



Commonwealth of Pennsylvania

Date: **December 12, 2008**
Subject: **Telecommunications Managed Services**
Solicitation Number: **6100004339**
Opening Date/Time: **February 17, 2009 at 1:00 pm EST**
Addendum Number: **3**

To All Suppliers:

The Commonwealth of Pennsylvania defines a solicitation "Addendum" as an addition to or amendment of the original terms, conditions, specifications, or instructions of a procurement solicitation (e.g., Invitation for Bids or Request for Proposals).

List any and all changes:

1. The Commonwealth is extending the opportunity for a third round of questions and answers. The third and final round of questions are due on January 5, 2009 by 5:00 pm EST. Questions should be sent to the Issuing Officer as per the RFP.
2. The Commonwealth is extending the proposal due date. Proposals are due on February 17, 2009 by 1:00 pm EST.
3. The Pricing Forms Workshop was recorded and is available for viewing at:
<https://equaterra.webex.com/equaterra/lr.php?AT=pb&SP=EC&rID=10915602&rKey=7F2077445B7E6F63>
4. The slide presentation from the workshop has also been made available. It has been posted to the supplier portal and is labeled "Offeror Pricing Forms Workshop".

For electronic solicitation responses via the SRM portal:

- Attach this Addendum to your solicitation response. Failure to do so may result in disqualification.
- To attach the Addendum, download the Addendum and save to your computer. Move to 'My Notes', use the "Browse" button to find the document you just saved and press "Add" to upload the document.
- Review the Attributes section of your solicitation response to ensure you have responded, as required, to any questions relevant to solicitation addenda issued subsequent to the initial advertisement of the solicitation opportunity.

For solicitations where a "hard copy" (vs. electronic) response is requested:

- Attach this Addendum to your solicitation response. Failure to do so may result in disqualification.
- If you have already submitted a response to the original solicitation, you may either submit a new response, or return this Addendum with a statement that your original response remains firm, by the due date to the following address:

PA Department of General Services
Kay Shaffer
555 Walnut Street, 6th Floor
Harrisburg, PA 17101

Except as clarified and amended by this Addendum, the terms, conditions, specifications, and instructions of the solicitation and any previous solicitation addenda, remain as originally written.



Commonwealth of Pennsylvania

Very truly yours,

Name: Kay Shaffer
Title: Associate Commodity Manager
Phone: 717-346-3830
Email: kashaffer@state.pa.us



Telecommunications Managed Services Offeror Pricing Forms Workshop

The Commonwealth of Pennsylvania

December 4, 2008

» Discussion Topics

- » Introductions and General Information
- » Pricing Forms overview
- » Concepts and terminology
- » ARCs & RRCs Methodology

▶ Introductions and General Information

- » The Commonwealth's team:
 - » Mike Celovsky
 - » Charles Collier
 - » Elizabeth Newman
 - » Kay Shaffer (DGS Issuing Office)

» Elements of Pricing Forms

- » Cover Page
- » Offeror Instructions
- » Annual Summary Fees
- » Transition Charges
- » Monthly Base Charges
- » ARCs & RRCs
- » Baselines
- » Offeror Assumed Baselines
- » Baseline Delta
- » Project Rate Card
- » Termination Charges
- » Notes (Offeror)
- » Definitions

▶ Resource Units

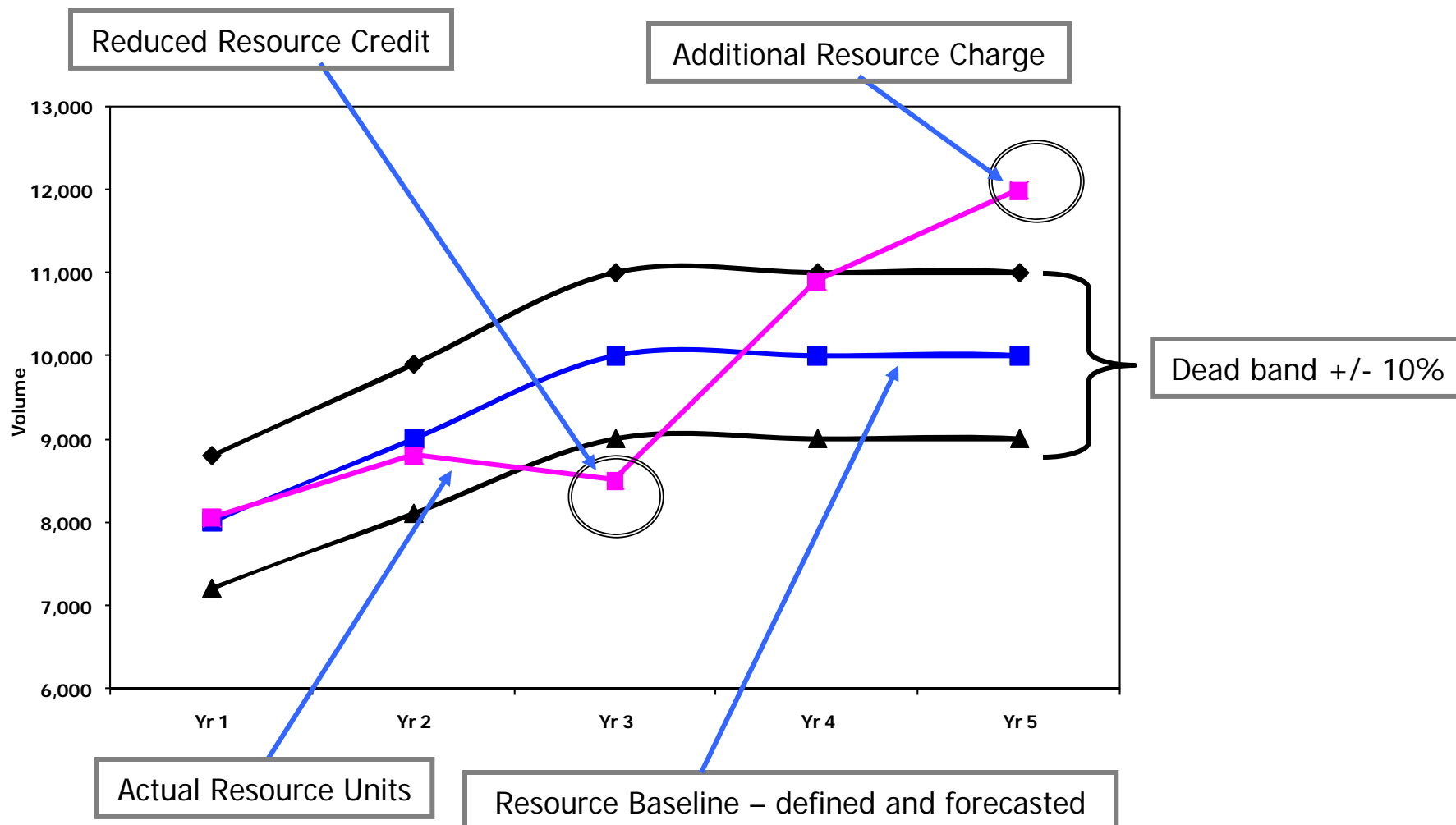
- » What are they...
 - » True drivers/unit of work for the function to be performed by the Offeror
 - » Volume/s that can be measured/quantified
 - » Can be tracked with limited associated costs
 - » The incremental \$ the client would pay or receive credit for an incremental driver/unit that increases or decreases the baseline volume
 - » Agree that the resource unit volumes will deviate from the baseline over time
 - » Forecast the volume for the baseline based on available information

» ARCs & RRCs

» Definition

- » ARC (Additional Resource Charge) – an incremental charge to the customer for consumption of resource units above the defined resource baseline
- » RRC (Reduced Resource Credit) – a credit to the customer for consumption of resource units below the defined baseline
- » Deadband – defined range around the resource baseline where volume consumption can fall without triggering an ARC/RRC.
- » Resource Unit – the cost driver or work unit that affects the level of effort for a defined activity/service
- » Resource Baseline – the projected volume of work units to incur over a specified period of time

ARC / RRC Methodology



► Attributes of ARC/RRC Pricing

- » Potential for volumes to change from period to period.
- » Enables competitive pricing for additional volume while providing protection for reduced volume.
- » Objective measurements.
- » Easily measured and auditable.
- » Information available to facilitate chargeback for consumption.
- » Proper balance between detailed cost drivers and expense to administer is achieved.

▶ Annual Fees and Transition

» Annual Summary Fees

- » Page provides the “roll-up” of fees including monthly base charges and transition charges
- » Option section to depict alternative solution
- » While formulas are embedded, Offeror should verify all figures and calculations on this for accuracy

» Transition Charges

- » Includes any transition charges including one-time charges.

Annual Summary Fees - Example

Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins

Normal Page Layout Page Break Preview Custom Views Full Screen

Workbook Views

Formulas: Ruler, Gridlines, Message Bar, Formula Bar, Show/Hide

Data: Zoom, 100%, Zoom to Selection, Zoom

Review: New Window, Arrange All, Freeze Panes, Split, Hide, Unhide, View Side by Side, Synchronous Scrolling, Reset Window Position, Window

Save Workspace, Switch Windows, Macros

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Telecommunications RFP Exhibit D - Service Provider Pricing Forms8 [Compatibility Mode]

Commonwealth of PA Summary Fees

US\$

Base Charges	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
Transport / Point to Point	-	-	-	-	-	-	-	-
Transport / Frame Relay and ATM	-	-	-	-	-	-	-	-
Transport / Internet	-	-	-	-	-	-	-	-
Transport / ISDN	-	-	-	-	-	-	-	-
Transport / Voice Service	-	-	-	-	-	-	-	-
Managed WAN / Routers	-	-	-	-	-	-	-	-
Managed LAN / Switches	-	-	-	-	-	-	-	-
Voice Systems	-	-	-	-	-	-	-	-
Security	-	-	-	-	-	-	-	-
ISS Support	-	-	-	-	-	-	-	-
CoPA Support	-	-	-	-	-	-	-	-
Premise Wiring	-	-	-	-	-	-	-	-
Payphones	-	-	-	-	-	-	-	-
Total Base Charges	-	-	-	-	-	-	-	-

Please use the following section to depict summary charges from any alternative solution the Offeror is proposing. All monthly base charges for any alternative solution (by resource unit or other component) must be linked to the below table. Total Charges line within this form must include any charges related to a proposed alternative solution. If this section is left blank, Commonwealth will assume Offeror is proposing a solution based on the existing model ONLY.

Optional Alternative Solution	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
Alternative Solution Functional Area 1	-	-	-	-	-	-	-	-
Alternative Solution Functional Area 2	-	-	-	-	-	-	-	-
Alternative Solution Functional Area 3	-	-	-	-	-	-	-	-
Alternative Solution Functional Area 4	-	-	-	-	-	-	-	-
Total Base Charges	-	-	-	-	-	-	-	-

Transition / One Time Charges	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
Services Transition	-	-	-	-	-	-	-	-
One Time Charges	-	-	-	-	-	-	-	-
Total Transition / One Time Charges	-	-	-	-	-	-	-	-

Total Charges	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total
	-	-	-	-	-	-	-	-

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Transition - Example

Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins

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Ruler Gridlines Message Bar Show/Hide

Formula Bar

Zoom 100% Zoom to Selection Zoom

New Window Arrange All Freeze Panes Unhide

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	B	C	D	E	F	G	H	I	J	K	L	M
1												
2	Commonwealth of PA Transition Charges											
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▶ Monthly Base Charges

» Monthly Base Charges

- » Organized based on baseline resource units (found in the Baseline tab).
- » All resource units are defined in the Definitions tab.
- » Offeror should depict charges by month, and the sheet will calculate summary of charges by year.

» Optional Alternative Solution

- » As part of the Cost Submittal, the Offerors can propose a solution that supports the current infrastructure and services, replaces the existing infrastructure with new, or a combination of both existing and new.
- » Use of the RFP, its Exhibits, and any Addenda that are issued is required for the development of the Offeror's solution.
- » Offerors can provide pricing for non-defined Resource Units (i.e. WAN connectivity that isn't described).

▶ Monthly Base Charges - Example

Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins

Normal Page Layout Page Break Preview Custom Views Full Screen Workbook Views

Ruler Formula Bar Gridlines Headings Message Bar Show/Hide

Zoom 100% Zoom to Selection

New Window Arrange All Freeze Panes Split Hide View Side by Side Synchronous Scrolling Reset Window Position Window

Save Workspace Switch Windows Macros

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Commonwealth of PA Monthly Base Charges

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 13	Month 14	Month 15	Month 16	Month 17
Transport / Point to Point																									
Metro P2P Ethernet 1000Mbps	-	-	-	-	-	-	-	-																	
Metro P2P Ethernet 500Mbps	-	-	-	-	-	-	-	-																	
Metro P2P Ethernet 200Mbps	-	-	-	-	-	-	-	-																	
Metro P2P Ethernet 100Mbps	-	-	-	-	-	-	-	-																	
Metro P2P Ethernet 50Mbps	-	-	-	-	-	-	-	-																	
Metro P2P Ethernet 6Mbps	-	-	-	-	-	-	-	-																	
Inter-city P2P Ethernet 500Mbps	-	-	-	-	-	-	-	-																	
Inter-city P2P Ethernet 200Mbps	-	-	-	-	-	-	-	-																	
Inter-city P2P Ethernet 100Mbps	-	-	-	-	-	-	-	-																	
Inter-city P2P Ethernet 50Mbps	-	-	-	-	-	-	-	-																	
Point to Point - 1.5Mbps (Intra-LATA)	-	-	-	-	-	-	-	-																	
Point to Point - 1.5Mbps (Inter-LATA)	-	-	-	-	-	-	-	-																	
Point to Point - 45Mbps	-	-	-	-	-	-	-	-																	
Alarm circuit	-	-	-	-	-	-	-	-																	
TOTAL Transport / Point to Point	-	-	-	-	-	-	-	-																	
Transport / Frame Relay and ATM																									
Frame Relay	-	-	-	-	-	-	-	-																	
ATM	-	-	-	-	-	-	-	-																	
TOTAL Transport / Frame Relay and ATM	-	-	-	-	-	-	-	-																	
Transport / Internet																									
Broadband Internet access	-	-	-	-	-	-	-	-																	
Enterprise Internet Services	-	-	-	-	-	-	-	-																	
TOTAL Transport / Internet	-	-	-	-	-	-	-	-																	
Transport / ISDN																									
Data BRI	-	-	-	-	-	-	-	-																	
Video BRI	-	-	-	-	-	-	-	-																	
Video PRI	-	-	-	-	-	-	-	-																	
TOTAL Transport / ISDN	-	-	-	-	-	-	-	-																	
Transport / Voice Service																									
Voice - Domestic Outbound: Off-Off per min. (Intrastate)	-	-	-	-	-	-	-	-																	
Voice - Domestic Outbound: Off-On per min. (Intrastate)	-	-	-	-	-	-	-	-																	
Voice - Domestic Outbound: On-Off per min. (Intrastate)	-	-	-	-	-	-	-	-																	
Voice - Domestic Outbound: On-On per min. (Intrastate)	-	-	-	-	-	-	-	-																	
Voice - Domestic Outbound: Off-Off per min. (Interstate)	-	-	-	-	-	-	-	-																	
Voice - Domestic Outbound: Off-On per min. (Interstate)	-	-	-	-	-	-	-	-																	
Voice - Domestic Outbound: On-Off per min. (Interstate)	-	-	-	-	-	-	-	-																	
Voice - Domestic Outbound: On-On per min. (Interstate)	-	-	-	-	-	-	-	-																	

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Alternative Solution - Example

Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins

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B C D E F G H I J K L M N O P Q R S T

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149 **OPTIONAL ALTERNATIVE SOLUTION**

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151 The Commonwealth of Pennsylvania welcomes offerors to suggest an alternative solution to the current service delivery model.

152 Any alternative solution should be depicted in the space below, utilizing the resource units defined in this form in addition to other resource units or components as defined by the offeror.

153 Any component or resource unit introduced as part of an alternative solution should be clearly defined within the Assumptions tab of this form.

154 The provider must indicate when the resource units of the existing model will be eliminated utilizing the section above.

155 Please utilize the following format to demonstrate pricing for any alternative solution. Please note, summary pricing for any alternative solution must be linked to the Annual Summary Fees tab.

156 Please note: All providers are required to complete the pricing form. The suggestions of an alternative solution is optional but if a provider pursues this option, the entire pricing form for the alternative s

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	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Total	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9
Functional Area / Process 1 - SAMPLE																	
Resource Unit 1	-	-	-	-	-	-	-	-									
Total Functional Area / Process 1 - SAMPLE	-	-	-	-	-	-	-	-									
Functional Area / Process 2 - SAMPLE																	
Resource Unit 1	-	-	-	-	-	-	-	-									
Resource Unit 2	-	-	-	-	-	-	-	-									
Total Functional Area / Process 2 - SAMPLE	-	-	-	-	-	-	-	-									
Functional Area / Process 3 - SAMPLE																	
Resource Unit 1	-	-	-	-	-	-	-	-									
Total Functional Area / Process 3 - SAMPLE	-	-	-	-	-	-	-	-									
Functional Area / Process 4 - SAMPLE																	
Resource Unit 1	-	-	-	-	-	-	-	-									
Resource Unit 2	-	-	-	-	-	-	-	-									
Resource Unit 3	-	-	-	-	-	-	-	-									
Total Functional Area / Process 4 - SAMPLE	-	-	-	-	-	-	-	-									

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▶ Baselines, Offeror Assumed & Delta

» Baselines

- » Baselines contain an inventory of the resource units.
- » How to utilize and reference the circuit inventory.

» Offeror Assumed Baselines

- » Offeror should utilize this tab to depict how it will assume the resource units that make up the baseline.

» Baseline Delta

- » This will automatically calculate based on the inputs in the Offeror Assumed Baseline.

▶ Baselines - Example

Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins

Normal Page Layout Page Break Preview Custom Views Full Screen Workbook Views

Formulas: Ruler, Gridlines, Message Bar, Formula Bar, Show/Hide

View: Zoom 100%, Zoom to Selection, New Window, Arrange All, Freeze Panes, Split, Hide, Unhide, View Side by Side, Synchronous Scrolling, Reset Window Position, Window

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Telecommunications RFP Exhibit D - Service Provider Pricing Forms8 [Compatibility Mode]

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 13	Month 14	Month 15
Commonwealth of PA Baselines															
Transport / Point to Point															
Metro P2P Ethernet 1000Mbps	0	0	0	0	0	0	0	0	0	0	0	0	-	-	-
Metro P2P Ethernet 500Mbps	0	0	0	0	0	0	0	0	0	0	0	0	-	-	-
Metro P2P Ethernet 200Mbps	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Metro P2P Ethernet 100Mbps	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Metro P2P Ethernet 50Mbps	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Metro P2P Ethernet 6Mbps	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Inter-city P2P Ethernet 500Mbps	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Inter-city P2P Ethernet 200Mbps	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Inter-city P2P Ethernet 100Mbps	0	0	0	0	0	0	0	0	0	0	0	0	-	-	-
Inter-city P2P Ethernet 50Mbps	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Point to Point - 1.5Mbps (intra-LATA)	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280
Point to Point - 1.5Mbps (inter-LATA)	83	83	83	83	83	83	83	83	83	83	83	83	83	83	83
Point to Point - 45Mbps	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Alarm circuit	352	352	352	352	352	352	352	352	352	352	352	352	352	352	352
Transport / Frame Relay and ATM															
Frame Relay (Refer to the Circuit Inventory, Exhibit G for a complete listing of Frame Relay Circuits)															
ATM (Refer to the Circuit Inventory, Exhibit G for a complete listing of ATM Circuits)															
Transport / Internet															
Broadband Internet access	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93
Enterprise Internet Services	134	134	134	134	134	134	134	134	134	134	134	134	134	134	134
Transport / ISDN															
Data BRI	298	298	298	298	298	298	298	298	298	298	298	298	298	298	298
Video BRI	497	497	497	497	497	497	497	497	497	497	497	497	497	497	497
Video PRI	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34
Transport / Voice Service															
Voice - Domestic Outbound: Off-Off per min. (IntraLATA)	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000	690,000
Voice - Domestic Outbound: On-Off per min. (IntraLATA)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Voice - Domestic Outbound: On-Off per min. (InterLATA)	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000	1,977,000
Voice - Domestic Outbound: On-On per min. (IntraLATA)	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Voice - Domestic Outbound: Off-Off per min. (InterLATA)	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000	404,000
Voice - Domestic Outbound: On-Off per min. (InterLATA)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Voice - Domestic Outbound: On-Off per min. (InterLATA)	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000	2,108,000
Voice - Domestic Outbound: On-On per min. (InterLATA)	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000	266,000

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➤ Offeror Assumed Baselines - Example

Microsoft Excel

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Normal Page Layout Page Break Custom Full Workbook Views

Ruler Formula Bar Gridlines Headings Message Bar Show/Hide

Zoom 100% Zoom to Selection Zoom

New Window Arrange All Freeze Panes

Split View Side by Side Synchronous Scrolling Reset Window Position Window

Save Workspace Switch Windows

Macros

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Telecommunications RFP Exhibit D - Service Provider Pricing Forms8 [Compatibility Mode]

	B	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
1																
2	Offeror Assumed Baselines															
3																
4																
5																
30	Transport / ISDN															
31	Data BRI															
32	Video BRI															
33	Video PRI															
34																
35	Transport / Voice Service															
36	Voice - Domestic Outbound: Off-Off per min. (IntraLATA)															
37	Voice - Domestic Outbound: Off-On per min. (IntraLATA)															
38	Voice - Domestic Outbound: On-Off per min. (IntraLATA)															
39	Voice - Domestic Outbound: On-On per min. (IntraLATA)															
40	Voice - Domestic Outbound: Off-Off per min. (InterLATA)															
41	Voice - Domestic Outbound: Off-On per min. (InterLATA)															
42	Voice - Domestic Outbound: On-Off per min. (InterLATA)															
43	Voice - Domestic Outbound: On-On per min. (InterLATA)															
44	Voice - Domestic Outbound: On-On per min. (Interstate)															
45	Voice - Domestic Outbound: On-Off per min. (Interstate)															
46	Voice - Domestic Outbound: Dedicated per min. (Int'l)															
47	Voice - Domestic Outbound: Switched per min. (Int'l)															
48	Voice - 800 Services: Dedicated per min. (Interstate)															
49	Voice - 800 Services: Switched per min. (Interstate)															
50	Voice - 800 Services: Dedicated per min. (Intrastate)															
51	Voice - 800 Services: Switched per min. (Intrastate)															
52	Voice - 800 Services: Dedicated per min. (IntraLATA)															
53	Voice - 800 Services: Switched per min. (IntraLATA)															
54	Voice - 800 Services: Dedicated per min. (Canada)															
55	Voice - 800 Services: Switched per min. (Canada)															
56	Voice - Directory Assistance Calls															
57	Voice - Directory Listing															
58																
59	Managed WAN / Routers															
60	Gold Small Router															
61	Gold Medium Router															
62	Gold Large Router															
63	Silver Small Router															
64	Silver Medium Router															
65	Silver Large Router															
66	Bronze Small Router															
67	Bronze Medium Router															
68	Bronze Large Router															
69	MAC - WAN															

Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10 Month 11 Month 12 Month 13 Month 14 Month 15

Ready

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▶ Project Rate Card

- » The Offeror should use this tab to provide professional hourly billable rates for FTEs requested by the client to perform additional project work.
- » The Offeror should identify the FTE types, different skill sets by type and the various rates associated with them. The skills sets identified should be clearly linked with the rates listed in this sheet.

Project Rate Card - Example

Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins

Normal Page Layout Page Break Preview Custom Views Full Screen

Workbook Views

Ruler Formula Bar Gridlines Headings Message Bar Show/Hide

Zoom 100% Zoom to Selection

New Window Arrange All Freeze Panes Hide Split View Side by Side Synchronous Scrolling Reset Window Position Window

Save Workspace Switch Windows Macros

Q11

Telecommunications RFP Exhibit D - Service Provider Pricing Forms8 [Compatibility Mode]

Commonwealth of PA Project Rate Card

The Offeror will document the FTE types providing the FTE Type Name as well as a description \$ USD

Professional Rate

Hourly Rates

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Telecommunications Managed Services							
FTE Type 1							
FTE Type 2							
FTE Type 3							
FTE Type 4							
FTE Type 5							
FTE Type 6							
FTE Type 7							

FTE Type Name Description of FTE Type

FTE Type 1	
FTE Type 2	
FTE Type 3	
FTE Type 4	
FTE Type 5	
FTE Type 6	
FTE Type 7	

I. Annual Summary Fees II. Transition Charges III. Monthly Base Charges IV. ARC_RRC V. Baselines VI. Offeror Assumed Baselines VII. Baseline Delta VIII. Project Rate Card

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pennsylvania OFFICE OF ADMINISTRATION

Termination

- » Termination Charges
- » Unamortized Assets - The unamortized portion of investment made by supplier in amortizable assets necessary to enable supplier to deliver the services.
- » Capped Wind-Down Expenses - Only the actual costs and expenses directly incurred by supplier (no profit margin or administrative fees shall be added to these items) in order to wind down the services upon the termination of the SOW, in whole or in part, will be reimbursed to the supplier by the Commonwealth (for example, redeployment of people, contract termination charges for approved subcontractors or lease breakage penalties for supplier's leased equipment).

Termination - Example

Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins

Normal Page Layout Page Break Preview Custom Views Full Screen

Workbook Views

Ruler Formula Bar Gridlines Headings Message Bar Show/Hide

Zoom 100% Zoom to Selection

New Window Arrange All Freeze Panes Split Hide Synchronous Scrolling Reset Window Position

Save Workspace Switch Windows Macros

Telecommunications RFP Exhibit D - Service Provider Pricing Forms8 [Compatibility Mode]

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 13	Month 14	Month 15	Month 16
Commonwealth of PA Termination Charges																
Termination Charges																
Transport / Point to Point	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Frame Relay and ATM	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Internet	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / ISDN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Voice Service	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Managed WAN / Routers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Managed LAN / Switches	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Voice Systems	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Security	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ISS Support	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
CoPA Support	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premise Wiring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payphones	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Termination Charges	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unamortized Assets																
Transport / Point to Point	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Frame Relay and ATM	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Internet	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / ISDN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Voice Service	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Managed WAN / Routers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Managed LAN / Switches	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Voice Systems	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Security	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ISS Support	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
CoPA Support	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premise Wiring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payphones	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Unamortized Assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capped Wind Down Expenses (To be paid as incurred up to capped amounts)																
Transport / Point to Point	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Frame Relay and ATM	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Internet	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / ISDN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transport / Voice Service	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Managed WAN / Routers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Managed LAN / Switches	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Voice Systems	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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Offeror Notes

- » Offeror notes would include items like:
 - » If used, a description of the Optional Alternative Solution section and definitions for any additional resource units or components used.
 - » Baseline delta information: what considerations did the Offeror use when developing the Offeror's Assumed Baseline?
 - » Other Offeror considerations that better clarify their solution to improve Commonwealth's understanding.

Definitions - Example

The screenshot displays a Microsoft Excel spreadsheet titled "Telecommunications RFP Exhibit D - Service Provider Pricing Forms8 [Compatibility Mode]". The spreadsheet is in "Compatibility Mode" and shows a table with two columns: "Pricing Elements" and "Definition".

Pricing Elements	Definition
Commonwealth of Pennsylvania	
Telecommunications Managed Services - Resource Unit Definitions	
Transport / Point to Point	
Metro P2P Ethernet 1000Mbps	MetroEthernet circuit of a specific size (as detailed in the Transport/Ethernet section of the Base Charges tab) authorized for use by the Commonwealth. Charges consist of the transport systems supporting the service including any equipment required to terminate the circuits and any backup circuits and associated usage, but shall exclude (a) any redundant circuits; and (b) the support and management and premise-based equipment and software supporting the service. Rate tables should be included with Cost Proposal.
Metro P2P Ethernet 500Mbps	MetroEthernet circuit of a specific size (as detailed in the Transport/Ethernet section of the Base Charges tab) authorized for use by the Commonwealth. Circuit terminates within the same metropolitan area. Charges consist of the transport systems supporting the service including any equipment required to terminate the circuits and any backup circuits and associated usage, but shall exclude (a) any redundant circuits; and (b) the support and management and premise-based equipment and software supporting the service. Rate tables should be included with Cost Proposal.
Metro P2P Ethernet 200Mbps	MetroEthernet circuit of a specific size (as detailed in the Transport/Ethernet section of the Base Charges tab) authorized for use by the Commonwealth. Circuit terminates within the same metropolitan area. Charges consist of the transport systems supporting the service including any equipment required to terminate the circuits and any backup circuits and associated usage, but shall exclude (a) any redundant circuits; and (b) the support and management and premise-based equipment and software supporting the service. Rate tables should be included with Cost Proposal.
Metro P2P Ethernet 100Mbps	MetroEthernet circuit of a specific size (as detailed in the Transport/Ethernet section of the Base Charges tab) authorized for use by the Commonwealth. Circuit terminates within the same metropolitan area. Charges consist of the transport systems supporting the service including any equipment required to terminate the circuits and any backup circuits and associated usage, but shall exclude (a) any redundant circuits; and (b) the support and management and premise-based equipment and software supporting the service. Rate tables should be included with Cost Proposal.
Metro P2P Ethernet 50Mbps	MetroEthernet circuit of a specific size (as detailed in the Transport/Ethernet section of the Base Charges tab) authorized for use by the Commonwealth. Circuit terminates within the same metropolitan area. Charges consist of the transport systems supporting the service including any

The spreadsheet is displayed in the "View" tab of the ribbon. The status bar at the bottom shows "Ready" and the time "1:59 PM". The taskbar at the bottom shows the Start button and several open applications, including Microsoft Office Word, Microsoft Office Excel, and Office At Work.



Questions? - Please contact Kay Shaffer

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