

West Virginia Telehealth Alliance  
Rural Health Care Pilot Program - Request for Proposals



500 Corporate Centre Drive  
Scott Depot, WV 25560  
(304) 201-5707  
[www.wvtelehealth.org](http://www.wvtelehealth.org)

**February 8, 2010**

**Addendum #2- Answers to Questions and Attendees of RFP Pre-Bid Conference**

**West Virginia Telehealth Alliance Rural Health Care Pilot Program  
Request for Proposals of January 20, 2010**

RFP Addenda provide additional information that may be helpful to potential RFP respondents regarding some aspects of the RFP without altering its requirements. Amendments will be issued as requirements change, if necessary.

**Item #1 of 2: RFP Pre-Bid Conference Attendee List**

The attached spreadsheet "WVTA RFP Pre-Bid Conference Attendee List" has the names and contact information of all registered participants in the Pre-Bid Conference which occurred in Charleston, West Virginia on February 4, 2010. A recorded version of the event may be downloaded at:

<mms://66.118.69.146/wvta/wvtarfp2042010.wmv>

**Item #2 of 2: Answers to Questions from Pre-Bid Conference**

**Question #1: The numbering convention in Attachment 1 (Pricing Spreadsheets) of the RFP does not match the numbering in the spreadsheets from the Request for Information (RFI) of March 2009. Can WVTA keep the numbering the same?**

Answer: No. The sites and requirements from the RFI were reviewed by the buyers during the summer and fall of 2009. Since the composition of the WAN Groups and Independent Sites changed, the Issuing Office needed to re-number the sites.

**Question #2: Do the buyers want Layer 2 or Layer 3 service?**

Answer: Please refer to Section 2.2.1.4 of the RFP. Layer 3 MPLS solutions are preferred by the buyers and no WAN Group has expressly requested Layer 2. However, no WAN Group has ruled out buying a Layer 2 solution either.

The buyers recognize that service providers offer a range of Layer 2 and Layer 3 managed service offerings that may meet the buyers' needs at various pricing levels. It's possible that a WAN Group may want Layer 3 MPLS but may not be able to afford it. If a respondent has the ability to offer a range of managed service options, the respondent is encouraged to offer multiple choices so the buyers can choose the solution that best fits their particular needs.

West Virginia Telehealth Alliance  
Rural Health Care Pilot Program - Request for Proposals

**Question #3: What kind of interface is required at the customer's location?**

Answer: The preference is Ethernet in accordance with Section 2.2.1.2, but may be dependent upon bandwidth desired and your specific solution. Propose the edge device that is required in order for your particular solution to function most effectively. If you are concerned about costs, propose multiple options for the buyers to consider.

**Question #4: Where are the hub-sites for the Group WANs?**

Answer: The Group WANs seek any-to-any connectivity among all sites. Some WAN Groups (e.g. CHNWV) have explicitly specified a hub site, while some have not specified or do not currently have a hub-site location from a network topology perspective. Note that Column K of Attachment 1 identifies specific WAN transport bandwidth requirements to each WAN Site and Column R lists where specific amounts of Internet access are to be delivered. Please submit a formal request for additional network topology information if needed to ensure that your response is accurate from a logical connectivity, capacity, and pricing perspective.

**Question #5: Can we create new columns in Attachment 1- Pricing Spreadsheets.**

Answer: No. Please maintain the integrity of the Pricing Spreadsheets as they are written. However, you may add additional worksheets or otherwise clarify your pricing presentation as required to explain your offerings.

**Question #6: Who is responsible for IP Addressing?**

The Internet Service Provider is responsible in accordance with Section 2.4.4. as applicable.

**Question #7: Will you only consider an IP solution.**

Answer: The buyers prefer Ethernet-based IP solutions. See 2.2.1 for clarification and exceptions.

**Question #8: If I use a subcontractor to provide service to a site outside my franchise area, will that site still be subject to my Service Level Agreement?**

Answer: Yes, consistent with Section 1.7 and 2.5.2. Subcontractor arrangements and partnerships are encouraged to provide services to all the WAN Sites within a particular WAN Group.

**Question #9: Once fiber is built, who will own it and maintain it?**

Answer: The telecommunications service provider. In no circumstances do the buyers seek to own any facilities or equipment pursuant to this RFP.

**Question #10: Is it mandatory that the same carrier that delivers the services also builds the fiber?**

Answer: No.

West Virginia Telehealth Alliance  
Rural Health Care Pilot Program - Request for Proposals

**Question #11: Will carriers be allowed to put their services on another carrier's fiber?**

Answer: Yes

**Question #12: We would like to request a due date extension from March 3rd to April 15th?**

Answer: At present, no extension is being issued.

**Thank you. End of Addendum #2.**

Jack L. Shaffer, Jr.  
RFP Issuing Officer and  
Technical Coordinator  
West Virginia Telehealth Alliance  
304-201-5707  
[RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org)

West Virginia Telehealth Alliance  
Rural Health Care Pilot Program - Request for Proposals  
Addendum #2 Item #1 of 2: RFP Pre-Bid Conference Attendee List

<b>Name</b>	<b>Title</b>	<b>Company</b>	<b>Telephone</b>	<b>E-mail Address</b>
Mary Wood	Design Engineer	AT&T	317-488-3166	<a href="mailto:mw6726@att.com">mw6726@att.com</a>
Elwood Yoder	TSC	AT&T	717-731-6676	<a href="mailto:eyoder@att.com">eyoder@att.com</a>
Archie Bright	Account Manager	AT&T	703-251-0765	<a href="mailto:abright@att.com">abright@att.com</a>
Gary Sims	CEO	ATS	304-757-6542	<a href="mailto:gsims@atsnetworking.com">gsims@atsnetworking.com</a>
Glen Dailey	Account Manager	Cisco	304-340-2761	<a href="mailto:gldailey@cisco.com">gldailey@cisco.com</a>
John Davis	Manager - Enterprise Sales	Comcast	410-336-9073	<a href="mailto:John_Davis2@cable.comcast.com">John_Davis2@cable.comcast.com</a>
Sean Barba	Director	Conterra Broadband	717-817-3317	<a href="mailto:sbarba@conterra.com">sbarba@conterra.com</a>
Christopher Harris	Senior Engineer P.E.	Conterra Broadband	704-936-1819	<a href="mailto:charris@conterra.com">charris@conterra.com</a>
Terry Smarr	VP	FiberNet	304-720-2108	<a href="mailto:tsmarr@wvfiber.net">tsmarr@wvfiber.net</a>
Brent Conley	Sr. Solutions Manager	Frontier	315-395-5482	<a href="mailto:brent.conley@frontiercorp.com">brent.conley@frontiercorp.com</a>
Lou Eubank	Account Executive	Frontier	304-325-1300	<a href="mailto:lou.eubank@frontiercorp.com">lou.eubank@frontiercorp.com</a>
Al Stephens	General Manager	Greenbriar Communications	304-793-6318	<a href="mailto:astephens@grcs.com">astephens@grcs.com</a>
Dan Greenbank	Director	Norlight Telecom	812-759-7991	<a href="mailto:dan.greenbank@norlight.com">dan.greenbank@norlight.com</a>
Judy Gallagher	Senior Account Executive	Norlight Telecom	812-253-1678	<a href="mailto:judy.gallagher@norlight.com">judy.gallagher@norlight.com</a>
Steve Parkins	Sales Engineer	Ntelos	304-414-6621	<a href="mailto:parkinss@ntelos.com">parkinss@ntelos.com</a>
Tom Eastes	OSP Engineer	Ntelos	304-414-0284	<a href="mailto:eastest@ntelos.com">eastest@ntelos.com</a>
Paul Phoenix	Sales Manager	Ntelos	304-421-5018	<a href="mailto:phoenixp@ntelos.com">phoenixp@ntelos.com</a>
Mike Joseph	Director of Sales	Ntelos	540-949-3422	<a href="mailto:josephm@ntelos.com">josephm@ntelos.com</a>
Julie Yates	VP	Sting Communications	717-270-1979	<a href="mailto:juliey@stingcom.com">juliey@stingcom.com</a>
Randy Eckels	COO	Sting Communications	717-270-1979	<a href="mailto:randye@stingcomm.com">randye@stingcomm.com</a>
Dustin Thomas	Sales Engineer	Suddenlink	304-760-2005	<a href="mailto:dustin.thomas@suddenlink.com">dustin.thomas@suddenlink.com</a>
Glen Clark	Account Exec	Suddenlink	304-553-4286	<a href="mailto:glen.clark@suddenlink.com">glen.clark@suddenlink.com</a>
Susan Chatham	Government and Education Specialist	Suddenlink	888-201-2015	<a href="mailto:Susan.Chatham@Suddenlink.com">Susan.Chatham@Suddenlink.com</a>
Corey White	Regional Sales Manager	Sunesys	412-287-3613	<a href="mailto:cwhite@sunesys.com">cwhite@sunesys.com</a>
Chip Merritt	Sales	Verizon	304-590-6999	<a href="mailto:chip.j.merritt@verizonbusiness.com">chip.j.merritt@verizonbusiness.com</a>
Brian Proffit	Major Accounts Director	Zayo Bandwidth	610-628-9295	<a href="mailto:bproffit@zayo.com">bproffit@zayo.com</a>