21: Is there inside access to the roof?

Question #21: This question requires additional time for response.

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO  
DIRECTOR OF PURCHASING**

ADDENDUM

2/15/24