

# Verizon Responses to 6/2 Final BAFO Questions

## RFP 6100004339

1. Please provide a copy of the PowerPoint presentation used.

### Verizon Business Response

The Verizon PowerPoint presentation was emailed to Kay Shaffer on 6/2/09.

2. Please provide clarification on the Network Manager Headcount.

### Verizon Business Response

The Verizon proposal includes an initial Network Manager headcount of 9 Network Managers. Verizon will add one additional Network Manager headcount for every 500 incremental new LAN or WAN network devices added under managed services. In addition, Dedicated Network Managers will be available to agencies who request them, per the rate schedule included in the Cost Submittal.

3. Please provide an updated detailed transition timeline.

### Verizon Business Response

Please see the attached Verizon updated detailed transition timeline, including transition of CTMS, based on a verbal award to Verizon on June 29, 2009. Changes to the timeline have been noted in [blue](#).

4. Please provide the quantity of MPLS switches in PA.

### Verizon Business Response

Verizon's Private IP network throughout Pennsylvania currently consists of 20 MPLS provider edge switches, with additional switch(es) being deployed to support the Commonwealth's requirements. Verizon has a strong commitment to keeping capacity ahead of demand on the Private IP Network. Traffic driven capacity augments are done keeping traffic below 40% utilization on each trunk. Additions are complete before traffic reaches 40% utilization on each trunk. Verizon's Capacity Planning is based upon statistics and transmission reports for the Data Network as well as platform, maintenance and equipment plans.

**The Commonwealth will gain the advantage of being part of a network that is continually enhanced and upgraded to enable delivery of the latest technologies to your agencies. In addition, these expansions and upgrades are done as a part of Verizon's ongoing business model and will not cause additional cost to the Commonwealth. For instance, since Verizon's RFP submission in March, Verizon's Global Private IP network has grown from a total of 647 provider edge switches to a total of 687 provider edge switches to support additional customer demand. In addition, under our proposal all Commonwealth end user locations will be considered "On Net" and receive the same rate for the same type of service regardless of the MPLS switch location.**