

Questions and Answers (Q&A)

Request for Quotation for Mobile Phone Services: SFJ60014Q0001

U.S. Embassy Suva

Posted: December 20, 2013

1. Is there an advantage to being a bidder who qualifies as a small business, HUBZone small business, service-disabled veteran-owned small business, or any of the other types of businesses listed in Box 10 of the SF-1449 form? [Per the associated SF-1449 form, this solicitation is categorized as “unrestricted.”](#)
2. Can a bidder submit offers in Fijian dollars? What about U.S. dollars? How do you evaluate quotes in different currencies? [Please see clause 52.225-17 in the section entitled “Addendum to Evaluation Factors: FAR and DOSAR Provisions not Prescribed in Part 12.”](#)
3. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 1, what type of handsets would you be looking for? [We are looking for 70 smartphones and 40 basic cell phones; the smartphones you offer must be approved to operate on the Department of State network.](#)
4. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 1, sometimes we offer plans that amortize the cost of the handset into a voice or data plan. How should we calculate our rate in that case? [Please use the pricing schedule to convey your plan, keeping in mind that the prices you offer are firm, fixed prices, and are binding.](#)

[For example, you offer an unlimited domestic data plan for \\$50 per month, and with it you offer a free smartphone. You would calculate your rate and fill out the pricing schedule according to Question 10 \(below\), and then mark in the appropriate spaces for Line Item 1.A.: “Free” or “0”. You would then include a footnote to the pricing schedule that references this part of the Questions and Answers guide, and provide in the footnote minute detail on how you calculated your rate.](#)

[As another example, you offer a plan with unlimited domestic in-network voice and unlimited domestic data for \\$50 per month. You would calculate your rate by multiplying \\$50 by 12 to get an annual rate. You would then multiply the annual rate by 70 as you could safely assume that 70 handsets would take advantage of this plan \(as 70 handsets will have data functionality\). You would then include the price you calculated, in the line for “Total Price” for Line 2.A, and include a footnote that references this Q&A guide and provides minute detail on how you calculated your rate. For “Unit Price” for Line 2.A, you would write “Unlimited.” For Line Item 1.A and in Line Item 5.A, you would write “Free” or “0” to avoid any double counting. You also would provide a reference in Line Items 1.A and 5.A to the same footnote you included for Line 2.A.](#)

5. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 1.A, do you have a list of DoS approved phones? [Please see Exhibit 1, attached.](#)

6. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 1.B, what is considered a “Basic Cell Phone”? For the purposes of this solicitation, a “Basic Cell Phone” is a mobile phone that has limited data functionality, i.e. a mobile phone that is used primarily or exclusively for voice services.
7. Do all handsets provided under the contract need to be the same model? No.
8. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Items 2.A and 2.B, what do mean by “calls within the network” vs. “calls to another network”? Calls within the network are calls made between two customers of the same service provider. Calls outside the network are calls made between customers of different service providers.
By way of example, a call made from one Digicel customer to another Digicel customer would be considered within the network. A call from one Vodafone customer to another Vodafone customer would be considered within the network. A call from one Digicel customer to one Vodafone customer would be considered a call to another network.
9. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 4 (International Roaming), what if you have different rates for outgoing and incoming calls according to where the roaming is taking place? Please use your rate for roaming in the U.S.
10. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 5.A (Data Within Fiji), what if you have an unlimited plan for data and wish to offer that? Please multiply the monthly price of the plan by 12 to get an annual price, then multiply the annual price by the total number of units that will use the plan (in this case 70, since the solicitation is for 70 smartphones). For example, if you offer an unlimited data plan for \$50, then you would multiply \$50 by 12 months to get an annual price for the plan (\$600/year per smartphone), and then multiply the annual price by 70 smartphones, to get the total annual price (\$42,000/year) for offering the unlimited plan to all of the smartphones offered under the contract. You would write “Unlimited” in the space provided for the unit price for Line Item 5.A and “\$42,000” for the total price for Line Item 5.A.
11. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 5.B (Data Outside of Fiji), what if you have different rates based on where the data is being used? Please use your rate for data usage in the U.S.
12. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III.A, Line Item 6.B (SMS Outside Fiji), what if you have different rates based on where the SMS usage is taking place? Please use your rate for SMS usage in the U.S.
13. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Prices, Block 23, Subsection III, do the minimum and maximum amounts listed in the paragraph under the Total Estimated Amount for Base Year include the cost of hardware? Yes.
14. In reference to Section 1: Continuation to SF-1449, RFQ Number SFJ60014Q0001, Indefinite Delivery / Indefinite Quantity Contract, Schedule of Services, Block 20, Subsection 1.1: Equipment Package, does the hardware provided under the contract need to be new hardware? The products and services offered and provided must meet all of the requirements stipulated in the solicitation in order to be considered acceptable.

15. In reference to Section 3, Subsection A, what kind of insurance is required of us? Section 3, Subsection A.2.6.d states: “(1) If insurance is required by the solicitation, a copy of the Certificate of Insurance(s) or (2) a statement that the contractor will get the required insurance, and the name of the insurance provider to be used [will be provided].” Section 3, Subsection A.3 states: “If required by the solicitation, provide either: (a) a copy of the Certificate of Insurance or (b) a statement that the contractor will get the required insurance and the name of the insurance provider to be used.” If insurance is required, the solicitation will list any requirements. Please read the solicitation thoroughly to ascertain any insurance requirements.
16. In reference to Section 4, do you include any past history in your evaluation of proposals? We will evaluate proposals exactly according to and without deviation from the process as laid out in Section 4 of the solicitation.
17. In reference to Section 5, is there any advantage to being a small business or any of the other types of businesses laid out in Paragraph “c” of the section? Please see response to Question 1.
18. For this tender, is it for Mobile Phone Services for Mobile Voice and Data only? We have launched 4G LTE last week, and would like to include the Broadband Internet 4G FlashNets, 4G Pocket WiFi and Office/Home WiFi Router Solutions in this offer submission. All requirements for this tender are laid out in detail in the solicitation. Please reference the solicitation for more information. Only those offers that meet all the requirements of the solicitation will be considered. Products and services additional to those listed in the solicitation will not be considered.
19. 2. We would like to understand the account profile for US Embassy? (How many users on voice? How many users with mobile internet as well? Will you continue to use BlackBerry or can also look at smartphones (Android and Apple) devices as well? All requirements for this tender are laid out in detail in the solicitation. Please reference the solicitation for more information. Only those offers that meet all the requirements of the solicitation will be considered. Products and services additional to those listed in the solicitation will not be considered.
20. Can we meet sometime before the pre-proposal conference to discuss above questions in person? No. Per Federal Acquisition Regulations all potential bidders must be given equal treatment during the solicitation process. All questions from interested parties must be submitted in writing to the Contracting Officer (Matthew Boullioun at boulliounma@state.gov). The Contracting Officer will consolidate the questions, answer them, and then post the questions and answers on the U.S. Embassy Suva internet site, so as to maximize competition.
21. Vodafone also offers ICT Solutions, such as Dedicated Internet, WAN, Disaster Recovery Solutions (Co-Location Services), PRI and SIP service. Does US Embassy have a requirement for this also? If yes, we need to obtain your bandwidth requirements, etc. All requirements for this tender are laid out in detail in the solicitation. Please reference the solicitation for more information. Only those offers that meet all the requirements of the solicitation will be considered. Products and services additional to those listed in the solicitation will not be considered.
22. What is the deadline for submission of proposals/offers/quotations/bids? 12 noon Suva local time, December 31, 2013.

23. At the pre-proposal conference we thought you said X, but in the solicitation it says Y, which version is correct? *As stated at the pre-proposal conference, anything said at the pre-proposal conference is superseded by the Questions and Answers guide (i.e. this document). The Questions and Answers guide is superseded by the solicitation. If you find contradictions within the solicitation, please email Matthew Boullioun at boulliounma@state.gov for clarification.*
24. For section 5 (page 31 onwards), where we are required to choose the applicable answer/option. Do you require a cross or a tick on the "o" option we choose? *A tick mark or cross would be fine as long as it is clear which option you are choosing.*
25. For payments, we note that the US Embassy would make payment via EFT. Does US Embassy pay via cheque also? *We cannot deviate from the requirements spelled out in the solicitation.*
26. We noticed that calls within the network is 26,000 mins, however this includes calls to Digicel (outside US Embassy group but to Digicel numbers as well) and group calls (within US Embassy) as well. Would you know what is the amount of group call minutes? *We do not have this information. If you offer separate pricing for "group calls," i.e. for calls between users of the U.S. Embassy, you may assume that 50% of in network calls are group calls and 50% are not. **If you do this, please include a footnote to Line Item 2.B referencing this part of the Questions and Answers guide and provide minute detail on how you calculated your rate.***
27. How do I register in the SAM database? *Please reference the "SAM Quick Start Guide for New Foreign Registrations" available here:*

http://photos.state.gov/libraries/tanzania/65409/registration/Quick_Guide_for_International_Entity_Registration.pdf

You may also email Matthew Boullioun at boulliounma@state.gov for a copy of the guide.

Exhibit 1: List of DoS-Approved Mobile Phone Devices

RIM Blackberry "Curve" 8900
RIM Blackberry Style 9670
RIM Blackberry Bold 9780
RIM Blackberry "Curve" 9300
RIM BlackBerry "Curve" Models 8310, 8320, 8520 and 8330
RIM Blackberry Torch 9800
Blackberry Storm2
RiM BlackBerry "Tour" Model 9630 (Camera and Non-Camera)
RIM BlackBerry "Curve" Models 8310, 8320, 8330 and 8350
RIM Blackberry Bold
RIM Blackberry Model 8820 – Expedited
RIM Blackberry 8830
RIM Blackberry Model 8800