Department of
MANAGEMENT
SERVICES

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Ron DeSantis, Governor
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ATTACHMENT G – INSTRUCTIONS FOR COST REPLY PRICE WORKBOOK

FOR

MyFloridaNetwork-3

ITN NO: DMS-26/27-025

Price Workbook Instructions – Cost Reply

Return all required Price Sheets in Attachment K – Cost Reply Price Workbook with the reply to this solicitation as described in Attachment E – Reply Format.

Rates submitted for all items in the Price Workbook cannot be raised, but may be reduced, in the BAFO pricing submittal.

Complete the Price Workbook without qualifications, exceptions, counter offers, edits or deviations.

Prices must be based solely on the terms of the ITN (including all attachments thereto) as issued, without assuming that any revisions proposed in Respondent's Reply or during negotiations will be accepted. Respondents shall not condition or adjust their pricing based on any expectation that DMS will accept such proposed changes; any such changes shall be considered only if and when expressly accepted by DMS in writing.

Prices provided will apply to new installations not currently part of MFN-2 as well as any services migrated from MFN-2 to MFN-3.

General Instructions and Stipulations

1. Complete all cells (highlighted in) in all tabs ("Price Sheets") of the workbook; otherwise the Price Sheet submission will be incomplete.
2. If a zero is placed in any cell, the price of that service or equipment will be evaluated as no charge.
3. Do not alter any cells in the Price Workbook.
4. Do not modify formatting in the Price Workbook.
5. Refer to the Statement of Work for detailed explanation of the services.
6. Pricing and services shall be made available statewide.
7. The Price Sheets shall become part of the final contract, as modified during negotiations.
8. The Price Sheets shall be utilized to order services.
9. All rates provided will be in US dollars.
10. Provide monthly recurring charges (MRC) and non-recurring charges (NRC) as specified for each service in the respective Price Sheets and instructions.[1]
11. Respondents must comply with of the Statement of Work.
12. There shall be no one-time or non-recurring charges such as installation, disconnection, cancellation, or service order fees except where expressly stated by DMS.
13. There shall also be no quantity commitments or guarantees from DMS or the customers.
14. DMS and the customers will not be responsible for any termination liability charges for any services.

[1] Final negotiated charges may include terms for other pricing structures.

Site Inventory

Site Inventory: No action necessary. The Site Inventory is a list of locations with services currently installed under MFN-2 and FIRN-2 and provides details such as the physical location and bandwidth.

Tabs 1-4: 1-CPE - Router Manufacturer #1,2 and Firewall Manufacturer #1,2

These Price Sheets provide a list of frequently installed Customer Premises Equipment (CPE) configurations.

DMS has not dictated a specific access type for the proposed solution as long as it meets the requirements outlined in the Statement of Work.

Stipulations

1. Do not propose a CPE that has an End-of-Sale announcement published by the equipment manufacturer.
2. Charges for CPE rental for each of the CPE configurations will be calculated using the formulas provided under instructions for columns A - M below.
3. The CPE formula and values submitted for each of the variables listed below will be used to price all CPE routers, SD-WAN appliances, and Firewalls.
4. The Respondent is responsible for proposing CPE that meets all applicable requirements, performance, and remediation service levels defined in the Statement of Work.

Instructions for Rows 5-8

1. **Hardware/Software Discount (percentage off MSRP):** Provide the guaranteed discount off the Manufacturers' Suggested Retail Price (MSRP) for all hardware/software configurations.
2. **Maintenance Discount (percentage off MSRP):** Provide the guaranteed discount off the MSRP for one year of maintenance on rented hardware/software configurations.
3. **Hardware/Software & Installation Divisor (Number of Months):** The number of months over which hardware/software costs will be amortized will be 84 months. This value is already filled in on Row 7.
4. **Installation (Non-Recurring Charge):** In the installation cost, include staging, initial setup and configuration, delivery, rack mounting, and on-site turn-up by the Respondent's trained, professional technician.

Instructions for Columns Labeled as A – M

A. **Router Name (or Access)**: Each configuration has been given a name for evaluation purposes.
B. **Product Part Number:** Based on the list of currently installed CPE, DMS has outlined the product part number for each item in the configuration.
C. **Description of Product Part Number:** Provides a description for each product part number.
D. **Quantity:** Provides the quantity of each product part number.

E. **Columns E – G: Proposed Configuration including Product Part Number, Description, Make/Model and Quantity:** For each configuration provided, propose a configuration which includes the make/model with related product part number and specifications. Even though the list of currently installed CPE includes several End-of-Sale CPE, do not propose a CPE that has an End-of-Sale announcement published by the equipment manufacturer. The completion of Column E for each configuration is required however, not all rows may be needed based on the proposed configuration. If more rows are needed for a configuration, continue the description in Column J.

H. **Hardware/Software Cost (MSRP):** Provide the MSRP for the hardware and software included in each configuration. While the purchase of CPE will not be an option on the MFN-3 contract, this information is necessary to determine the CPE rental rate per the formula provided below (see instructions for column "J"). Include the cost of the rack mounting hardware.

I. **List Price for 1 Year of Maintenance (MSRP):** Provide the MSRP for one (1) year of maintenance for each configuration option listed. Propose CPE maintenance that meets all applicable requirements, performance and remediation service levels defined in the Statement of Work.

J. **CPE Rental Rate (MRC):** This MRC will be automatically calculated using the following formula, based on the values submitted by the Respondent:

$$\left\{ \frac{\text{(Hardware/Software Cost (MSRP)} * \text{(1- Hardware/Software Discount))} + \text{Installation}}{\text{Hardware/Software \& Installation Divisor}} \right\} + \left\{ \frac{\text{List Price of 1 Yr of Maintenance (MSRP)} * \text{(1 - Maintenance Discount)}}{12} \right\}$$

K. **E-rate Ineligible Charges**: Any (monthly) portion of Column J that the Respondent deems to be E-rate ineligible.

L. **E-rate Eligible Portion:** The "E-rate Eligible Charges" column will be automatically populated. The workbook will automatically populate "E-rate Eligible Charges" in Tabs 1-4 as the difference when subtracting values entered by Respondent in Column K from values entered by Respondent in Column J (calculated as L equals J minus K).

M. **Additional Details - Continuation of Columns E, F and G:** If additional space is required, continue Proposed Configuration including Product Part Number, Description, Make/Model and Quantity using the Column E instructions above.

Tab 5: 5 – CPE – SD-WAN Appliance

This Price Sheet requires two Customer Premises Equipment (CPE) configurations for SD-WAN appliances. One for bandwidths under 100 Mbps, and one for up to 1 Gbps. All applicable stipulations and instructions for Tabs 1-4 apply.

Tab 6: 6 – Access Service

This Price Sheet requests the E-Rate Eligible MRC for each WAN Mbps speed listed for both Fiber and coaxial rates.

Tab 7: 7 – WAN Service

This Price Sheet is provided to capture rates, by flat rate and mileage band, for ***statewide*** Wide Area Network (WAN) services.

Instructions for Columns Labeled as A – D

A. **Bandwidth**: This column lists all of the required bandwidth speeds the Respondent is required to price and offer.
B. **Core Port:** Provide the MRC for the relevant bandwidth speed. Do not bundle Internet access with the core port charge. Internet access shall be priced separately in the column provided.
C. **Internet Access:** Provide the MRC for Internet access for each bandwidth speed. An MRC of zero is not permitted in this column. Charges for Internet access-related features should not be bundled with any other service elements such as core port. Internet access includes both firewalled and un-firewalled service. All elements of Wide Area Network Enterprise Security are an inherent feature of Internet access. Security features including but not limited to geo blocking, application blocking, reputation-based blocking, the SOC and DDoS, must be priced in Internet access.
D. **E-rate Eligible Portion:** The "E-rate Eligible Charges" column will automatically total Core Port charges and Internet Access charges into a single value for evaluation.

Tab 8: 8 – Centralized VPN Service

This Price Sheet is provided to capture rates for Centralized VPN Service for Remote Access. **These prices will not be included in evaluation except through prices pulled into the site inventory.**

Instructions for Columns Labeled as A – B

A. **Service Type:** Each service type is listed.
B. **Monthly Recurring Charge:** Provide the MRC associated with the service type indicated in column A.

Tab 9: 9-Ancillary Network Services

This Price Sheet is provided to capture rates for a variety of ancillary network services. Provide the MRC and NRC, where applicable, for each of the service types listed on this Price Sheet.

Instructions for Columns Labeled as A – E

A. **Service Type:** A brief description of the service types for a variety of ancillary network services is provided.
B. **NRC Flat Rate**: Where applicable, provide the NRC associated with the service type indicated in column "A". In the event there are no NRCs associated with the service type, enter a zero in the cell provided.
C. **Monthly Recurring Charge:** Provide the MRC for the service type listed in column "A".
D. **E-Rate Eligible:** This column is pre-populated to document whether the service type is E-Rate eligible.
E. **E-Rate Eligible Cost:** This column automatically adds Column B and Column C to calculate the "E-rate Eligible Cost" for evaluation for those lines that are E-Rate eligible.

Tab 10: 10-Cloud Transport

This Price Sheet is provided for the purpose of capturing the Respondent's rates for Cloud

Transport Services. **These prices will not be included in the evaluation except through prices pulled into the site inventory.**

Instructions for Columns Labeled as A – B

A. **Bandwidth:** This column lists all of the required bandwidth speeds the Respondent is required to price and offer.
B. **Monthly EVC Path Charge:** Provide the MRC for the cost associated with provisioning and maintaining an Ethernet Virtual Connection (EVC) path for the service type and bandwidth listed in Column "A".

Tab 11: 11 – DIA

This Price Sheet requests the E-Rate Eligible MRC for each DIA Mbps bandwidth range listed.

Tab 12: 12 – Cable Internet

This Price Sheet is provided to capture ***statewide*** rates for Cable Internet service elements, including CPE.

Instructions for Columns Labeled as A – H

A. **Bandwidth Speed: (Mbps) - Download (Receive)**: Download speed ranges have been provided.
B. **Bandwidth Speed (Mbps) – Upload (Transmit)**: Upload speed ranges have been provided.
C. **Proposed Bandwidth Speed (Mbps) - Download (Receive)::** Provide proposed download bandwidth speed within the bandwidth speed ranges established in column "A".
D. **Proposed Bandwidth Speed (Mbps) – Upload (Transmit)**: Provide proposed upload bandwidth speed within the bandwidth speed ranges established in column "B".
E. **Cable Internet Access:** Provide the MRC associated with providing Cable Internet service for each bandwidth speed listed in columns "C" and "D".
F. **E-rate Ineligible Charges:** E-rate ineligible elements are at respondent's discretion according to E-rate rules. For each bandwidth speed, provide the MRC for each element not eligible for E-Rate reimbursement. The sum of these service elements must not be higher than the Cable Internet Access MRC. Descriptions of any ineligible costs must be included in Charge Description column "G".
G. **E-rate Ineligible Charge Description:** For any ineligible charge included in column "F", provide a description.
H. **E-rate Eligible Portion:** Evaluation points for each bandwidth speed are listed in the "Eligible Points Possible" column. The "E-rate Eligible Charges" column will automatically total the cost of all E-rate Eligible Service Elements. Column "H" is calculated as: H = E - F.

Tab 13: 13 – Cellular Internet

This Price Sheet requests the MRC for each Transport level listed. Cellular Internet is ineligible for E-rate and will not be considered in the scoring of a Cost Proposal.

Tab 14: 14 – Low Earth Orbit (LEO) Internet

This Price Sheet requests the E-Rate Eligible MRC and Installation Fee for each priority data plan listed. No installation charges will be assessed during initial migration.

Tab 15: 15 – MAN

This Price Sheet requests the E-Rate Eligible MRC for each MAN Mbps speed listed.

Tab 16: 16 – P2P

This Price Sheet requests the MRC for each A Term and Z Term address combination listed for Mbps speed shown in Column I. Point-to-Point is ineligible for E-rate.