



# **Palmetto State Providers Network RFP-01**

**Palmetto State Providers Network  
Charleston, S.C.**

**REQUEST FOR PROPOSALS (RFP)**

**OPENING OF PROPOSALS 3:00PM , May 23, 2011**

**RFP For: Providing Local Circuits to Rural Healthcare Providers Network known as the Palmetto State Providers Network (PSPN)**

You are invited to submit responses in the form of proposals in accordance with the requirements of this Request for Proposals (RFP) solicitation which are contained herein.

Responses are to be submitted to the Charleston Office of PSPN no later than the date and time specified in the schedule of key events, at which time respondents to this request will be publicly identified. Due to the possibility of further due diligence or perhaps negotiation with any offerors submitting a proposal which appears to be eligible for contract award pursuant to selection criteria set forth in this RFP, prices may not be divulged at the time of opening.

The proposals must be signed by an official authorized to bind the Offeror, and it shall contain a statement to the effect that the proposal is firm for a period of at least 90 days from the closing date for submission of proposals. Proposals shall be submitted showing the above proposal number [PSPN RFP-01]. Palmetto State Providers Network (PSPN) assumes no responsibility for unmarked or incorrectly marked envelopes being considered for further review or award.

This solicitation does not commit PSPN to award a contract, to pay any costs incurred in the preparation of a proposal, or to procure or contract for the articles of goods or services. PSPN reserves the right to accept or reject any or all proposals received as a result of this request, to negotiate with all qualified Offerors, and to cancel in part or in its entirety this solicitation if it is in the best interest of PSPN to do so. Neither PSPN nor any agent thereof on behalf of PSPN will be obligated in any way by any Offeror response to this RFP. Please note that vendors responding to this RFP are required to have a SPIN number.

Authorized Signature		Printed Name		Date
Company			Vendor No. (If Known)	
Mailing Address			Social Security Or Federal Tax No.	
City	State	Zip Code	Phone	
Accepted By HSSC As Follows:				

## KEY EVENT DATES

1. **Issuance of RFP** **April 22, 2011**
2. Deadline for receipt of Questions - **5:00 PM** **May 9, 2011**
3. Deadline for receipt of one **original** and **5 copies** of formal response **3:00PM** **May 23, 2011**
4. Opening of proposals : **3:00PM** **May 23, 2011**  
Location: 19 Hagood Avenue, Suite 408, Charleston, South Carolina

NOTE: If additional information is necessary, it should be requested in writing to be received no later than, **May 9, 2011**. The inquiry and the written response will be distributed to all Offerors indicating an intent to submit a response.

Your contact for supplemental information is:

**Frank C. Clark, Ph.D.** (843)792-6237 Voice (843)792-1097 FAX or by Email [clarkfc@musc.edu](mailto:clarkfc@musc.edu)

All times and dates listed are local Charleston, SC times and dates except if otherwise noted

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\* E-MAIL QUESTIONS TO: [clarkfc@musc.edu](mailto:clarkfc@musc.edu)  
Cc: [giddensr@musc.edu](mailto:giddensr@musc.edu)

**e-Mail is the Preferred Method**

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**SEND QUESTIONS TO:**  
Office of the Chief Information Officer  
19 Hagood Ave, Suite 201  
Charleston, South Carolina 29425  
Attn.: Frank C. Clark.

**MARK ENVELOPES: QUESTIONS – PSPN –RFP-01**

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**MAIL PROPOSALS TO:** **Frank C. Clark**  
**c/o Rosalind Giddens**  
[giddensr@musc.edu](mailto:giddensr@musc.edu)  
**Medical University of South Carolina**  
**19 Hagood Ave, Suite 408**  
**Charleston, SC 29425**

**PHYSICAL ADDRESS:** **Frank C. Clark**  
**c/o Rosalind Giddens**  
**Medical University of South Carolina**  
**19 Hagood Ave, Suite 408**  
**Charleston, SC 29403**

**MARK ENVELOPES:** **Proposal – PSPN RFP-01**  
**Attn: Frank C. Clark**  
**c/o Rosalind Giddens**

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## **1.0. GENERAL INFORMATION AND INSTRUCTIONS**

NOTE: While effort has been made to separate substantive and procedural matters through the division of this Request For Proposals (hereinafter called "RFP") into various Parts, the distinctions between such categories are not always precise. Consequently, OFFERORS are advised that all contents of this RFP will constitute the substantive terms and conditions of the relationship, if any occurs, between that OFFEROR and Health Sciences South Carolina (HSSC) and PSPN.

### **1.1. SCOPE**

The purpose of this solicitation is to facilitate the selection of a vendor, or vendors, to connect additional healthcare provider locations to the PSPN backbone network. The goal of the PSPN is to link rural caregivers, hospitals, and clinics to clinical resources, expertise and knowledge not readily available in the rural communities thus improving the healthcare delivery system across South Carolina. Nothing herein is intended to, nor should it be construed to limit competition, but instead is for the purpose of meeting the full needs of PSPN using a system of fair, impartial and free competition among all OFFERORS. It is the intent and purpose of PSPN that this RFP identify potential partners and permit competition.

### **1.2. DISCUSSIONS**

By submission of a response to this RFP, the OFFEROR agrees that during the period following issuance of the RFP and prior to the issuance of any award, the OFFEROR shall limit discussions concerning this potential agreement to members of the formal evaluation process or other parties designated in this solicitation. The CONTRACTOR shall not attempt to discuss or attempt to negotiate with individual employees of PSPN or its member institutions, any aspects of the procurement process without the prior approval of the PSPN representative responsible for this procurement.

### **1.3. OFFEROR RESPONSIBILITY**

Each OFFEROR shall fully acquaint himself with conditions relating to the scope and restrictions attending the performance of obligations under the conditions of this RFP. The omission of an OFFEROR to acquaint himself with existing pre-contract conditions or post-contract consequences shall in no way relieve such OFFEROR of any obligation with respect to the qualifications identified or to any contract resulting here from. OFFERORS are notified that failure to inspect, familiarize or otherwise gather information as to the total cost to PSPN, will, in addition to any and all other remedies available, create cost difference liabilities and potential claims against the ultimately successful OFFEROR. Therefore OFFERORS should notify PSPN of ALL costs reasonably expected.

### **1.4. PREPARATION OF RESPONSE**

All responses should be complete and carefully worded and must convey all the information requested by PSPN, or their agent, the designated PSPN representative. If significant errors are found in the OFFEROR'S proposal, the OFFEROR does not possess the requisite qualifications, or if the proposal fails to conform to the essential requirements of the RFP, PSPN alone, will be the judge as to whether that variance is significant enough to reject the proposal or eliminate the OFFEROR from further consideration.

### **1.5. FORMAT FOR PROPOSALS**

Proposals are to be submitted in multiple parts.

It is expected that OFFERORS will respond with an overall 2-part proposal:

- 1) A response to section 4.0 of this RFP. This part of your proposal is expected to conform to the qualification specifications contained in section 4.0, including a separate submission of the costs associated with the establishment of the parts contained on the Cost Sheets supplied with this section of the RFP.

- 2) Your response to section 4.0 of the RFP is to be comprised of the **OFFEROR'S Technical Proposal**. Proposals are to be prepared simply and in a manner designed to provide PSPN with a straightforward presentation of the OFFEROR'S capability to satisfy the requirements of this RFP. The OFFEROR shall respond to each specification. Each response shall clearly indicate whether the OFFEROR'S technology complies or does not comply with each specific requirement. OFFERORS shall explain in detail the method used to meet each requirement. Elaborate brochures and other promotional materials are not desired at this time.

#### **1.6. MULTIPLE PROPOSALS**

OFFERORS may submit more than one proposal, each of which must satisfy the requirements of this RFP in order to be considered. The alternative proposal(s) may be in abbreviated form following the same section format, but providing only those sections which differ in any way from those contained in the original proposal.

#### **1.7. SPECIFICATIONS MANDATORY**

**The OFFEROR must meet all of the mandatory specifications and requirements set forth in this RFP.** By incorporating said specifications into the OFFEROR'S proposal, subject to acceptance by PSPN of any amendments hereto as submitted by the OFFEROR, the OFFEROR is agreeing to comply with said specifications. **Failure to provide mandatory capability may result in rejection of the OFFEROR'S proposal. Items designated desirable will be evaluated and rated in accordance with the evaluation criteria.**

#### **1.8. QUALITY OF PRODUCT**

Unless otherwise specified in this solicitation, it is understood and agreed that any item offered or shipped in response to this request shall be new and in first class condition.

#### **1.9. QUESTIONS**

Every effort has been made to ensure that all information needed by the OFFEROR is included herein. If an OFFEROR finds that he cannot complete a proposal without additional information, he may submit written questions to the person designated herein on or before the deadline set forth in the schedule of "Key Event Dates". No questions will be accepted by PSPN after this date. All replies to questions will be in writing. When a question received by PSPN is found to be already sufficiently answered in the RFP, that question will be returned to the OFFEROR with a reference to the part of the RFP containing the answer. All questions and written replies will be distributed to all OFFERORS and will be regarded as a part hereof.

#### **1.10. AMENDMENTS**

If it becomes necessary to revise any part of the RFP, all amendments will be provided in writing to all OFFERORS. **ALL AMENDMENTS TO AND INTERPRETATIONS OF THIS SOLICITATION SHALL BE IN WRITING. HSSC and PSPN SHALL NOT BE LEGALLY BOUND BY ANY AMENDMENT OR INTERPRETATION THAT IS NOT IN WRITING.**

#### **1.11. OTHER WRITTEN BASIS FOR PROPOSAL**

If any of an OFFEROR'S proposal has as its basis written statements (other than the RFP) provided by PSPN (such as notification of a change in the qualifications or specifications), the OFFEROR is to identify and include those statements in his proposal at the place or places applicable.

#### **1.12. COMPANY EXPERIENCE AND REFERENCE ACCOUNTS**

The OFFEROR must provide reference accounts where the services offered were similar to the services requested in this RFP. The intent is to show company experience in receiving contracts for and delivery of services similar to the ones being proposed. Information should include name, address, telephone number, and title of person to contact for inquiry as to the OFFEROR'S experience, performance and

overall qualifications. Reference accounts must not be company owned.

PSPN reserves the right to consider historic information and fact, whether gained from the OFFEROR'S proposal, question and answer conferences, references, or any other source, in the evaluation process.

### **1.13. PARTIAL ACCEPTANCE**

All proposals must be for the entire RFP. However, PSPN reserves the right to accept any portion(s) of the OFFEROR'S proposal if it is deemed to be in the best interest of the Collaborative to do so.

### **1.14. CONFIDENTIAL INFORMATION**

No documents relating to this request will be presented or made otherwise available to any other person, agency or organization until a notification of Intent to Award is issued or other agreement(s) subsequently made. Commercial or financial information obtained in response to this RFP which is privileged and confidential and is clearly marked as such will not be disclosed at any time. Such privileged and confidential information includes information which, if disclosed, might cause harm to the competitive position of the OFFEROR supplying the information. All OFFERORS, therefore, must visibly mark as "CONFIDENTIAL" each part of their proposal which they consider to contain proprietary information.

### **1.15. RECEIPT OF PROPOSALS: TIMELINESS**

PSPN requires that a copy of the proposal be submitted no later than the date and time specified in this RFP. OFFERORS mailing proposals should allow a sufficient mail delivery period to insure timely receipt of their proposals by the issuing office. Any proposals received after the scheduled opening date and time may be immediately disqualified.

### **1.16. NO PROPOSAL REPLY**

Any CONTRACTOR electing to submit no proposal in response to this RFP may do so by sending a letter of "no reply" to the PSPN representative named in this RFP.

### **1.17. NUMBER OF PROPOSALS TO BE SUBMITTED, UNDER SEAL, ETC.**

Each OFFEROR is to submit (as indicated in the "Key Event Dates") the requested number of copies of the proposal, under seal, to Frank C. Clark, Office of the CIO, Charleston, South Carolina 29425. Each copy of the proposal should be bound in a single volume where practical, and all documentation submitted with the proposal should be bound in that single volume where possible. The OFFEROR is required to have typed on the envelope or wrapping containing the proposal the RFP identification number specified in the RFP.

### **1.18. PROPOSALS SIGNED**

All proposals must be signed by a representative of the company authorized to commit to the provisions of this proposal. Unsigned responses will be rejected unless an authorized representative is present at the proposal opening and provides the needed signature, provided that the discovery is made prior to the reading of the name of the first OFFEROR.

### **1.19. PUBLIC OPENING**

All proposals received in response to this RFP will be opened publicly at the time and place specified in the schedule of "Key Event Dates". At that time, the name of each OFFEROR will be listed and made available for public inspection.

### **1.20. OFFEROR QUALIFICATIONS**

The OFFEROR must, upon the request of PSPN, furnish any and all information requested to determine its ability to furnish the products or services requested in accordance with the terms and conditions of this RFP. PSPN reserves the right to request any information it deems necessary to make the final determination regarding the OFFEROR'S ability to provide the services requested herein before entering into any contract or further agreement.



### **1.21. CLARIFICATIONS**

PSPN reserves the right, at any time after opening the responses and prior to pursuing further procurement activities leading to an award, to request clarification, address technical questions, or to seek or provide other information regarding the OFFEROR'S qualifications. Such a process may be used for such purpose as providing an opportunity for the OFFEROR to clarify their proposal(s) in order to ensure mutual understanding and/or aid in determinations of responsiveness or responsibility.

### **1.22. NEGOTIATIONS**

PSPN may conduct negotiations with any OFFERORS submitting a proposal, which appears to be eligible for further consideration or award pursuant to the selection criteria set forth in the request for qualifications. All apparently eligible OFFERORS will be accorded the opportunity to submit best and final proposals if negotiations with any other OFFEROR result in a material alteration to the terms of the RFP and such alteration has a cost consequence that may alter the order of OFFEROR'S price quotations contained in the initial proposals. In conducting negotiations, there will be no disclosure of any information derived from proposals submitted by competing OFFERORS.

### **1.23. NEXT STEPS**

Ultimately an award will be made to the responsive and responsible OFFEROR whose proposal is determined to be the most advantageous to PSPN , taking into consideration price and the evaluation factors set forth in the request for proposals, along with any subsequent due diligence process. No other factors or criteria will be used in evaluation. However, the right is reserved to reject any and all proposals received and in all cases, PSPN will be the sole judge as to whether an OFFEROR'S proposal has or has not satisfactorily met the requirements of this RFP.

### **1.24 EVALUATION FACTORS**

Offers will be evaluated using only the factors stated below. Once evaluations are complete, all responsive Offerors will be ranked from most advantageous to least advantageous.

#### **First Tier**

**1.24.1 Offeror's ability to provide the full spectrum of services and products to build network (20 Points)**

**1.24.2 Offeror's proposed reasonableness and timeline for build-out of network (20 Points)**

**1.24.3 Offeror's proposed overall coverage to the greatest number of proposed participants as listed in appendix (20 Points)**

**1.24.4 Offeror's proposed ongoing cost for services after pilot project (20 Points)**

**1.24.5 Offeror's proposed ability for connectivity to the SCLR/NLR/Internet/Internet2 (20 Points)**

### **1.25 EVALUATION FACTORS**

#### **Second Tier**

**1.25.1 Total Network Costs after review of First Tier Factors (50 Points)**

## **2.0. SPECIAL PROVISIONS**

### **2.1. PROHIBITION OF GRATUITIES**

Section 8-13-420 of the 1976 CODE OF LAWS OF SOUTH CAROLINA states: "Whoever gives or offers to any public official or public employee any compensation including a promise of future employment to influence his action, vote, opinion or judgment as a public official or public employee or such public official solicits or accepts such compensation to influence his action, vote, opinion or judgment shall be subject to the punishment as provided by Section 8-13-530" provides that it shall be a breach of ethical standards for a subcontractor to make a kickback to a prime CONTRACTOR or a higher tier subcontractor in connection with the award of a subcontract or order there under.

### **2.2. PERFORMANCE EVALUATIONS**

PSPN shall have full access to observe and evaluate the performance with respect to the services herein provided and PSPN, its authorized agents, and/or PSPN or member institution auditors shall have full access to and the right to examine all records of the OFFEROR developed in the course of providing services under this AGREEMENT.

### **2.3. OFFEROR AGREEMENT**

The OFFEROR agrees to retain and safeguard all records related to this contract and any records it retains in the normal course of business for at least three years after any termination of this contract.

### **2.4. COMPLETE PROPOSALS**

**OFFEROR MUST** address all categories outlined in this RFP. No partial proposals will be accepted. Communication between all technology and services suppliers is encouraged so that total responsibility will reside with one single contractor.

### **2.5. OWNERSHIP OF MATERIAL**

Ownership of all data, material and documentation originated and prepared for PSPN pursuant to this contract shall belong exclusively to PSPN.

### **2.6. OWNERSHIP OF DATA**

All data and other records entered into any PSPN database or supplied to the OFFEROR by PSPN as a result of the network are, and shall remain, the sole property of PSPN. OFFEROR shall not: copy or use such records without written consent except to carry out contracted work, transfer such records to any other party not involved in the performance of this Agreement; and will return any submitted records to PSPN or its member institutions upon completion of the work hereunder.

### **2.7. TERMINATION DUE TO UNAVAILABILITY OF FUNDS**

Payment and performance obligations for succeeding contract periods shall be subject to the availability and appropriation of funds. When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent contract period, the contract shall be canceled.

## **3.0. SCOPE OF WORK**

PSPN is seeking to expand its healthcare broadband network to a number of additional locations. The scope of this RFP is limited to providing Ethernet connections to the locations identified in Appendix A. Bidders should provide 1, 2 and 3 year term pricing for 5Mb, 10Mb and 100 Mb Ethernet connections. Prices quoted should include all costs associated with the circuit including any non-recurring, special construction, monthly recurring, building entry, etc. In addition, bidders must provide details on any early termination fees associated with the circuits in the event of termination of service prior to the expiration of the circuit term selected. PSPN reserves the right to select the sites, and number of, to be connected. All sites in this solicitation may not be selected for connection to the PSPN.

All AWARDEES will function as sub-contractors of FRC, LLC. All billing for local circuits and installation costs will be presented to FRC, LLC to be included in regular invoicing to USAC.

Key Circuit Attributes:

- Ethernet circuits should be non-blocking, clear channel transport "pipes".
- Network design is fully deterministic to ensure 100% bandwidth availability and full channel throughput.
- Circuits will provide full Committed Information Rate at all times. Excess Information Rate is not applicable.
- Maximum Frame Size: Any standard IEEE 802.1Q frame size can be transported
- Ethernet transport and access bandwidth must not be oversubscribed.
- All circuits should be designed to maximize network security

All bidders must recognize that FRC levies a Port Fee for each location connected to PSPN, which must be paid to FRC, LLC, the primary vendor to PSPN. The Port Fees associated with the various bandwidths are listed below and **must** be included in your responses:

<b>Port Bandwidth</b>	<b>Monthly Port Fee</b>
5 Mb	\$710.00
10 Mb	\$810.00
100 Mb	\$2,325.00

Because other portions of the network have been previously awarded, successful bidders must terminate Ethernet circuits to any one of the following PSPN backbone access locations:

#1 Charlotte Street  
Charleston, SC

1401 Main Street  
Columbia, SC

301 Main Street  
Greenville, SC

224 West Cheves Street  
Florence, SC

125 N. Myers Street  
Charlotte, NC

**Additional Installation Services:**

Some of the proposed new PSPN locations may require assistance in properly interfacing their local area networks with the PSPN services. Prospective vendors should provide a description of optional support services available that will help facilitate a fast and effective utilization of PSPN. All costs associated with the proposed plan must be provided in the bidder's response. Proposed services should include an hourly rate for telephone consults and an hourly or daily rate for premises visits, if required. Bidders should also describe how they will determine the extent of services required for locations that seek these optional services.

**3.0.1. Service Level Agreement**

In the event of any unplanned failure of Vendor's Ethernet connection or subsystem provided by vendor to PSPN that is not due to circumstances beyond the reasonable control of Vendor and that results in an interruption to PSPN's system, PSPN shall be entitled to a credit as set out below.

<u>If interruption is:</u>	<u>Credit will be:</u>
Less than two (2) continuous hours	No credit
More than two (2) continuous hours but less than four (4) continuous hours	One quarter (1/4) of PSPN Circuit Fee for that month
More than four (4) continuous hours but less than eight (8) continuous hours	One half (1/2) of PSPN circuit fee for that month
Eight (8) hours or more	The total of the circuit fee for that month.

Each outage shall be measured separately, beginning with the start of such failure and ending with the resumption of service, and any credit will be applied against the month in which the outage began. In no event, regardless of the number of failures, shall the credit allowed in any one month exceed the total Monthly Recurring Charges for that month.

### **3.1. INTRODUCTION/BACKGROUND**

The Palmetto State Providers Network (PSPN) extends out from a fiber optic backbone provided by FRC, LLC into the rural areas of the state. PSPN allows rural area electronic access to specialty consultations, clinical services such as remote ICU monitoring, pediatric echo cardiology, clinical pathology, psychiatry, training and education as well as a host of other telemedicine, telehealth and videoconferencing services. Working with other agencies, the PSPN will also offer an Electronic Health Record to the rural physicians' office sites which are connected. It will greatly improve the efficacy of the proposed Medicare and Medicaid disease management projects by improving the communications between patient and physician.

The Palmetto State Provider Network extends out to all 46 counties in an attempt to connect as many of the small hospitals, community health centers and physicians offices as possible.

The Palmetto State Providers Network (PSPN) is organized as a Not-For-Profit corporation under the laws of South Carolina.

The PSPN is governed by a board consisting of members from urban and rural hospitals from the SC State Hospital Association, the SC Rural Primary Care Association, and AHEC. In addition, there will be a telehealth/telemedicine advisory council that will oversee the programmatic activities of the PSPN.

### **3.2. GENERAL QUESTIONS**

The following questions have been developed for vendors, to answer. The first series of questions (starting with **S**) requires a narrative response. All subsequent questions are to be answered Yes or No, with follow-up questions requiring a narrative response. Please take as much space as needed to answer the narrative questions and to elaborate on your yes or no answers. It is recommended that you read all questions first before responding to any of them to ensure full understanding of all the questions.

In the review process, particular attention will be given to the Offeror's clear understanding of the future of healthcare networks, the relevant experience brought to this engagement, and the willingness to work collaboratively with HSSC, PSPN and other vendors.

**3.2.1. Scope Questions**

- S-1 Please provide the following information about your company:
  - Last two (2) years of audited financial statements
  - Debt/Credit rating
- S-2
  - Please add any specific components to help PSPN better understand your offering to the service below.

**3.2.2. Yes/No Questions and Follow-up**

		Yes	No
Y-1	Under your approach, is your company willing to be responsible for all service and maintenance issues associated with the proposed services?		
Y-1a	If not, who will be?		
Y-2	Describe any user training required and who will be conducting it.		
Y-3	Are you willing to contractually commit to a response time for service call/problems?		
Y-4	Do you see problems with the proposed approach?		
Y-4a	If yes, what are they?		
Y-5	Do you have ideas as to some of the strategies or approaches that might be used to allow us to work together?		
Y-5a	If yes, what are they?		
Y-6	Is your company prepared to comply with the Service Level Agreement as described in Section 3.0.1 on page 12?		

**4.0 CIRCUITS, EQUIPMENT/ELECTRONICS, MAINTENANCE**

**4.1. Equipment/Electronics Maintenance and Support**

Any OFFEROR-supplied equipment/electronics **must** be specified and priced on the attached Cost Sheets. Any annual maintenance or support fees **must** be itemized on the appropriate Cost Sheets. Requirements for housing and/or maintenance of equipment at participating locations **must** be specified.

**\*The equipment listed in the RFP is for example only. Equal or better equipment is acceptable as long the specifications for the proposed equipment are equal to or exceed the specifications of the RFP.**

**4.2 Circuit Provision Questions**

4.2.1 Please describe how you will provide circuits to the proposed PSPN locations and any (CPE) equipment/electronics you will provide to support this component of the PSPN proposed network. Please include make of electronics [model numbers or approximate specifications], etc. required or recommended.

Response:

4.2.2 Please describe how you will provide 1 Gig E connectivity between

1401 Main Street, 2<sup>nd</sup> floor, Columbia SC

and

1500 Hampton Street, Columbia, SC

This connectivity should be linear and diversely routed.

All associated costs provided in Appendix B.

4.2.3 Please provide pricing for the following network equipment/electronics listed in Appendix C. All associated costs should be provided in Appendix C.

## 5.0. COMPANY PROFILE

Please answer the following questions as related to the organization, management and future development of the Offeror. The Offeror must demonstrate as far as possible, that the company is economically stable. Answer each question concisely, completely and accurately.

### 5.1. Organization

1. Size of company (total number of employees, size & location of offices, etc.).
2. Size of parent company - current ownership.
3. Is your company a "parent" to any other companies or subsidiaries? If so, please describe.
4. Description of the organization of your company and the nature of your business. Specifically address the relationship of the organizational unit providing the creation, implementation, operation and NOC service.
5. Any material (including letters of support or endorsement) indicative of the bidder's capability to fulfill contract.
6. A copy of your last two (2) years of audited financial statements. At least the most recent audited financial statement should be provided if possible. Alternatively, provide a summary of the financial position of the entity that is proposing the system and will be responsible for supporting it.
7. Personnel - numbers, credentials, length of service, turnover rate. Are there content experts within your organization, or is this technical expertise contracted out to other organizations?

### 5.2. Management

1. History of company ownership to date. Include year established and the current headquarters location.

### 5.3. Performance and Support

1. Length of time your company has been providing telecommunications services to organizations.
2. Annual reports or financial documentation demonstrating solvency for more than three years.

## 6.0. COST

All costs related to the provision of this service to the locations listed in the **Appendix A** section of the RFP **MUST** be included in the OFFEROR'S Cost Proposal in a separate sealed envelop. (See attached Appendix B & C)

### 6.1. COST SECTION CERTIFICATION:

The following certification **must** be submitted with the offer in the cost section thereof:

I hereby certify that the price included in this proposal is accurate and binding for \_\_\_\_\_ days (not less than ninety (90) days) from the proposal due date and that all changes and estimates are, to the best of my knowledge, accurate and complete. I further certify that the above total cost accurately reflects my total proposal cost, including any applicable discounts, and that the company which I represent will provide the proposed system for this amount.

T.I.N.

\_\_\_\_\_

Or

Social Security No.

\_\_\_\_\_

## APPENDIX A

### **Palmetto State Providers Network South Carolina Hospitals and Clinics to be connected**

#### HOSPITALS:

1. Allendale County Hospital

CEO: M. Kent Hiatt

803-632-3311

P.O. Box 218

1787 Hwy 278

Fairfax, SC 29827-0218

(Tammy Smith – Executive Assistant/Coordinator IS)

2. Hilton Head Regional Medical Center **(Not Eligible, Paying Own Way)**

CEO: Elizabeth Lamkin

843-681-6122

25 Hospital Center Blvd

Hilton Head Island, SC 29926-2738

(Kathy Carter – Administrative Assistant)

3. Hampton Regional Medical Center

CEO: Dave H. Hamill

803-943-2771

P.O. Box 338

595 Carolina Ave. West

Varnville, SC 29944-0338

(Julie B. Allen – CFO)

4. Marlboro Park Hospital

CEO: Jeff Reece

843-479-2881

P.O. Box 738

1138 Cheraw St.

Bennettsville, SC 29512-0738

(Sheril Strong – Executive Secretary)

5. Newberry County Memorial Hospital

CEO: Lynn Beasley

803-276-7570

P.O. Box 497

2669 Kinard St.

Newberry, SC 29108

(Frieda S. Kester – Executive Secretary)

6. Wallace Thompson Hospital

CEO: William H. Leonard, Jr.

864-427-0351

P.O. Drawer 789

322 West South St.

Union, SC 29379 – 0789

(Lou Ellen Speer – Administrative Assistant)



7. Williamsburg Regional Hospital  
CEO: John Hales  
843-355-888  
P.O. Drawer 568  
500 Nelson Blvd.  
Kingstree, SC 29556-0568  
(Donna Burroughs – Assistant to the CEO)

FQHCs:

8. CareSouth Carolina, Inc.  
737 South Street  
Society Hill, S.C 29593

9. CareSouth Carolina, Inc.  
210 West Main Street  
Bennettsville, SC 29512

10. CareSouth Carolina, Inc.  
999 Cheraw Street  
Bennettsville, SC 29512

11. CareSouth Carolina, Inc.  
545 Sumter Highway  
Bishopville, SC 29010

12. CareSouth Carolina, Inc.  
212 Third Street  
Cheraw, SC 29502

13. CareSouth Carolina, Inc.  
500 West Boulevard  
Chesterfield, SC 29709

14. CareSouth Carolina, Inc. (**Not Eligible, Paying Own Way**)  
201 South Fifth Street  
Hartsville, SC 29550

15. CareSouth Carolina, Inc.  
1268 South Fourth  
Hartsville, SC 29550

16. CareSouth Carolina, Inc.  
103 North Kemper  
Lakeview, SC 29563

17. CareSouth Carolina, Inc.  
225 South Main St.  
McColl, SC 29570

18. CareSouth Carolina, Inc.  
737 South Main St.  
Society Hill, SC 29593

19. Carolina Health Centers, Inc. (Saluda Family Practice)

219 Greenwood Highway  
Saluda, SC 29139

20. Carolina Health Centers, Inc. (Lakelands Family Practice)  
17124 Highway 72 West  
Waterloo, SC 29384

21. Carolina Health Centers, Inc. (Calhoun Falls Family Practice)  
535 Jackson Street  
Calhoun Falls, SC 29628

22. Carolina Health Centers, Inc. (McCormick Family Practice)  
219 North Mine Street  
McCormick, SC 29835

23. Carolina Health Centers, Inc. (Ridge Spring Family Practice)  
201 Aiken Road  
Ridge Spring, SC 29129

24. Carolina Health Centers, Inc. (Ware Shoals Family Practice)  
85 South Greenwood Ave.  
Ware Shoals, SC 29692

25. Carolina Health Centers, Inc. (The Children's Center)  
113 Liner Drive  
Greenwood, SC 29646

26. Carolina Health Centers, Inc. (**Not Eligible, Paying Own Way**)  
313 Main Street, Suite B  
Greenwood, SC 29646

27. Carolina Health Centers, Inc. (Piedmont Physicians for Women)  
102 Katie Court  
Greenwood, SC 29646

28. Carolina Health Centers, Inc. (Carolina Community Pharmacy Northwest) (**Not Eligible, Paying Own Way**)  
577 Bypass 72 NW  
Greenwood, SC 29649

29. Carolina Health Centers, Inc. (Uptown Family Practice)  
313 Main Street, Suite A  
Greenwood, SC 29646

30. Black River Healthcare, Inc.  
12 West South St.  
P.O. Box 578  
Manning, SC 29102

31. Black River Healthcare, Inc.  
210 West Main St.  
P.O. Box 578  
Timmonsville, SC 29161

32. Black River Healthcare, Inc.  
520 Thurgood Marshall Blvd., Suite B  
P.O. Box 299  
Kingstree, SC 29556

33. Black River Healthcare, Inc.  
500 Thurgood Marshall Blvd. Suite A  
P.O. Box 300

Kingstree, SC 29556

34. Black River Healthcare, Inc.  
139 Main Street  
P.O. Box 488  
Olanta, SC 29114

35. Black River Healthcare, Inc.  
86 North Main St.  
P.O. Box 117  
Greeleyville, SC29056

36. Hope Health Inc. (Pee Dee)  
600 East Palmetto Street  
Florence, SC 29506

37. Hope Health Inc. (Edisto)  
1857 Joe S. Jeffords Highway  
Orangeburg, SC 29116

38. Hope Health inc. (Lower Savannah)  
130 Waterloo Street  
Aiken, SC 29801

39. Sumter Family Health Center, Inc.  
1278 North Lafayette Dr.  
Sumter, SC 29150

40. Pinewood Health Center  
25 East Clark  
Pinewood, SC 29125

41. Sandhills Medical Foundation, Inc. (Jefferson Center)  
409 East Church Street  
P.O. Box 249  
Jefferson, SC 29718

42. Sandhills Medical Foundation, Inc. (McBee Center)  
645 South 7<sup>th</sup> Street  
P.O. Box 366  
McBee, SC 29101

43. Sandhills Medical Foundation, Inc. (Lugoff Center)  
1165 Highway 1 South/Baldwin Avenue  
Lugoff, SC 29078

44. Sandhills Medical Foundation, Inc. (Sumter Center)  
425 North Salem Ave.  
P.O. Box 2006  
Sumter, SC 29151

45. ReGenesis Community Health Center, Inc.  
84 Groce Road  
Lyman, SC 29365

46. ReGenesis Community Health Center, Inc.  
550 South Church Street  
Spartanburg, SC 29306

47. ReGenesis Community Health Center, Inc.  
750 South Church Street  
Spartanburg, SC 29306
48. ReGenesis Community Health Center, Inc. **(Not Eligible, Paying Own Way)**  
1220 John B. White Sr. Blvd.  
Spartanburg, SC 29306
49. ReGenesis Community Health Center, Inc.  
1419 Limestone Street  
Gaffney, SC 29340
50. St. James-Santee Family Health Center, Inc.  
8189 Choppee Road  
Georgetown, SC 29440
51. St. James-Santee Family Health Center, Inc.  
4145 Powell Road  
Georgetown, SC 29440
52. St. James-Santee Family Health Center, Inc.  
1189 Tibwin Road  
McClellanville, SC 29458
53. St. James-Santee Family Health Center, Inc.  
2020 Highmarket Street  
Georgetown, SC 29440
54. Margaret J. Weston Medical Center, Inc.  
4645 Augusta Road  
Clearwater, SC 29822
55. Margaret J. Weston Medical Center, Inc.  
214 Atomic Road  
Jackson, SC 29831
56. Margaret J. Weston Medical Center, Inc.  
1211 University lane  
Aiken, SC 29801
57. Richland Community Health Care Association, Inc. (Richland Primary Health Care Association)  
1520 Laurel Street  
Columbia, SC 29201
58. Richland Community Health Care Association, Inc. (Bernice G. Scott Health and Human Services Center)  
120 Clarkson Street  
Eastover, SC 29044
59. Richland Community Health Care Association, Inc. (Lake Monticello Family Practice Center)  
12 Meadow Lake Road & Hwy. 215  
Blair, SC 29015
60. Richland Community Health Care Association, Inc. (Palmetto Family Primary Health Care)  
1136 Kincade Bridge Road, Suite A  
Winnsboro, SC 29180
61. Beaufort-Jasper-Hampton Comprehensive Health Services, Inc. (Leroy E. Browne Medical Center)  
41 Ball Park Road  
St. Helena, SC 29920
62. Beaufort-Jasper-Hampton Comprehensive Health Services, Inc. (Elijah Washington Medical Center)

211 Paige Point Road  
Sheldon, SC 29941

63. Beaufort-Jasper-Hampton Comprehensive Health Services, Inc. (Ridgeland Family Medicine Center)  
1520 Grays Highway  
Ridgeland, SC 29936

64. Beaufort-Jasper-Hampton Comprehensive Health Services, Inc. (Port Royal Medical Center)  
1320 S. Ribaut Road  
Port Royal, SC 29935

65. Beaufort- Jasper-Hampton Comprehensive Health Services, Inc. (Donald E. Gatch Medical Center)  
552 Stiney Road  
Hardeeville, SC 29927

66. Beaufort-Jasper-Hampton Comprehensive Health Services, Inc. (Hampton Medical Center)  
200 Elm Street  
Hampton, SC 29924

67. Beaufort-Jasper-Hampton Comprehensive Health Services, Inc. (Estill Medical Center)  
454 Second Street E.  
Estill, SC 29918

68. Beaufort-Jasper-Hampton Comprehensive Health Services, Inc. (Ruth P. Field Medical Center)  
721 Okatie Highway  
Ridgeland, SC 29936

69. Little River Medical Center, Inc.  
4303 Live Oak Drive  
Little River, SC 29566

70. Little River Medical Center (Myrtle Beach)  
7724 North Kings Highway  
Myrtle Beach, SC 29572

71. Little River Medical Center (North Myrtle Beach Dental)  
1240 Highway 17 North  
North Myrtle Beach, SC 29582

72. Little River Medical Center (Loris Medical)  
3817 Main Street  
Loris, SC 29569

73. Little River Medical Center (Health Access)  
1075 Mr. Joe White Avenue, Suite 101  
Myrtle Beach, SC 29577

74. Little River Medical Center – Street Reach  
1005 Oceola Street  
Myrtle Beach, SC 29577

75. Franklin C. Fetter Family Health Center, Inc.  
51 Nassau Street  
Charleston, SC 29403

76. Franklin C. Fetter Family Health Center, Inc. (Cross Health Center Inc.)  
1659 Old Highway 6  
Cross, SC 29436

77. Franklin C. Fetter Family Health Center, Inc. (Enterprise Health Center Inc.)  
2047 Comstock Avenue

North Charleston, SC 29405

78. Franklin C. Fetter Family Health Center, Inc. (Lowcountry Pediatrics & Adult Services)  
3973 Rivers Avenue  
North Charleston, SC 29405

79. Franklin C. Fetter Family Health Center, Inc. (Summerville Health Center Inc.)  
700 North Pine Street  
Summerville, SC 29483

80. Franklin C. Fetter Pediatrics  
300 East Main Street  
Moncks Corner, SC 29461

81. Franklin C. Fetter Family Health Center, Inc. (Johns Island Health Center Inc.)  
3627 Maybank Highway  
Johns Island, SC 29457

82. Franklin C. Fetter Family Health Center, Inc. (Walterboro Health Center Inc.)  
600 Padgett Loop  
Walterboro, SC 29488

83. Franklin C. Fetter Family Health Center, Inc. (Hollywood Health Center Inc.)  
6326 Hollywood Drive  
Hollywood, SC 29449

84. New Horizon Family Health Service, Inc. (**Not Eligible, Paying Own Way**)  
300 E. McBee Ave.  
Suite 303  
Greenville, SC 29601

85. New Horizon Family Health Service, Inc.  
811 Pendleton Street  
Suite 11  
Greenville, SC 29601

86. New Horizon Family Health Service, Inc.  
1 Memorial Medical Drive  
Greenville, SC 29605

87. New Horizon Family Health Service, Inc.  
130 Mallard Street  
Greenville, SC 29601

88. New Horizon Family Health Service, Inc.  
1102 Howard Street  
Simpsonville, SC 29681

89. New Horizon Family Health Service, Inc.  
111-A Berry Avenue  
Greer, SC 29651

90. New Horizon Family Health Service, Inc.  
925 N. Franklin Road  
Greenville, SC 29617

91. New Horizon Family Health Service, Inc.  
1588 Greer Highway  
Travelers Rest, SC 29690

92. Low Country Health Care System, Inc.

19340 Solomon Blatt Avenue  
Blackville, SC 29817

93. Low Country Health Care System, Inc.  
86 Wren Street  
Barnwell, SC 29812

94. Low Country Health Care System, Inc. (Sharing Circuit with Hope Health, Inc. Edisto)  
1857 Joe S. Jeffords Highway  
Orangeburg, SC 29115

95. Low Country Health Care System, Inc.  
333 Revolutionary Trail  
Fairfax, SC 29827

96. South Carolina Migrant Health Program **(Not Eligible, Paying Own Way)**  
3 Technology Circle  
Columbia, SC 29203

**APPENDIX B**

**Data Circuit Price**

Qty. 1or 2 – 1 Gig E Circuit from:

1401 Main Street, 2<sup>nd</sup> floor, Columbia SC

to

1500 Hampton Street, Columbia, SC

**Please include pricing for linear and diversely routed circuits.**

**Linear Circuit Pricing:**

<u>Contract Term</u>	<u>Non-recurring Charge</u>	<u>Monthly Recurring Charge</u>
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**1 year**

**2 years**

**3 years**

**Diversely Routed Circuit Pricing:**

<u>Contract Term</u>	<u>Non-recurring Charge</u>	<u>Monthly Recurring Charge</u>
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**1 year**

**2 years**

**3 years**

**Associated Special Construction Charges:**

For Linear Circuit:

For Diversely Routed Circuits:

**Associated Termination Charges:**

For Linear Circuit:

For Diversely Routed Circuits:



## APPENDIX C

### Network Equipment Price

<u>QUANTITY</u>	<u>MFG. Part #</u>	<u>DESCRIPTION</u>	<u>SELLING PRICE</u>	<u>EXTENDED SELLING PRICE</u>
1	MX80-DC	MX80 chassis with 2 MIC slots, 4x10GE XFP built-in ports, DC power supply, Fan Tray w/Filter	\$	\$
1	JUNOS	JUNOS Worldwide Version (Not For Export)	\$	\$
1	S-MX80-ADV-R	License to support full scale L3 route and L3 VPN on MX80	\$	\$
1	PWR-MX80-DC-S	MX80 Power Supply	\$	\$
1	MIC-3D-20GE-SFP	20x10/100/1000 MIC for MX, requires optics sold separately	\$	\$
2	SFPP-10GE-LR	SFP+ 10GE pluggable transceiver, SMF, 1310nm for 10KM transmission	\$	\$
2	SFPP-10GE-SR	SFP+ 10GE pluggable transceiver, MMF, 850nm for 300m transmission	\$	\$
1	SVC-ND-MX80	Juniper Care NextDay Support for MX80 (includes MIC cards)	\$	\$
		<b>GRAND TOTAL</b>		\$

**\*The equipment listed in the RFP is for example only. Equal or better equipment is acceptable as long the specifications for the proposed equipment are equal to or exceed the specifications of the RFP. Please provide specifications if offering other than specified.**