

September 13, 2011

ADDENDUM No. 1

To

REQUEST FOR PROPOSALS

For

DS-3 PRIVATE POINT to POINT DATA CIRCUIT

ISSUED SEPTEMBER 1, 2011

By

THE NEW JERSEY SCHOOLS DEVELOPMENT AUTHORITY

PLEASE TAKE NOTICE:

PROPOSAL PACKAGES ARE DUE NO LATER THAN 5:00 PM on Wednesday, September 21, 2011, at the offices of the New Jersey Schools Development Authority located at 1 West State Street (Wells Fargo Bank Building), 1st Floor, Trenton, New Jersey 08625-0991, and must be delivered in the manner set forth in the RFP.

This **ADDENDUM No. 1** includes questions submitted electronically by 5 PM on Friday, September 9, 2011, and answers thereto. Questions and answers may have been paraphrased in whole or in part.

A. FIRMS INTENDING TO PROPOSE

See Attachment A to this Addendum No. 1.

B. TIMELY SUBMITTED ELECTRONIC QUESTIONS AND NJSDA ANSWERS

B.1 QUESTION: We would like comment on why the previous RFP for this service was abandoned? Please advise.

ANSWER: NJSDA determined to revise the scope of services, necessitating the need to solicit new price proposals.

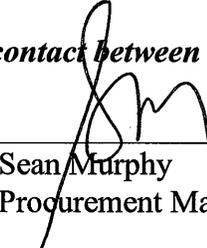
B.2 QUESTION: Would NJSDA be interested in scalable fiber based solutions for the Newark and Trenton Point to Point. We can deliver the legacy T1 or T3s, however, for business purposes a fiber based solution may be a better as it is scalable up to 1000 Mbps (a full GigE) and beyond in addition to being more reliable and cost effective for the State.

The way the request stands now SDA would have to keep on adding T1 (1.54 Mbps) or T3 (45 Mbps) circuits as you grow.

ANSWER: No. All solutions should support the existing DS-3 point to point circuit currently in place.

Please, there shall be absolutely no contact between our staff and you.

Issued by:


Sean Murphy
Procurement Manager

Issued: September 13, 2011

ATTACHMENT A

List of Firms INTENDING TO PROPOSE

<p>Kevin J. Thode, CSE – Sr. Major Account Executive XO Communications 450 Plymouth Road, Suite 100 Plymouth Meeting, PA 19462 P (610) 862.5526 F (610) 288.6667 C (610) 787.1478 kevin.thode@xo.com</p>	<p>Royce Novosel-Johnson - Regional Sales Manager c o g e n t COMMUNICATIONS 703-456-7988 Direct 202-341-1788 Cell rjohnson2@cogentco.com</p>
<p>Lee P. Shannon - Sr. Account Manager Verizon Business 201 Centennial Avenue Piscataway, NJ 08854 732-590-6328 - Office 973-294-9894 - Mobile lee.shannon@verizonbusiness.com</p>	<p>Isaac Fajerman - President Data Network Solutions 106 Apple St - Suite 103 Tinton Falls, NJ 07724 732-741-5889 ext. 195 (O) 732-747-3584 (F) 732-496-1991 (C) ifajerman@dnetit.com</p>
<p>Liz Sorino – Executive Vice President Xtel Communications, Inc. 10 Lake Center Executive Park - Suite 106 401 Route 73 North Marlton, NJ 08053 856.596.4000, ext. 303 lsorino@xtel.net dgray@xtel.net</p>	<p>Chris Jones - Enterprise/Government/Education Accounts Lightower Fiber Networks Tel: (732)960-1086 Cell: (732)713-8332 888-LT-FIBER cjones@lightower.com</p>
<p>Terry Cummings - Market Manager Fibertech Networks, LLC 3047 Hollow Rd Malvern, PA 19355 Phone: 610-827-7291 Mobile: 267-252-9828 Fax: 610-300-4621 tcummings@fibertech.com</p>	<p>Greg Thomas - Account Manager AT&T Services, Inc. 856-582-3569 Office 856-220-2488 Mobile 214-446-8973 eFax gt3419@att.com</p>